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"For wisdom is a defence and money is a defence: but the excellency of knowledge is, that wisdom giveth life to them that have it."

Feel. 7:11

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ROGER W. BABSON

FOUNDER OF THE INSTITUTE
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ROGER W. BABSON BABSON PARK, FLORIDA

To the Graduates of 1947:

Many of you are asking yourselves: "What line of work shall I enter?" Naturally I cannot answer this en masse, since all of you have different capabilities and opportunities. The main thing is not to attempt NOW to go into business for yourself. Insist, however, on getting a job in some line of work in which you will be happy. Real efficiency and true happiness are synonymous. If there is a business in which your family is interested, you are fortunate, because fathers, brothers and friends can be of great help to you.

Be willing to start work at \$40.00 a week, if necessary; forget yourself and give your best to helping your employer in every way possible. This does not mean to tell him how to run his business, but it does mean that you should be the first to be at the plant or office and the last to leave every night—giving him more than he gives you. Most business men are hungry for good executives who know their stuff and have initiative (self winders) energy, courage and loyalty. If you will develop these qualities you will be pushed ahead.

Now, a word on where to locate: The best opportunities are in the U. S. cities of 10,000 to 30,000 people situated in the Central West. Avoid large cities; they are on the decline. During your business life time decentralization will be the watch word. I do not advise farming as a business—except in some very special circumstances—but all families should aim to own—as insurance—a small farm which they can visit once a year. Hence let me offer some good investment advice:

- (1) If you now live in a farming community, continue to live there and urge your children to settle there and bring up a good family. Support its churches, schools and newspapers. Do not neglect the great opportunities which God has given you.
- (2) If you do now live in a farming community, then during the next depression when good farms are selling at 50 cents on the dollar, buy one which is properly located. Rent it on fair terms to some family of good character which loves farming. Help that family to make a living and be happy thereon. If you are obliged to put back into improvements most of what you get in rent, be satisfied, so long as there is one room in the house reserved for your use in an emergency. (Remember there may be a World War III when our large U. S. cities can be bombed.) Once each year visit this family. It will do both you and them good. Investments can yield returns more desirable than money.

Wishing you all the success you deserve (I can do no more),

I am,

2 logui

Roger W. Babson

DEVELOPING A COMMUNITY FOR THE IMPROVEMENT OF BUSINESS CONDITIONS

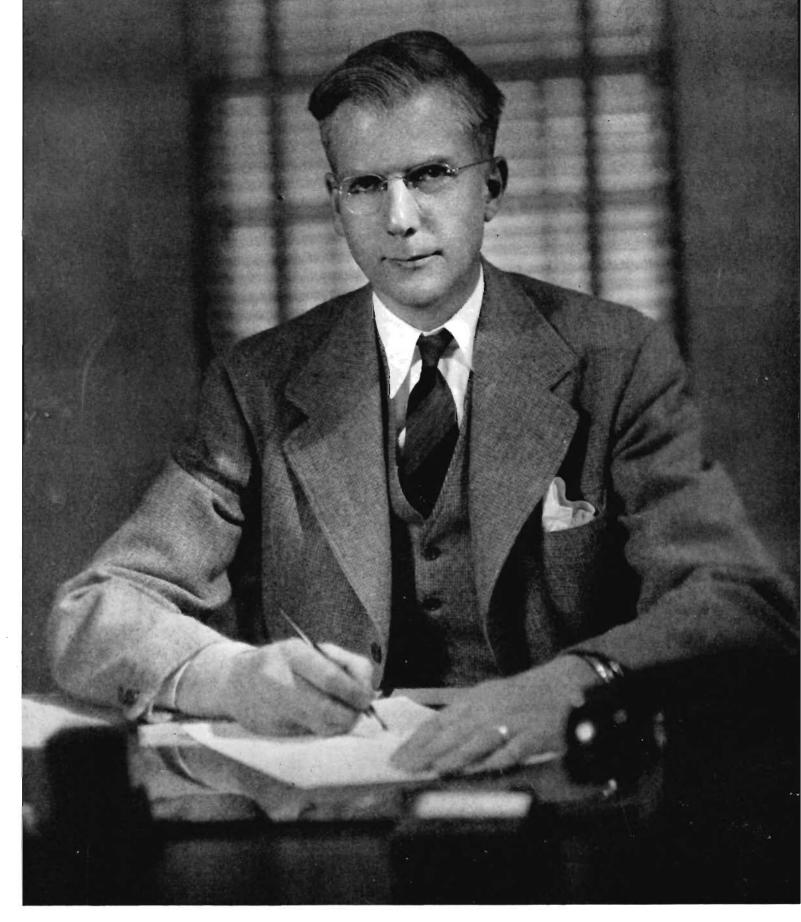




To President Edward B. Hinckley we respectfully dedicate the 1947 BABSONIAN. As we come to know him more, we see his plan for Babson Institute develop: a plan of many ideals that leads to the advancement of the Institute.

From a great fund of scientific and liberal knowledge, combined with practical administration. Dr. Hinckley has made great strides since June, 1946, toward the goal of the Institute — that of successful training in Business Administration. With him as our helmsman, the set of the sail on the Babson ship is assured.

As he has pledged himself to the betterment of Babson Institute, we pledge to him our whole-hearted support.



DR. EDWARD B. HINCKLEY

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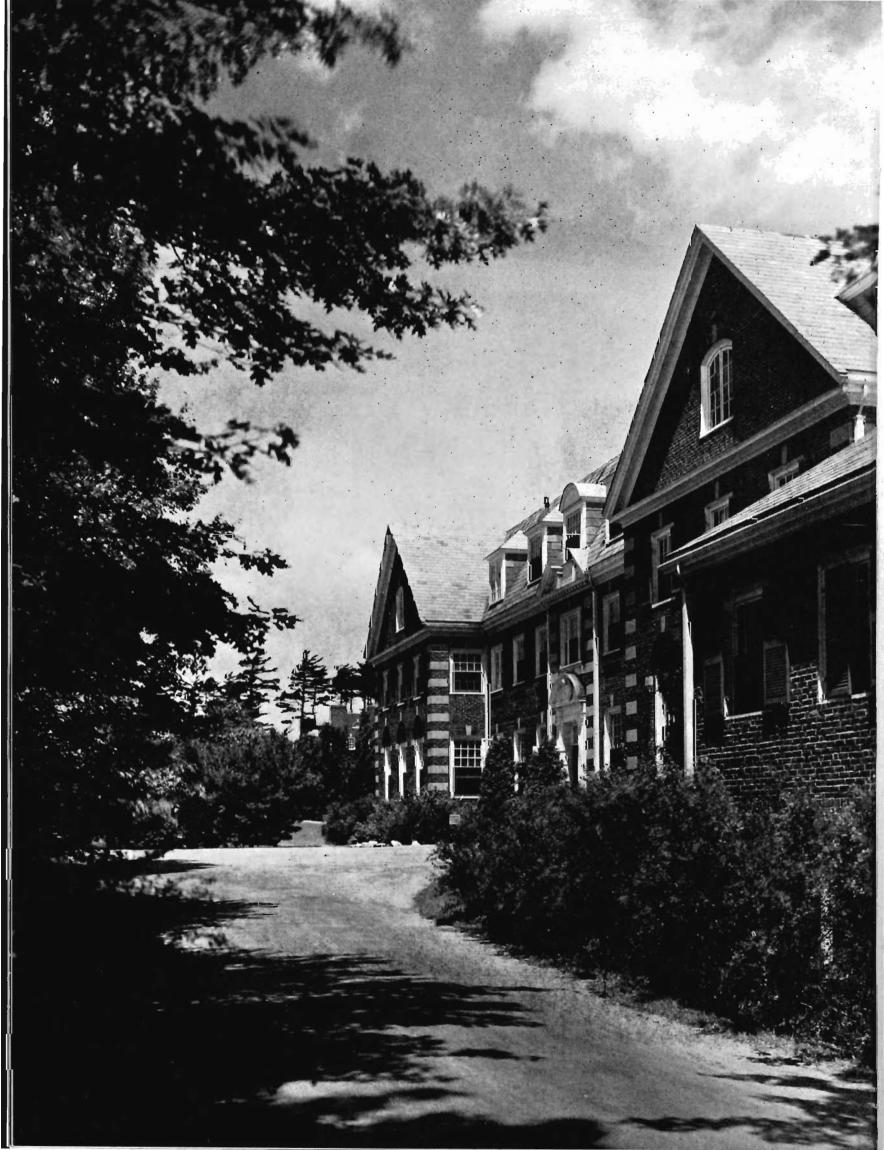
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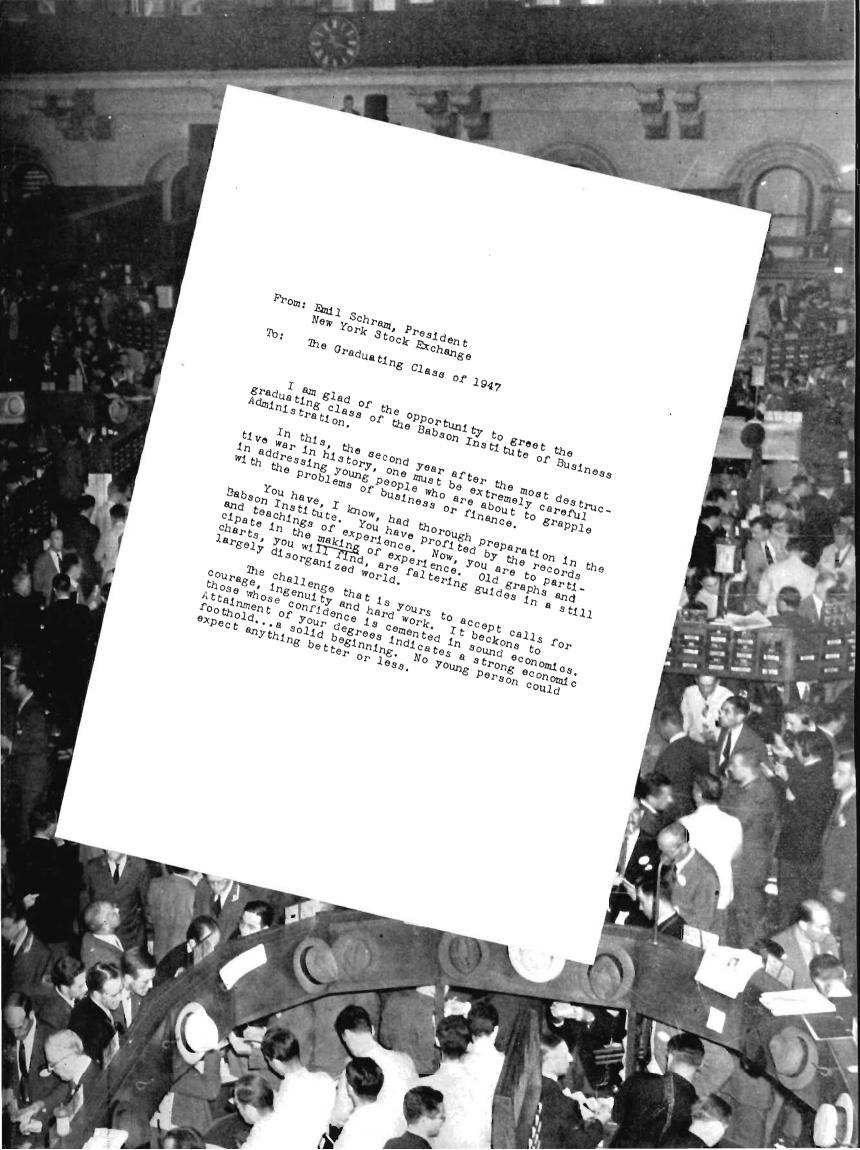
ELIZABETH H. GRUSH Registered Nurse





EMIL SCHRAM

PRESIDENT NEW YORK STOCK EXCHANGE





Finance

It is obvious that the major functions of business are closely related and the common dimoninator of all business activity is finance.

The objective of the Business Finance courses is to provide a knowledge of those institutions, instruments and principles of finance which will enable the individual to deal intelligently with the main financial problems arising in the management of a business. Such study has a pervasive value for all students regardless of the particular area of specialization and interest to which they may later devote their time. The Personal Estates and Investment courses have dual objectives: first, to help the student learn to manage his personal financial affairs -- the intelligent utilization of his income in building an estate and in attaining the maximum stability and satisfaction in his personal and family life; second, to give the student a sound knowledge of investment principles and practices in the business world. Account ing is studied not as an end in itself, but as an aid to successful management. The student receives not only a thorough grounding in the theory of accounting, but also acquires a proficiency in preparing and interpreting financial statements. The methods of accumulating and using figures for analysis, appraisal and control of a given enterprise are studied in Statistics.

Those who have decided upon finance as a career may elect more specialized courses in Advanced Financial Problems, Security Analysis and allied subjects in this field.





JOHN K. HORNER
A.B., M.B.A.
Director, Divisi n of Finance



CAROLL W. FORD A.B., Ph.D. Finance



HENRY A. KRIEBEL B.S., M.A. Accounting, Taxes



JAMES M. MATTHEWS V.B., LL.D., M.N. Ireanomies



ALEXANDER BAIRD B.A., LL.D., Ph.D. Economics



CLINTON A. PETERSEN B.S.; Babson, Certificate Accounting



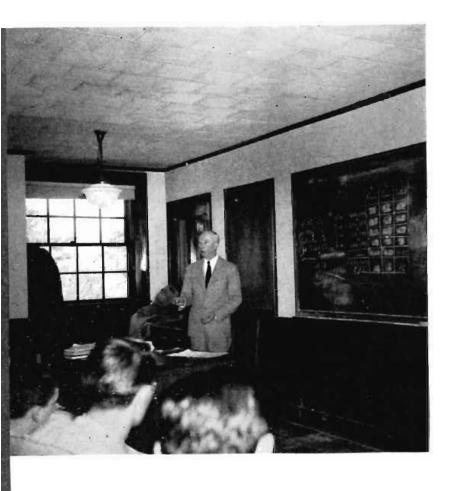
HAROLD J. KING B.S., M.A., Ph.D. Economics, Finance



WILLIAM C. MORGAN
B.A.: C.P.A.: Babson, Certificate
Accounting



IRVIN M. DAVIS
LL.B., LL.M.
Business Lave

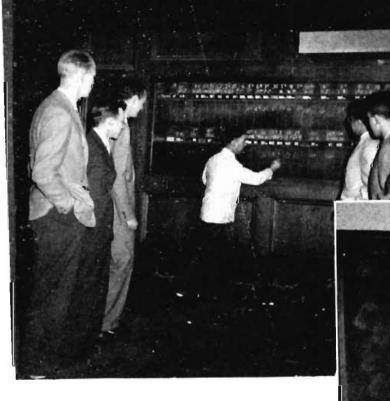




It is obvious that the major functions of business are closely related and the common denominator of all business activity is finance.

The objective of the Business Finance courses is to provide a knowledge of those institutions, instruments and principles of finance which will enable the individual to deal intelligently with the main financial problems arising in the management of a business. Such study has a pervasive value for all students regardless of the particular area of specialization and interest to which they may later devote their time. The Personal Estates and Investment courses have dual objectives; first, to help the student learn to manage his personal financial affairs -- the intelligent utilization of his income in building an estate and in attaining the maximum stability and satisfaction in his personal and family life; second, to give the student a sound knowledge of investment principles and practices in the business world. Accounting is studied not as an end in itself, but as an aid to successful management. The student receives not only a thorough grounding in the theory of accounting, but also acquires a proficiency in preparing and interpreting financial statements. The methods of accumulating and using figures for analysis, appraisal and control of a given enterprise are studied in Statistics.

Those who have decided upon finance as a career may cleet more specialized courses in Advanced Financial Problems. Security Analysis and allied subjects in this field.





JOHN K. HORNER
A.B., M.B.A.
Divetor, Division of Finance



CAROLL W. FORD A.B., Ph.D. Finance



HENRY A. KRIEBEL B.S., M.A. Accounting, Taxes



JAMES M. MATTHEWS A.B., L.L.D., M.A. Economics



ALEXANDER BAIRD B.A., LA.D., Ph.D. Irconomics



CLINTON A. PETERSEN B.S.; Babson, Certificate Accounting



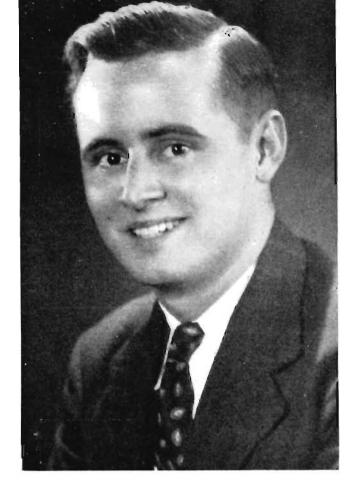
HAROLD J. KING B.S., M.A., Ph.D. Economics, Finance



WILLIAM C. MORGAN
B.A.: C.P.A.: Babson, Certificate
. Iccounting



IRVIN M. DAVIS
LL.B., LL.M.
Business Law



Damariscotta, Maine

Objective:

Finance

Personal Data:

Age 24; single; height 5'812"; weight 170

Belknap has chosen the financial and investment fields as his most suitable place in the business world. Through his training in the certificate course at Bahron, and his other studies at Bowdoin College, where he received an A.B. degree, Belknap has a wide and well-rounded background. Added to this is a varied experience in business including the Sales and Management fields. With this excellent preparation, Belknap shows future ability as a salesman in his field through his determination and conscientionsness.

Robert Willis Belknap, Jr.

Robert E. Bemis, Jr.

7 Walnut Avenue, Cambridge 40, Massachusetts

Objective:

Finance

Personal Data:

Age 27; married; height 5'9"; weight 175 lbs.

Obtaining his A.B. degree in English at Tufts College. Bemis has acquired a vast realm of practical experience in the Accounting and Financial Cycles of his business interests. Employed by Brighams, Inc., of Cambridge. Massachusetts, he held the position of Assistant Manager of their Cambridge store. A leader in organizational functions he has demonstrated his ability to arrive at precise conclusions with a minimum of effort.



390 Niagara Street, Buffalo, New York

Objective:

Finance

Personal Data:

Age 30; married; height 5' 10"; weight 150 lbs.

Birge attended Pomona College in California before coming to Babson and now, as then, has shown a decided interest in the production and financial end of the business world. He worked for the Birge Company in Buffalo before entering the Army. Birge has a great sense of humor and is a very ambitious fellow. He has shown keen interest in acounting and its related subjects which will give him a base for his life's work.



Richard Birge

Robert Louis Brandt



4152 Home Avenue, Cincinnati, Ohio

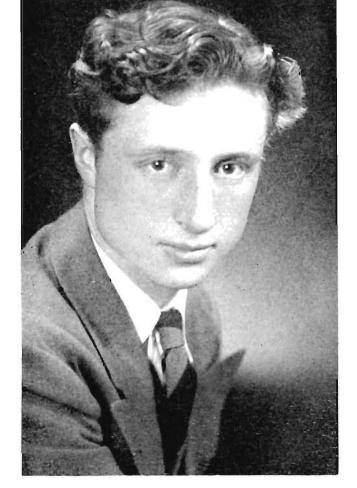
Objective:

Administrative Management

Personal Data:

Age 31; married; height 6'3"; weight 185 lbs.

Possessed of high ideals and aims, Brandt should have no trouble adapting himself to the financial phase of administrative management. He has studied at the University of Cincinnati, Campbell Commercial College and Oxford University, Oxford, England. His practical experiences embrace The Meier's Wine Co., and the Los Angeles Credit Managers' Association. Brandt, a quiet, reserved, exacting fellow, should easily find his place in the business world.



735 West Green Street, Hastings, Michigan

Objective:

Finance

Personal Data:

Age 20; married; height 5' 11"; weight 165 lbs.

Coleman has been interested in the financial aspects of business since he intends entering the insurance field. Through his studies here at Babson College he has obtained the necessary background to meet the requirements of his future employers. He has held positions with the Isthmian Steam Ship Co., Standard Steam Ship Co., and the Inter-Ocoan Steam Ship Co. He also received practical training in his chosen field while working in a general insurance agent's office. Thus, Coleman is very well prepared for his future vocation.

John Fraser Coleman

Robert C. Common, Jr.

186 Woodbridge Avenue, Buffalo, New York

Objective:

Finance

Personal Data;

Age 29; single; height 5'9"; weight 200 lbs.

Before Common came to Babson he worked for the Texas Company in Buffalo and also the Mutual Benefit Life Insurance Company, where he gained experience in the field of finance and investments. He came to Babson with a previous knowledge of economics from Dartmouth College. Here at Babson he was on the Student Council and the athletic committee. When Common leaves Babson, he will enter his father's investment firm.



12 Riverside Drive, Augusta, Mame

Objective:

Finance

Personal Data:

Age 26; single; height 5' 10"; weight 150 lbs.

Cross is interested in financial matters and has exhibited particular aptitude in the study of accounting. Cross has finished the year course at Babson showing an eager attitude toward perfection in all that he undertakes. Cross holds a B.A. Degree from Green Mountain College. For practical experience, Cross was connected with the Central Maine Power Company, where he worked in the accounting department. Cross is interested in joining some business where he may work in the cost analysis department.



William E. Cross, Jr.

Robert Edward Davies



110° North Oxford Avenue, Los Angeles, California

Objective:

Investments

Personal Data:

Age 28; single; height 6' 2'; weight 185 pounds.

Before he entered the Army, Davies attended the University of California, where he was a fore-try major. When he came to Babson, he had wide experience in the investment field and was interested in finance and investments here. Upon graduation, he plans to enter the investment business. This man, with his wide range of experience, will be sure to make a place for himself in the commercial field.



639 Ogden Street, Conflemence, Pa.

Objective:

Finance

Personal Data:

Age 28; single; height 5' 10"; weight 160 lbs.

A former Major in the Army Air Corps, Davis is interested in the financial end of business. Holding a Phi Betta Kappa key from Washington and Jefferson University, where he graduated with an A.B., Davis has a well-rounded educational background. As President of the Alpha Delta Sigma Traternity at Babson, and also a member of several other fraternities, Davis has shown a definite executive ability which should carry him far in his chosen field.

Clifford A. Davis

John V. Dunlap

936 Virginia Avenne, N. E., Atlanta, Georgia

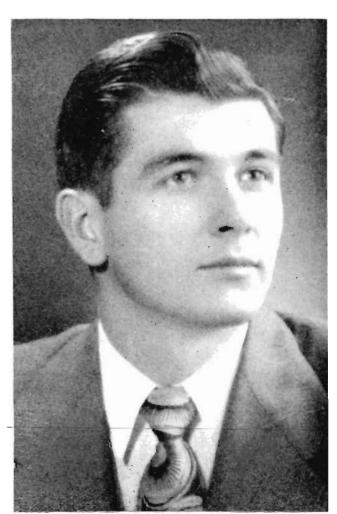
Objective:

Accounting

Personal Data:

Age 26; single; height 5' 11"; weight 160 lbs.

Intent upon making a career in the field of accounting, Dunlap has four and a half years of experience as an auditor with the Singer Sewing Machine Co., of Atlanta, Ga., behind him. This practical experience, together with the knowledge he has gained through studying at the University of Georgia and here at Babson, should make Dunlap a very desirable man for any wide awake accounting firm.



Praia Do Flamingo 382, Rio de Janeiro, Brazil

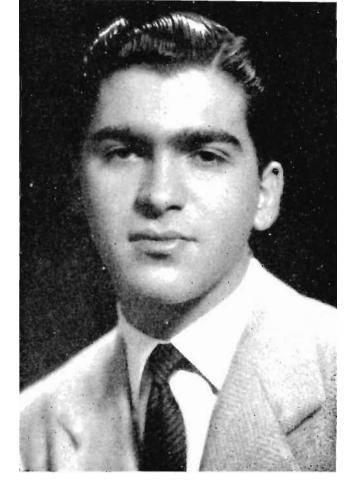
Objective:

Marketing

Personal Data:

Age 21; single; height 5' 8"; weight 145 lbs.

Garcia attended two colleges before coming to Babson. He showed a great interest in all of the aspects of marketing and merchandising and had a great d.sire to learn all he was able to in the fields of production and finance. He served in the Brazilian Army during the war. While Garcia was here he took part in a great many extra curricular activities and thereby made many friends.



A. Leite Garcia, Jr.

Samuel H. Garfield



2096 Surrey Road, Cleveland Heights, Ohio

Objective

Finance

Personal Daca:

Age 29; single, height 6' 2'; weight 190 lbs

Garfield came to Babson ready to further his studies in finance and production. He has worked for the Standard Oil Company and in the New York Office of the National Bank of Chicago. He also attended New York University. He was very much interested in the financial angles of the commercial world and showed great promise along these lines. A determined and resourceful fellow, Garfield should travel far on the road to success.



281 Glea Road, Welfesley Farms, Mass.

Objective:

Distribution

Personal Data:

Age 26; married; height 5'8"; weight 155 lbs.

Interested in market research and advertising. Hallett has shown a high degree of interest in those related subjects here at Babson. During the war he was lead in spector at the Consolidated Vultee Aircraft Corp. and later a Staff Sgt. in the 15th Air Force. Interest d in photography as a hobby, an alert and ambitions fellow. Hallett is anxiously looking forward to cutering the business world.

Joseph Goold Hallett, Jr.

William M. Hurley

22 Royal Avenue, Cambridge, Massachusetts

Objective:

Investment Banking

Personal Data:

Age 22; single; height 6' 2' 7"; weight 480 lbs.

Hurley is steeped in education and experience, starting with Boston College High to his present sojourn at Babson. He was engaged by the Brad-ord and Ritz-Carlton Hotels of Boston as an Office Manager, operated a used car business in Philadelphia, and most recently, he is a Market Research Analyst for Scott Business Service, York, Penusylvania. These many diversified accomplishments have produced a dynamic personality in Hurley, a man with fine friends and no enemies.



16 Autumn, Gardiner, Maine

Objective:

Bakery

Personal Data:

Age 23; single; height 5' 11"; weight 160 lbs.

Through personal contact with family interests in the MacDonald Bakery, where he worked as a Baker's helper and as a cost accountant with Redger's Construction Company, MacDonald has accumulated ample business experience. Educated at the Kennebee School of Commerce and Maine Central Institute, his father's business is his main interest and therefore MacDonald chose a broad field of study here at the Institute. Cooperative and humorous, he will have a beneficial influence on his future business.



Donald Eugene Mac Donald

Donald Reed MacLean



163 Commonwealth Avenue, Boston, Massachusetts

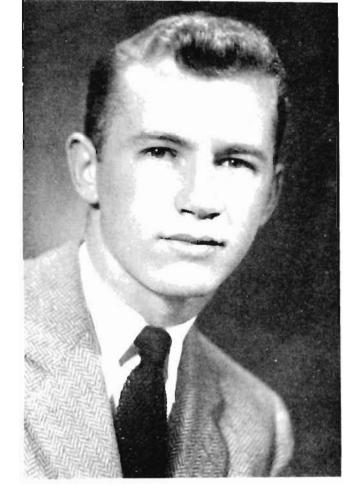
Objective:

Life Insurance Sales

Personal Data:

Age 23; married; height 5'8"; weight 135 lbs.

MacLean was a student at Bowdoin College prior to entering Babson. While he was here, he majored in business law and finance with the hope of being associated with the Equitable Life Assurance Society of America upon graduation. He was also interested in sales and sales administration, where he learned the basic requirements that will help him in his future sales of life insurance.



Wassaic, New York

Objective:

Linanee

Personal Data:

Age 25; single; height 6'0"; weight 178 lbs.

Holding a B.A. from Amberst College, Mahoney has bad a well rounded education. His three years in the Navy as a Lieutenant in the Pacific has given him valuable experience in working with men. For his life's work, Mahoney has chosen the banking field. Throughout his studies at Babson, he has shown a marked interest in Finance and related subjects. A very intelligent, ambitious, and socially minded young man, Mahoney should have no trouble in attaining success in the financial world.

Thomas Francis Mahoney

John B. McDowell

303 Third Street, Fort Myers, Florida

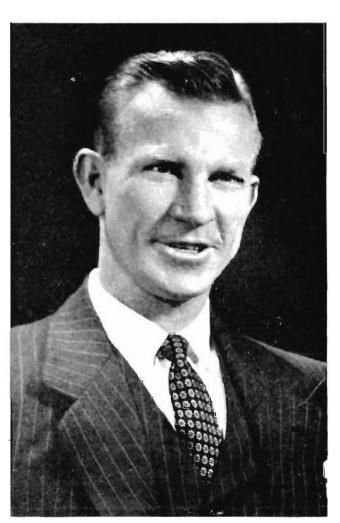
Objectives

Finance

Personal Data:

Age 30; married; height 5/10"; weight 155 lbs.

Here at Babson Institute, McDowell was a member of the student council. In the field of business he has had experience as a credit manager of the General Motors, Tampa, Florida Branch, and as department manager for the Fort Myers branch of Sears Roebuck and Company. While at Babson he showed interest in the fields of finance and investments. McDowell has fine sales management and administrative abilities that go well with his pleasant personality and easy going manner.



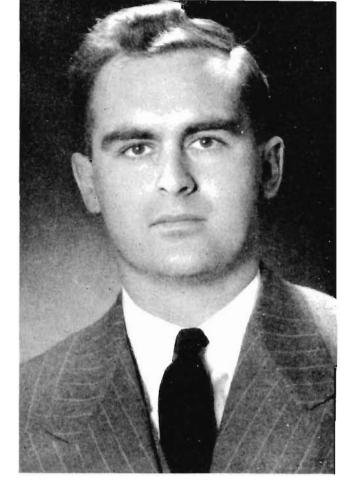
4498 Cote Des Neiges Road, Montreal, Quebec, Canada Objective;

Corporation Law

Personal Data:

Age 25; single; height 6'; weight 475 lbs.

McKenna holds an A.B. degree from Loyala College and a B.C.L. degree from McGill University. He has received actual business experience while associated with the law firm of Hackett, Mulvena, Hackett and Mitchell. Hoping to enter Corporation Law work, either in a Law Office or with a Business Corporation, McKenna, with his sense of responsibility and extraordinary capabilities, has an excellent future in his chosen vocation.



Thoman Justin McKenna

Garret Moses



Sandwich, New Hampshire Objective:

Finance

Personal Data:

Age 25; single; height 5' 10"; weight 155 lbs.

Moses finds his interests lie in the field of Investments and Finance. As a student and graduate of Babson. Moses has shown a definite interest in Finance and subjects related to it. While a student at Princeton he attended the School of Economies. Moses held the rank of First Lieutenant in the Army. Through his reliability and training, Moses presents himself as an able man entering the business world.



240 South Marshall, Pontiac, Michigan Objective:

Manufacturing

Personal Data;

Age 22; single; height 6'; weight 165 lbs.

Planning on entering some phase of manufacturing, Ockerman has worked for General Motors Corp, and the International Business Machines Corp., which has given him a knowledge of manufacturing methods. While serving in the Army with the 11th Statistical Control Unit he learned the importance of accurate computations which will be of great use to him in industry. A determined, alert and ambitious young man, Ockerman is ready to set a pace in the industrial world.

Douglas R. Ocherman

Robert Hopewell Phinny

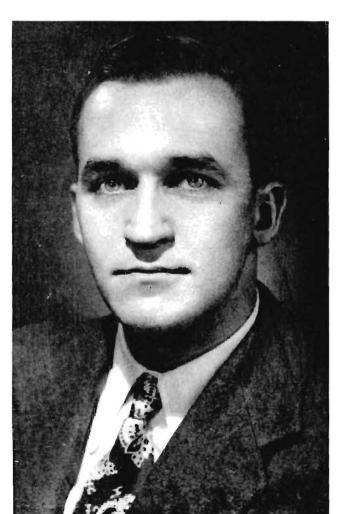
1 Park Way, Franklin, Pennsylvania Objective:

Market Analysis

Personal Data:

Age 26; single; height 5' 10"; weight 160 lbs.

Phinny has had several years experience in the investment field prior to coming to Babson. As a Lieutenant (jg) in the U.S. Navy during the war, he gained experience in handling men. All through his life he has shown a marked interest in the field of Finance and Market Analysis and in his studies here at Babson his interests have been most prevalent in these fields. A snave individual with a gracious manner he should be a valuable asset to any investment firm.



146 Spruce Street, Watertown, Massachusetts Objective:

Sales

Personal Data:

Age 29; single; height 6' 8"; weight 205 lbs.

Here at Babson Reimann's main interests have been most evident in Sales and similar subjects. Preparing to enter the sales field upon graduation, he has a wealth of practical and educational experiences which will be of use to him in his future positions. A pleasant fellow with an aggressive spirit, he will be a man to watch.



Ernest Theodore Reimann

Gordon D. Robbins



Main Street, Nowwell, Massachusetts Objective:

Finance

Personal Data:

Age 31; married; height 5' $6^{\prime\prime};$ weight 135 lbs.

Robbins has received his training in the fields of Finance and Economies here at Babson as well as in other colleges. He is a graduate of Brown University, where he received an A.B. Degree in Economies. Robbins has had practical experience as a junior auditor with Francis P. Kirk Company, Amlitors. He leaves Babson with an excellent start in his vocation and will be a valuable addition to some firm.



737 Center Street, Salem, Oregon Objective:

Investments

Personal Data:

Age 30; single; height 6'2"; weight 170 lbs.

Roblin, with his versatile beckground in education at Williameth University. New York University, and Denver University, coupled with his practical experience with the E. A. Pierce & Company as a brokerage clerk. Oregon State Highway Commission as a time keeper, Scars Roebuck & Company as a sales clerk, and with the Army Finance Department, give him a well-rounded background for success. Roblin has traveled throughout this country and Canada. Friendly, persuasive, and determined. Roblin is after a position in the financial field.

Charles D. Roblin

William Joseph Scott

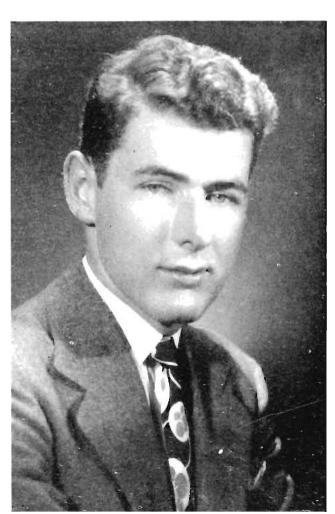
R. D. ±7, Stonybrook, York, Pa. Objective:

Finance

Personal Data:

Age 23; single; height 6'3"; weight 185 lbs

At present Scott is a junior partner in Scott Business Service, his father's firm, which shows a consuming desire for success. Previous experience as a salesman for Real-silk Corp, and as a used car dealer have given him a basic knowledge of business fundamentals. Here at Babson, Scott has been very interested in Finance and its related subjects. Possessing a rare sense of wit and a snave manner. Scott has all of the assets that go for success.



339 Liberty Street, Beammont, Texas Objective:

Fire and Casualty Insurance

Personal Data:

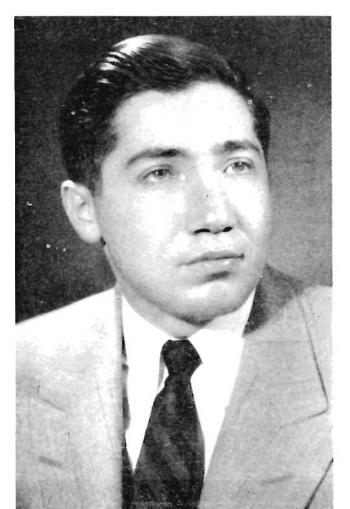
Age 23; single; height 6'3" weight 215 lbs.

Working for the C. T. Snelker and Company in Beaumout, and spending a few years in the Navy. Smelker has had a variety of personal experiences that help make up a good future insurance man. While here at Babson, he was a member of the Alpha Delta Sigma business fraternity and also very much interested in sales management, investments and finance. This will help make his future in the insurance field a very successful one.



Herbert Arthur Smelker

Irwin Sirota



40 West 77th Street, New York City, N. Y Objective:

Sales

Personal Data:

Age 23; single, height 5'9"; weight 165 lbs

An exponent of energetic selling and distribution. Sureta intends to join his father's firm. Sanfort Hosiery Mills, Inc., New York City. He has supplemented his education here at Babson by attendance at the Columbia School of Commerce, New York City. Sirota has traveled across the country in connection with his firm's business. Possessed of high ideals and aims, Sirota will be a definite asset to his family's line of endeavor.



1607 Jerome Street, Lausing, Michigan Objective:

Investments

Personal Data;

Age 26; married; height 5'7"; weight 140 lbs.

Wahl came to Babson with a great desire to learn accounting and investments in order that he would be well equipped to enter the investment field upon graduation. He was president of the Alpha Tan chapter of the Phi Theta Pi Business fraternity and after graduating from Lansing Business University, worked for the National Biscuit Company and the American News Company. Wahl has a pleasing personality and is a very ambitious fellow.

Cecil P. Wahl

William B. Webster

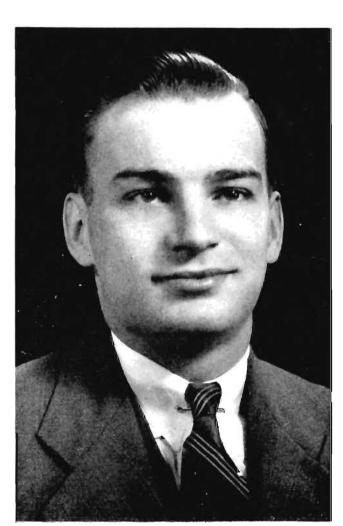
703 North 57th Street, Omaha, Nebraska Objective:

Banking

Personal Data:

Age 22; married; height 5'9"; weight 450 lbs.

After serving in the Army in an administrative capacity, Webster came to Babson, where he kindled turther his interest in the fields of Finance and Banking. Family connections in the banking field have given him worthwhile practical training. Because of his fine sense of humor and spirit of co operation, Webster should have no trouble in attaining his goal.



9402 Beverly Crest Drive, Beverly Hills, California Objective:

Radjo Broadcasting

Personal Data:

Age 25; single; height 6' 2"; weight 185 lbs.

Whiting aitended the University of California and Williams College, where he was very active in extraenrricular activities. Experience gained while working for the Los Angeles Broadcasting Company as an annonneer has given him a basic background in his chosen field. A well dressed and personable young man, Whiting has all the assets that go for success.



Dwight William Whiting

Victor Eugene Wiegand



190 Orchard Avenue, Battle Creek, Miciagan Objective:

Linance

Personal Data:

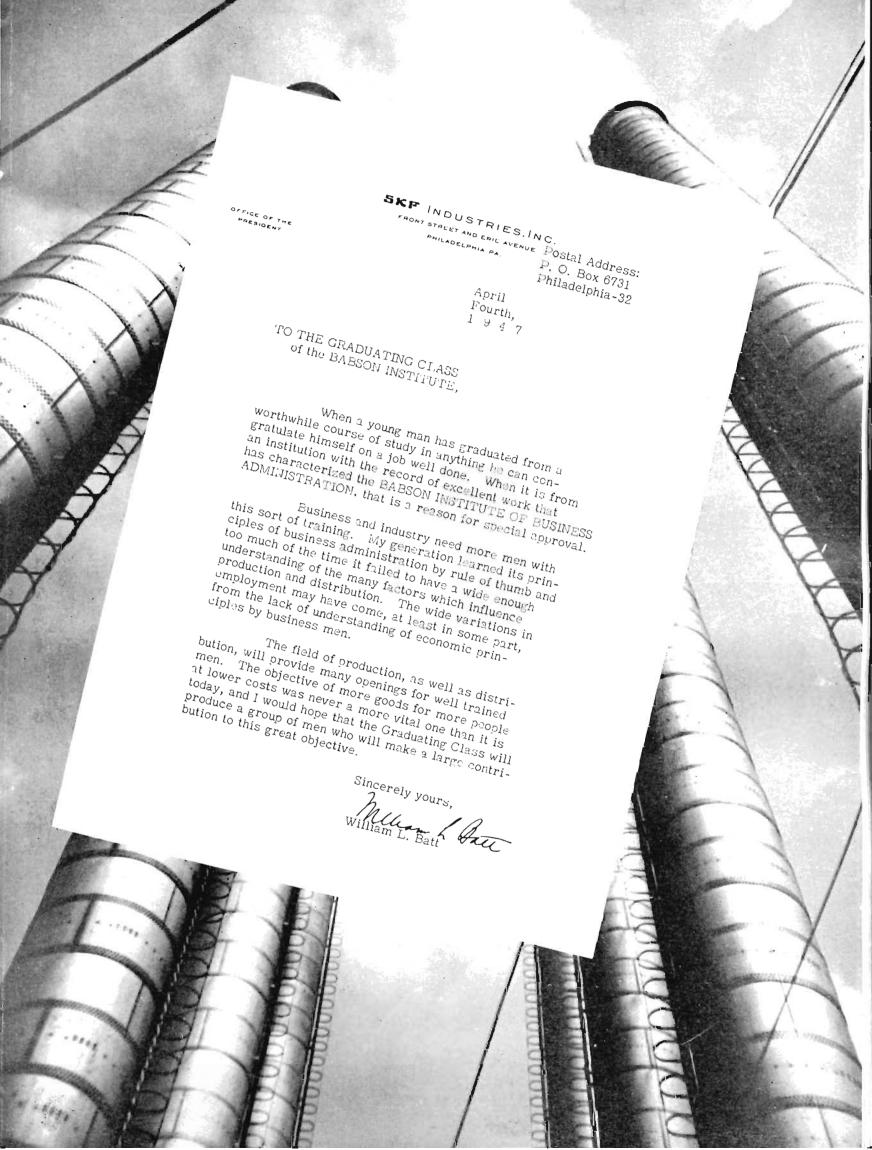
Age 27; married; height 5'9", weight 150 fbs.

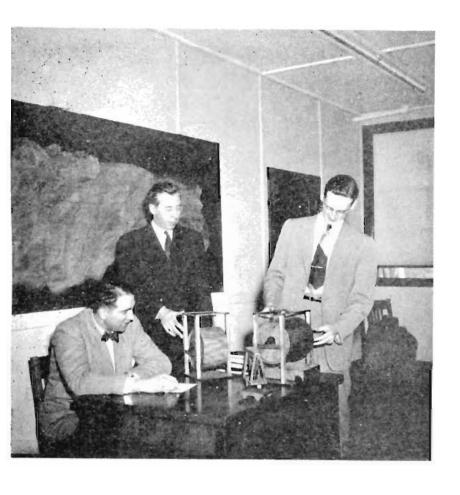
Wiegand attended Western Michigan College prior to entering the Army. At Babson he was very much interested in finance and investments. He has traveled over most of the United States, where he has gained considerable knowledge in the practical means of dealing with people. He is an alert and ambitions fellow and has great ability as an executive. Upon graduation from Babson, Wiegand expects to go into the financial world.



WILLIAM L. BATT

PRESIDENT SKE INDUSTRIES, INC





Production

"Better products and services at lower unit costs," is the slogan of today's competitive system. Industry must constantly analyze the elements of men, machines and materials with maximum production at minimum cost as its goal. The attainment of this goal is predicated on our ability to realize the fundamental objectives of efficient organization well deliberated policy, sound planning, and effective control.

The Production course at Babson is designed to show how these ends may be attained. The study of Top Management Organization and Control demonstrates the principles required to achieve a coordinated and har monious operating organization. A poor plant with a good organization is to be preferred over a good plant with a poor organization. In Industrial Management the emphasis is placed upon planning and expense concrol. Many businesses fail because of the many small hidden losses that sap vitality and leave them vulnerable at critical moments. The methods of work simplification, with resulting cost reduction, are learned in Time and Motion Study. Industry Analysis turnishes the student with a comprehensive knowledge of the particufar industry in which his interests lie. He becomes familiar with the historical development, manufacturing methods, market characteristics and vardsticks used to measure performance. Beyond this overall study, those seeking more intensive coverage of this phase of business may continue with the analysis of cases pertaining to Supervision and Training, Labor Relations, and related subjects in the field of Production.





CEORGE 8. HEDDENDORF
A.B., Rutgers Univ
Director, Oreusian of Production



MYRON H. CLARK B.S., Mass Inst Tech. Penduction.



FREDERICK R. WHITNEY
B.S. illervand Univ.
Conduction



HENRY C. LANGER
B.S., Ma.A.
Ladingitual Objanization



FREDERICK G. LINK
Harvard Crie.
Industrial Creamization



HARRY F. CARLSON M. issuelinseries Inst. Surgeonsission



WARREN L. GANONG
V.B., M.A.
Lime and Motion



I. THEODORE BAILIE
P.S., St. Lawrence Univ.
Labor Relation.



2 Kingman Road, South Orange, New Jersey Objective:

Ladies' Garment Manufacturing

Personal Data:

Age 25; single; height 5'7"; weight 148 lbs.

Graduated from Princeton University, where he majored in Politics and Economics, Barcley intends to enter the Ladies Garment Manufacturing business. Delegating his activities to the field of Industrial Management while at Babson, he has achieved a broad knowledge of the problems which confront the garment industry. An aggressive nature and an advertent attitude will afleviate the task he is to assume.

Richard Winthrop Barcley

Merritt B. Barker

119 Armory Street, New Haven, Connecticat Objective:

Sales

Personal Data:

Age 25; single; height 5' 11'; weight 470 lbs

Affiliated with the C. M. Beach Company for the past few years. Barker intends to enter the Production and Sales Divisions of the company. Before entering Babson he attended Wesleyan University at Middleton, Connecticut. Barker has demonstrated his ability in sales work here at the Institute, and has been active in the field of production and its related subjects. Interested in future sales developments, Barker will undoubtedly succeed in the field he has chosen



57 Tedesco Street, Marblehead, Massachusetts Objective;

Purchasing

Personal Data:

Age 26; single; height 5'7"; weight 111 lbs.

Graduated from Burdett Evening College, Biggs has specialized in Purchasing Problems while here at Bahson. He has acquired a genuine working knowledge of Purchasing Department procedures, having been manager for five years of the General Engineering Purchasing Department of the Sylvania Electric Products. Inc. He has instigated several new developments in his field and possesses those qualities which are characteristic of tomorrow's leaders.



Robert Goodhue Biggs

Egbert Stone Bowling



23 Wonson Street, Gloucester, Massachusetts Objective,

Publishing

Personal Data:

Age 28; married; height 5'9; weight 140 lbs.

After serving as a First Lieutenant and Personal Affairs Officer in the Army Air Force, Bowling is anxiously looking forward to entering the production end of the publishing field. Formerly associated with the Personal Book Shop, Inc., Boston, Mass., and Federated Textiles Inc., New York City, Bowling obtained a thorough practical background in production. Alert and with a flair for excentive matters, Bowling should find it easy to make his educational and practical experiences the background of his future success.



Meadowview, Paxinos, Pennsylvania Objective:

Sales

Personal Data:

Age 22; single; height 6'; weight 155 lbs.

While attending Villanova College, Bradley majored in Commerce and Finance, thus forming a background for his training in Production and Sales Management while here at Babson. Working in the production department of the Yoch Bakery Company, Shamokin, Pennsylvania, he was in first hand contact with all management problems. Armed with a determination to apply useful developments in the sales field to all phases of production and sales, Bradley has a fine future in store for himself.

William A. Bradley

Almon E. Cain

P. O. Box 150, Mesa, Arizona Objective: Production

Personal Data:

Age 23; single; height 5/11'; weight 175 lbs.

Cain finds be is most suited for the Production end of business. He has shown this in his past business experience and in his work here at Babson. Besides Babson. Cain also attended Hendrix Coilege and Arizona State College. His practical experience was obtained in connection with the Citrus Fruit growing business in Mesa. Arizona. Through his excellent training, Cain is well prepared to do his part in the business world of tomorrow.



27 Tomawanda Street, Dorehester, Massachusetts Objective:

Production

Personal Data:

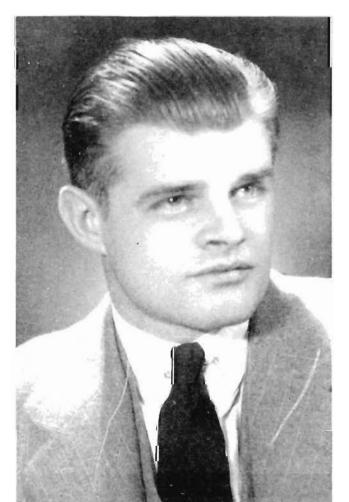
Age 23; single; height 5' 11'; weight 155 lbs.

Having received his A.B. Degree from Harvard University in 1945. Callahan entered Babson to obtain a specific outlook in the field of Production. He served with the Office of Strategic Services in the China, Burma, and India theatre of operations. Callahan has acquired some of his accounting and production experience with the Bethlehem Steel Company, Quincy, Mass. An ambitious student, with high scholastic standing, Callahan has demonstrated ability to excel in leadership.



Robert 9. Callahan

Philip W. Cashman



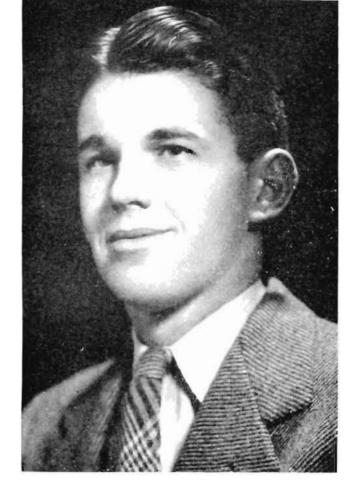
868 Hale Street, Beverly Larms, Massachassetts Objective:

Production

Personal Data:

Age 23; single; height 5' 1'; weight 112 lbs

Here at Babson Cashman has been engaged in the Production program. He previously attended the Choate School, New Haven, Coun., where he participated in many extra curricular activities. Well dressed and possessing a pleasing personality. Cashman should attain a degree of excellence in the field of business he has chosen.



91 North Main Street, Brockton, Mass Objective:

Manufacturing

Personal Data:

Age 26; married; height 6'0" weight 150 lbs.

Chase has had a great deal of experience in the air conditioning field. He came to Babson to further his education so that he might have a more solid foundation upon which to base his entry into this field. While in the Navy as a metalsmith, he gained a practical knowledge which will be of great value in the future. Chase is interested in the production and distribution phases of the air conditioning field.

Everett Warren Chase

James Russell Fay

301 Reed Street, Joliet, Illinois Objective:

Manufacturing

Personal Data:

Age 22; single; height 5'9"; weight 170 lbs.

Interested in manufacturing and distribution processes. Fay has completed his course here at Bahson to supplement his business training received at the Champion Machinery Co., Joliet, Illinois. He received a B.S. degree at Northwestern University, majoring in Mechanical Engineering. A member of the Sigma Chi Fraternity, he has proven himself a valuable aid to the sports program here at Bahson. Armed with an engineering and business training, he is fully capable of solving the problems he will encounter in his future work.



482 Washington Street, Wellesley, Massachusetts Objective:

Sales

Personal Data:

Age 27; single; height 6'1"; weight 210 lbs.

Holding a degree from Holy Cross College in Worcester, Massachusetts, Foote is furthering his education in the business world through his studies here at Babson. Before entering the service, he gained practical experience as a salesman for the U.S. Rubber Company. Interested in entering some phase of sales work, Foothas the attributes which make for success.



H. Edward Foote, Jr.

Harald Berle Priele



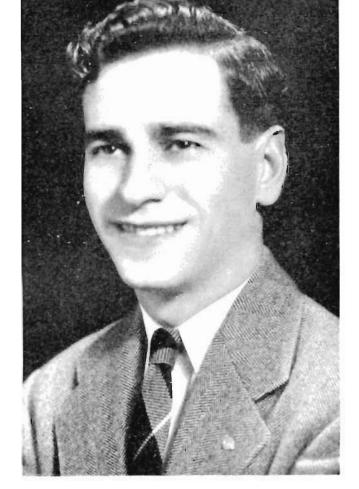
957–22nd Avenue, North, Scattle, Washington Objective:

Salmon Industry

Personal Data;

Age 25; married; height 6'; weight 170 lbs.

Friele intends to work for his father's concern, the Nakat Packing Corp. of Seattle, Washington, in developing the salmon industry of Alaska. Prior to coming to Babson, Friele had eight years experience working in salmon canneries in Alaska, plus over three years as a student at the University of Washington. Friele has an abundance of practical training and education upon which to fall back on when the time arises to make his bid in the salmon industry.



30 Pierce Street, South Portland, Maine Objective:

Production

Personal Data:

Age 24; single; height 5'6"; weight 130 lbs.

Gallupe is interested in the production end of business and has all the qualifications which his future employer may desire of him. During his one year course here at Babson, Gallupe has shown a definite interest in production and its related subjects. In addition to the practical training that he has had, Gallupe has also held the position of Material Coordinator for the New England Ship building Company. Here is a man who is definitely ready to enter the business world.

Donald Emery Gallupe

William H. Glover

1333 Lakewood Avenue, Lima, Ohio Objective:

Cigar Manufacturing

Personal Data:

Age 21; single; height 6'3"; weight 205 lbs.

After serving over three years in the Army as a body guard to the late President Roosevelt, a combat infantry-man in the South Pacific, and as a counter-intelligence operator in Japan, Glover is looking forward to entering the family business of eigar manufacturing. Having worked as a salesman for the D. W. G. Cigar Manufacturing Corp. and the A. S. Goodrich Wholesale Tobacco Co., he has the necessary practical experience for his future connections with the industry.



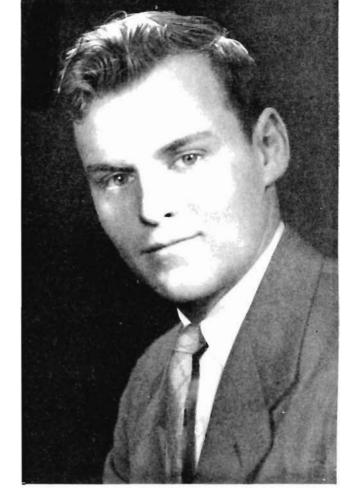
14 Sevinor Road Marblehead, Mass. Objective:

Sales

Personal Data:

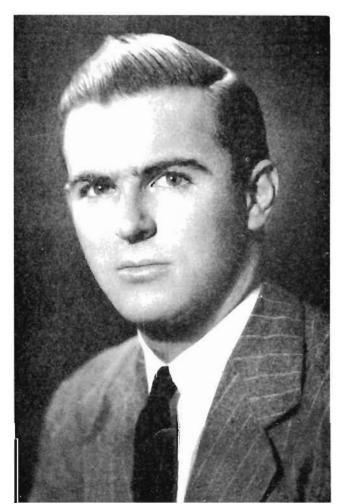
Age 21; single; height 5' 11'; weight 165 ibs.

Intending to enter some phase of sales work, Grindy attended Dartmouth College and Tufts College, where he received a degre, in Naval Science. At Babson his main interests have been sales and its related subjects. The son of an Episcopalian Minister, Grindy has the cultural and educational background necessary for success in his future work.



Donald R. Grindy

Robert Everett Hall



32 Pine Street, Wellesley Hills, Massachusetts Objective:

Production

Personal Dates:

Age 23; single; height 6'0"; weight 170 lbs.

Hall has specialized in his particular field. Sales and Finance, while attending Babson. He was a student at Colgate University and the University of North Carolina prior to entering the Navy. Included in his practical training has been selling experience with Westinghouse Electric of New Jersey. Hall has shown from past performances that he will fill the requirements of a leader in his field.



9 Clements Road, Waltham, Wass Objective:

Production

Personal Data:

Age 26; married; height 6'2'; weight 15 ths.

A graduate of Northeastern University, where he received a B.S. degree in Chemical Engineering, Haron is interested in entering some phase of production work in the scientific field. Having been a chemical operator for the Hooker Electrochemical Co. of Niagara Falls, N. Y., and a process engineer for the Curtis Wright Corp. of Buffalo, N. Y., Haron has all the necessary qualifications and experiences which will help make him a future success in his life's work.

Carl Irving Haron

Leon S. Herbert, Jr.

77 Rangham Road, Merion, Pa. Objective:

Production

Personal Data:

Age 23; single; height 5'7'; weight 110 lbs.

A definite interest in the production end of the assiery business has been shown by Herbert. Planning to go into his father's business, the Herbert Hosiery Mills. Inc., Herbert has the practical experience of working for his father for several years. An ambitious young man, he has plans of entering the restaurant field as a side line. A student at both Lehigh University and Boston University, Herbert has a useful and well-rounded education which will be valuable to him.



1209 Royce Avenue, Kalamazoo, Michigan Objective:

Production

Personal Data:

Age 34; single; height 5' 10"; weight 170 lbs.

Higbie has set the production end of the business world as his objective. Twelve years experience working for the Kalamazoo Vegetable Parchment Co, in the printing production department has definitely given him a vast knowledge in this field. Three and a half years in the Army in an administrative capacity have given him more experience in handling men. All this, together with his education at Sterling College, and here at Babson, serve to make him a well rounded future business executive.



Lloyd E. Higbie

Raymond Walter Hodge



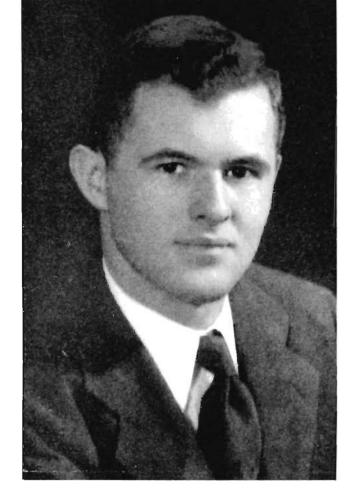
41 Pacific Street, Fitchburg, Massachusetts Objective;

Personnel Management

Personal Data:

As: 26; single; height 5' 14"; weight 160 lbs

After three and a half years in the Army where he was concerned mostly with Personnel work. Hodge is preparing to enter the field of Personnel Management. Having studied at Biarritz American University, Middle bury College and finally here at Babson, Hodge has applied himself diligently to all subjects which will help prepare him for his future work. Alert and ambitions, possessing a fine executive ability, Hodge should be a worthy find for any wide awake concern.



6543 South Laranne Avenue, Chicago, Illinois Objective.

Manufacturing

Personal Data:

Age 23; married; height 6'; weight 160 lbs.

Upon completing his course here at Babson, Hoof plans to enter his father's firm, the Hoof Products Corporation, doing manufacturing work where executive ability is required. Formerly a student at Northwestern University, Hoof has a well-rounded educational background which, together with his ambitions spirit, should make him a fine future executive.

Addison Coleman Hoof

Kenneth Wilder Jacobs, Jr.

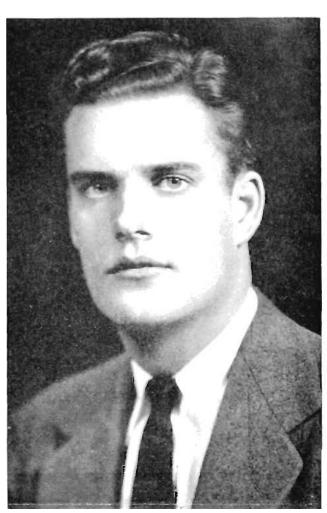
2805 East Menlo Blyd., Milwankee, Wisconsin Objective:

Manufacturing

Personal Data;

Age 24; single; height 6' 1"; weight 170 lbs,

In his sincere, determined and ambitious nature, Jacobs shows the markings of a fellow who is destined to become one of the better men in the cooperage industry. He attended the University of Wisconsin School of Business Administration, where he was very much interested in manufacturing and selling. He leaves Babson well prepared for business activities.



Cabin Hill, Greensburg, Pennsylvania

Objective:

Production

Personal Data:

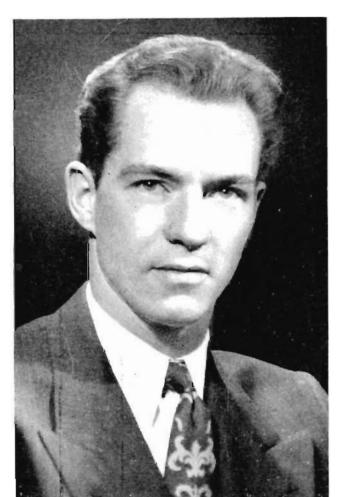
Age 24; single; height 6' 1"; weight 185 lbs.

Upon completion of his course here at Babson, Jamison plans to enter some phase of sales work in the coal industry. Experience working for his father's coal company has given him a basic knowledge of the industry. Three years in the parachute troops as a First Lieutenaut has given him valuable experience in handling men. The executive type and easy to get along with, Jamison is a fine prospect for any wide awake employer.



Henry Spang Jamison

Daniel Clark Kingston



785 Richmond Avenue, Bullalo, New York

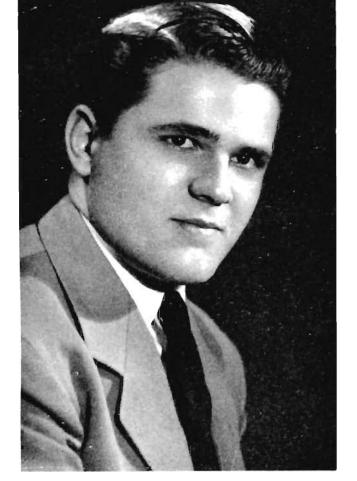
Objective:

Sales

Personal Data:

Age 24; married; height 6'3"; weight 175 lbs.

Intent on entering some type of sales work, possibly with his father's company. The Maritime Milling Company of Buffalo, New York, Kingston has definite sales ability which will enable him to make a success in his chosen field. Prior to coming to Babson, he attended Dartmouth College and the University of Buffalo, where he received the basic knowledge necessary in his future profession.



165 Plympton Street, Waltham, Mass.

Objective:

Production

Personal Data:

Age 22; married; height 5' 10"; weight 190 lbs.

Production and Manufacturing is the field LaRosce plans to enter upon completing the year course here at Babson. He has already obtained some experience in the production field with a New England Tool Manufacturing Company. LaRosec has attended George Washington University and Army service schools directed by the Office of Strategic Services in which he served for three years in France, Italy, and China. In Business these qualities, plus his studies here at Babson, will make LaRosce a valuable man.

James R. LaRosee. Jr,

James B. Lindley

1111 Spencer Avenue, Marion, Indiana

Objective:

Sales Production

Personal Data:

Age 26; single; height 5'(11'); weight 150 lbs.

After leaving Babson, Lindley plans to work for the Morris Paper Mills in Chicago, Illinois, in order to gain practical experience and knowledge before entering his father's firm, the Lindley Box and Paper Company of Marion, Indiana. Here at Babson he has been mainly interested in sales and production, so that he may have all the necessary knowledge available when the time comes for him to make his bid in the business world.



108 New Litchfield Street, Torrington, Conn.

Objective:

Personnel Management

Personal Data:

Age 26; single; height 6'0"; weight 190 lbs

A former student at Tilton Junior College, Lyman entered Babson to further his interests and broaden his knowledge of Personnel Management. He was previously employed by the American Brass Company in the Production Department. While here at the Institute, the Babson Desk Blotter, Advertising Manager of the Newspaper and the Babson Ski Club consumed a good deal of his time. A loss to the Institute but a gain to his field. Lyman should make long strides to success.



Norman Clinton Lyman

Willard P. Mann



7 Overhill Road, Natick, Massachusetts

Objective:

Production

Personal Data:

Ag: 28; single; height 5'8"; weight 140 lbs.

Graduating from Tufts College with a B.S. degree in Chemical Engineering, Mann has already acquired considerable experience in Industrial Management methods with the Jones and Laughlin Steel Corporation as a billet inspector and the Westinghouse Fleetric Corporation as a Laboratory Technician. Amiable, ambitious, and cooperative, Mann already possesses considerable skill in evaluating various problems of Industrial Management.



115 First Avenue, Gloversville, N.A.

Objective:

Production

Personal Data:

Age 27; married; height 5'8'; weight 175 lbs.

Interested in entering some phase of manufacturing. Mason has had experience working for the Wood & Hyde Co., and the Terry Turbine Corp. He holds a B.S. degree in Chemistry from Norwich University, and also attended Worcester Polytechnic Institute. A member of two fraternities, and well travelled, Mason has a fine cultural background. Possessing execuitive ability and a well rounded, pleasing personality, Mason should have no trouble attaining success in his business activities.

Joseph Montague Mason

Lt. Col. Austin A. Miller, 2.M.C., U. S. Army

Huntingburg, Indiana

Objective:

Procurement, U.S. Army

Personal Data:

Age 40: married; height 5'41'; weight 159 lbs

Col. Miller was a man who in the army was noted for his excellent qualities as a leader of men. After graduation from the United States Military Academy at West Point, he served with the Army in many countries both before and during the war. After the war, prior to entering Babson, he was Director of the Quartermaster Depot in Boston, Section of Supply. While here at Babson, he was interested in procurement and distribution.



915 Cambridge Drive, Grand Rapids, Michigan

Objective:

Production

Personal Data:

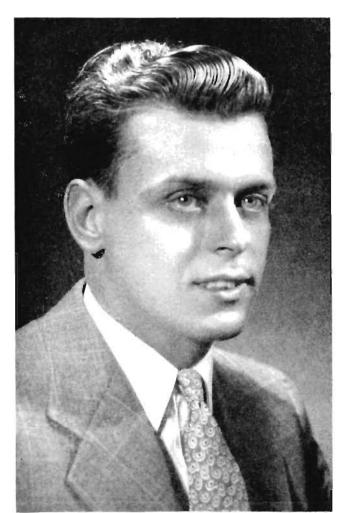
Age 25; single; height 6' 1"; weight 165 lbs.

Orr arrived from Grand Rapids, bringing with him a Michigan University training in Business Administration. Orr has acquired a great deal of knowledge thru association with his family's firm, the Edgar S. Kiefer Tanning Co. During the war he served in the U.S. Army as a 1st Lieutenant in the Panama Canal Department. Success should be his because of a natural ability and a willinguess to persevere.



Edgar Kiefer Orr

Edward Simon Piragas



55 Houghton Street, Worcester, Massachusetts

Objective:

Production

Personal Data:

Age 25; single: height 5' 10"; weight 155 lbs.

Piragas is interested in Production and Personnel work. While here at Babson he has been particularly active in the studies pertaining to those fields. During the war he was a Master Sergeant in the General Command Offices of the European Theater of Operations. Piragas is a graduate of the New England School of Accounting. With his picasing personality aiding him, Piragas enters the business world well prepared.



35 Shaw Road, Chestunt Hill, Mass.

Objective:

Production

Personal Data;

Age 22; single; height 5' 101 6"; weight 165 lbs.

Intent on stepping into an executive position with the Quinzani Brothers Bakery, Inc., here in Boston, Quinzani has a veritable lifetime of experience behind him as all his free moments have been spent working in the family business. Interested mainly in the production and sales end of the bakery business, he should find no trouble in adapting himself to the particular problems at hand. A business man in every sense of the word, Quinzani should have no trouble in achieving success.

Arthur E. Quinzani

Jay R. Resch

3725 Glenhurst Avenue, St. Louis Park, Minneapolis, Minn.

Objective.

Market Research

Personal Data:

Age 28; married; height 5' 10"; weight 155 lbs.

Resch was a student at Ohio State for three years in engineering pursuits. From there he entered the AAF where he served as a weather forecaster. Jobs in the advertising, manufacturing and merehandising fields have given him a practical background. Resch is intensely interested in market research in the automotive industry. Resch's formula for success is ambition and industry, coupled with a sense of humor.



46 Orchard Street, Belmont, Massachusetts

Objective:

Flour Industry

Personal Data:

Age 25; single; height 5'7"; weight 460 lbs.

Sands received his degree from Bowdoin College, where besides majoring in Economies he was a very active member of both the football and hockey teams. During summer vacations he has been associated with the Sands, Taylor and Wood Co., where he gained practical knowledge in his future field of endeavor. In his scholastic achievements here at the Institute he has proven his desire to forge ahead.



Donald Phipps Sands, Jr.

George H. Siems, Jr.



LaGrange Avenue, Mount Hope, West Virginia

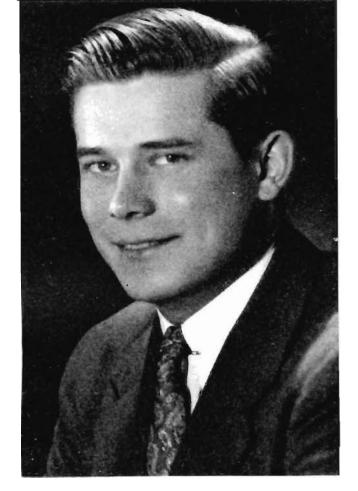
Objective.

Construction

Personal Data.

Age 25; single, height $5'(11) \circ ''$, weight 490 fbs.

Siems' background leaves little doubt of his success. Working for the George II. Siems Company in highway construction work, he also attended West Virginia University, graduating with a B.S. in Civil Engineering. Siems has lived in West Virginia, where he gained practical experience in engineering work. He now intends to approach this field from a business point of view with his father's company. As a good mixer with a pleasing personality, he is destined to be an able executive in the Production field.



1 Wyomissing Blyd., Wyomissing, Penna,

Objective:

Advertising and Sales

Personal Data:

Age 25; single; height 6' 1"; weight 228 lbs.

Schmidt plans as his objective the fields of Advertising and Sales. He is an alumnus of Franklin and Marshall Academy. For practical training, Schmidt completed company sales course training for the Fuhrman and Schmidt Co. Schmidt as a member of the Marine Corps served as a Second Lieutenant, using his ability in contact work with the Quartermaster Corps. With this background and training gained here at Babson, Schmidt enters business a very valuable man.

John Oliver Schmidt, Jr.

Richard Wayne Shriner

9 Pierce Road, Wellesley Hills, Massachusetts

Objective:

Manufacturing

Personal Data:

Age 24; single; height 5' 7"; weight 145 lbs.

Shriner was a Beta Theta Pi at Williams College before he entered the Army Air Corps. Prior to Williams College he worked for the French, Shriner & Urner Shoc Company, where he gained valuable practical experience which will be of use to him in the business world of the future. During his course here at Babson he showed a definite interest in finance and law. Shriner is a pleasant and sincere fellow who should have no trouble realizing his ambitions.



528 Main Street, Portage, Pa.

Objective:

Automobile Dealer

Personal Data:

Age 22: single: 5'9"; weight 145 lbs.

Having been associated with the problems confronting the automobile dealer for a good part of his life, due to the fact that his father is a large Chevrolet distributor. Stager is eagerly anticipating putting his newly gained ideas into practice when he joins the family firm. A former student at the General Motors Institute of Industrial Engineering he has learned the technical knowledge that will help make him successful in his future vocation.



Neal P. Stager

James Patterson Sterrett



600 Washington Avenue, Mifflintown, Pa.

Objective:

Personnel Administration

Personal Data:

Age 26; single; height 5' 10"; weight 155 lbs.

Sterrett is striving for a position in the Personnel Administration end of the Synthetic Textile industry. In preparation of his future ambitions, Sterrett attended Gettysburg College, where he majored in Economies. Serving as Master Sergeant in the Air Corps, he had valuable experience in handling men. Considerate of others and with a sense of determination. Sterrett he all the attributes that go for future success.



1006 Spring Street, Elgin, Illinois

Objective:

Production

Personal Data:

Age 22; single; height 5' 10'; weight 165 lbs.

Stevens has chosen his field of future endeavor as that of Production. He has excellent preparation through his connection with the Elgin Manufacturing Company and also his engineering work in the U.S. Merchant Marine. While here at Babson, Stevens has shown him self to be the executive type, aided by alertness and a pleasing personality. On his entry into business, he will find Babson training to be of great help.

Albert Radcliff Stevens

John E. Swan

1538 Holderby Road, Huntington, West Virginia

Objective:

Personnel and Sales

Personal Data:

Age 28; single; height 5'11; weight 180 lbs.

Swan has picked Personnel and Sales as the line for which he feels he is most suited. Swan attended Marshali College and there received special training as a metal lurgist while with the International Nickel Company where he excelled in research work. Swan served four years with the Air Force Ordnance Department wiffithe rank of Captain. From these experiences, Swan is a valuable man for industry.



83 Norfolk Avenue, West Medway, Massachusetts

Objective

Production

Personal Data:

Age 24; married; height 6'0"; weight 180 lbs.

After leaving the Army Air Force, Thomas entered Babson, where he majored in sales management and production. He has had practical experience in the retail field, where he gained a vast amount of knowledge about the commercial world. Thomas is a fellow who is well prepared to take his place in the business world. Alert and ambitions, he has the qualities that make for success



E. W. Thomas

William Bagnall Timms, Jr.



Gulf Farias, Elyria, Ohio, Box 440.

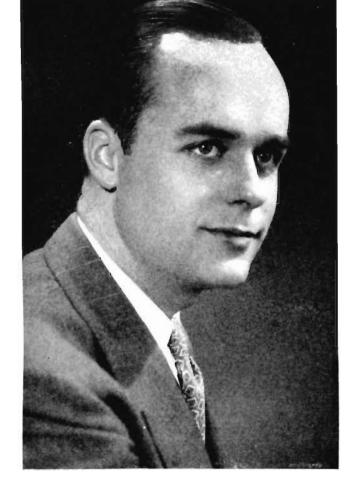
Objective:

Manufacturing

Personal Data:

Age 23; single: 6' 1' ."; weight 185 lbs.

Timus entered Babson to finish his education in business administration so that he could enter the Timus Spring Company with a well-rounded knowledge of the business world of today. He is an ambitious fellow with a pleasing personality and a well-developed sense of humor. While at Babson he was much interested in production and investments. Timus attended Columbia University and Chishire Academy, where he received a basic knowledge in business fundamentals.



5822 North Shore Drive, Milwaukee, Wisconsin

Objective:

Industrial Relations

Personal Data:

Age 21; married; height 5'11'; weight 155 lbs.

An educational background received from attending the School of Business Administration at Lake Forest College plus the knowledge he has assimilated while at Babson will enable him to start his business career with confidence. Experience in Industrial Relations gained from his association with the Cleaver Brooks Company and the Bucyrus-Erie Company give him a firm practical background. A combination of these resources will prove of value to him in the future.

Daniel H. Wagner

Alden Weston

120 Central Street, Hingham, Massachusetts

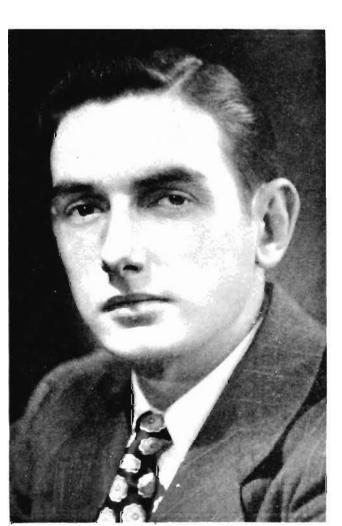
Objective:

Production

Personal Data:

 $\mathrm{Age}(22)$

Associated with his father's company, Bradford Weston, Inc., Contractors, Weston intends to go into business for himself manufacturing concrete products. He served in the Army Air Corps during the war as a navigator. Weston's principal characteristics are alertness and ambition, as well as sense of humor and executive ability which will help make him a success.



Main Street, Larmington, Connecticut

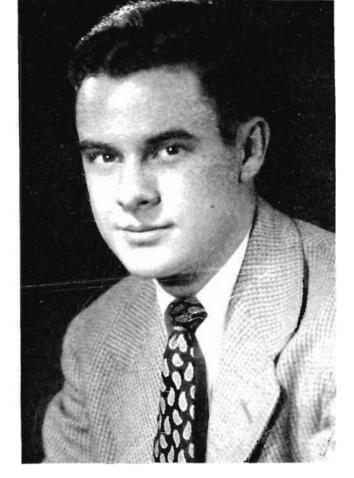
Objective.

Production

Personal Data:

Age 23; single, height 5'41'; weight 150 lbs.

Planning to enter either the sales or production department of his brother's business, the Williams Products Co., producers of industrial machinery, Williams has had experience working for Consolidated Vultee Aircraft Corp. and the Russell Mfg. Co., his father's firm in Middletown, Connecticut. He majored in physics at Trinity College, and at Babson he has been primarily interested in sales and production. Well qualified for his future position in the industrial world, Williams should have no trouble getting started.



John Minors Williams

Henry Woodworth Willson



28 Walnut Street, Holden, Massachusetts

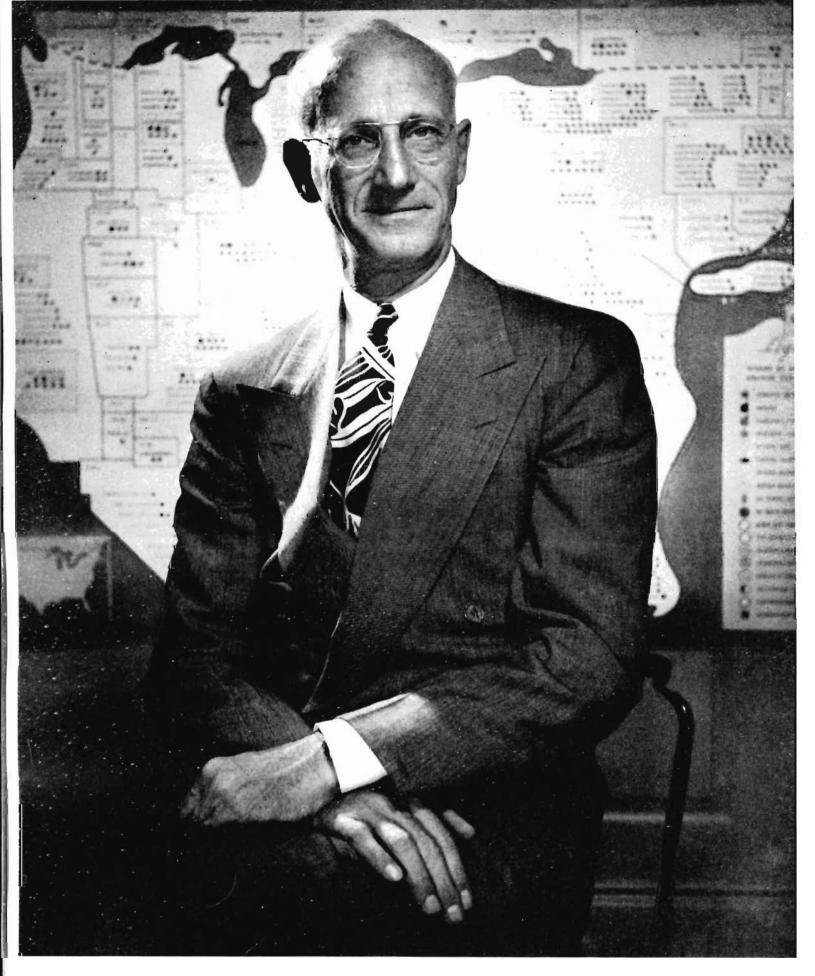
Objective:

Transportation.

Personal Data.

Age 25; single; height 6' 1"; weight 185 lbs

Having held jobs with the Strathmore Paper Company of Woronoco, Massachusetts, the Heald Machine Company, and Telecron, Inc., both of Worcester, Massachusetts, Willson has had a good deal of practical basiness experience. Here at Babson his field of interest has been sales, accounting and finance. A likable chap with a sense of determination, Willson should find ample opportunities for future success in his chosen line.



CLARENCE FRANCIS

CHAIRMAN OF THE BOARD GENERAL FOODS CORPORATION

GENERAL FOODS CORPORATION COSTUM BUILDING, 250 PARK AVENUE NEW YORK IT. NY

To the Graduating Class of the Babson Institute:

SLADENCE FRAN

Please accept my warmest congratulations on your successful or the world of industry. Your training will preparation for the world of industry. Your successful and materially to the great contribution you will make to preparation for the world of industry. Your training will human betterment. Breat contribution you will make to human betterment.

People today can enter business with a new awareness of their work marely to meet sheads or their People today can enter business with a new awareness of their money. We no longer work nevely to meet aheadwor make the creation of lobs. human satisfactions. and social values. money. We have learned that *rue success in business means the creation of jobs, human satisfactions, and social values. fields as it is of those in the distributive and service in manufacture and service. This is just as true of those in the distributive and serviculture. The "value added" to goods by transportation and physical processing.

Since I began work in 1906, the number of persons engaged in sales and distribution has risen from three and a half Since I began work in 1906, the number of persons engaged and distribution has risen from three and a half an increase of exactly 100 sales and distribution has risen from three and a hair million to seven million — an increase of exactly 100 per cent. I am confident that it will rise even more sharoly cent. I am confident that it will rise even more sharply in the next decade.

How that you will serve well in raising the living standards to the whole world besides. Again my heartiest congratulations.

4国東田田田田



BERTRAND R CANFIELD University or Katisas



PAUL C. STÄAKE **N.B. M. x** Director, Director of Distribution Siles Management, Macketina



JOHN L. RACINE B.S. M.E.A. Mary tum, Sucamunship



WILLIAM R. WINSOR Ph.B., Brown University Marketing



EARL K. BOWEN B.S., MA Statisti.



WILLIAM H. BLOUGH $\Delta(B_1,B_2D_1,\Delta_2M)$ Charlesn Psychology



HAROLD B. BUSE $\mathrm{B}_{s}\mathrm{S}_{s}\mathrm{A}\mathrm{A}\mathrm{F}_{s}\mathrm{A}\mathrm{A}\mathrm{F}_{s}$ Business Land



JOHN D. MONTCOMERY H.A., M.A Finalish



28 College Avenue, Arlington 74, Mass

Objective:

Production

Personal Data:

Age 27; married; height 5'7"; weight 160 lbs.

Admian intends entering the Personnel Management or Production fields. He has obtained the necessary background and training through his business experience and education. Holding an A.B. degree from Boston University in Government, Adamian has worked as manager for the Adam Coal and Wood Company. His preparation in the year course here at Babson, added to his past training, will make Adamian invaluable in his field of endeavor.

John J. Adamian

Bertram J. L. Ainsworth

Old Post Road, Fairfield, Conn.

Objective:

Aviation

Personal Data:

Age 28; single; height 5'9"; weight 150 lbs.

Ainsworth is interested in the export and foreign angles of aviation. Experience working for General Motors. Inc., Pratt and Whitney Aircraft Corp. and the Chance Vought Aircraft Corp. have given him a working knowledge of the problems and developments connected with the industry. With such a practical background and a general familiarity with business conditions gained while here at Babson, Ainsworth is ready to make his bid for success in his future field.



415 South Fifth Avenue, West Reading, Pa.

Objective:

Coal Industry

Personal Data:

Age 23; single; height 5' 11"; weight 175 lbs.

After graduating from Franklin and Marshall Academy, Ammon entered the Army, where he served as a Captain in the Air Corps in the China Theater of Operations. He is very interested in the selling and financial problem confronting the Coal Industry. Connected with the Imperial Coal Corp., he has acquired practical training which will be of use to him in his future work.



Robert Custer Ammon

William S. Armstrong



50 Abudun Street, Newton, Massachusetts

Objective:

Sales

Personal Data:

Age 27; single; height 6'; weight 155 lbs.

Armstrong is interested in the financial and selling stages of personal insurance. He has been employed by the John Hancock Insurance Company, The American Policy Holders Insurance Company, and the Mussachu setts Indemnity Insurance Company. With such a varied and vivid background to his credit, combined with his sales personality and aggressive determination, Armstrong will secure the utmost respect of his prospective employer.



201 East Elm Street, Flagstaff, Arizona

Objective:

Distribution

Personal Data:

Age 22; single; height 5' 11"; weight 165 lbs.

Babbitt attended the University of Santa Clara in California before coming to Babson. He worked for the Babbitt Brothers Trading Company in Flagstaff, where he gained much practical business experience. In his work here at Babson and in his work in industry, he has shown executive ability. While at Babson he has shown a great desire and interest to be associated with the distribution end of the commercial world.

James D. Babbitt

Lincoln Cooper Bailey

12 Woodside Avenue, Brockton, Massachuset's

Objective:

Sales and Advertising

Personal Data:

Age 23; single; height 6'; weight 175 lbs

Bailey has exerted considerable effort here at Babson by undertaking an exhaustive study of Business Administration. Experience obtained in this respect while at the University of Vermont has served as a background for his course here. Interested in Advertising and Sales Promotion he is endowed with all the elements necessary for successful completion of his goal. A sense of alertness and a spirit of perseverance should carry him along on the road to success.



Archway Ocean Villas, 686) Collins Avenue, Miami Beach, Fla.

Objective:

Sales

Personal Data:

Age 22; single; height 5' 10"; weight 190 lbs.

Armed with a determination to become a successful sales executive, Baumgardner has specialized in sales management courses during his training career. He has attended the Asheville School, N. C. and the Milford School at Milford, Connecticut, prior to entering Babson. Outstanding in his ability and sales personality he has acquired a knack of spotting, organizing, and solving sales management problems. Alert and ambitious to discover new and better ways, he will prove himself a leader of tomorrow's sales executives.



Marvin Dodge Baumgardner

Richard Lowell Biggs



57 Tedesco Street, Marblehead, Massachusetts

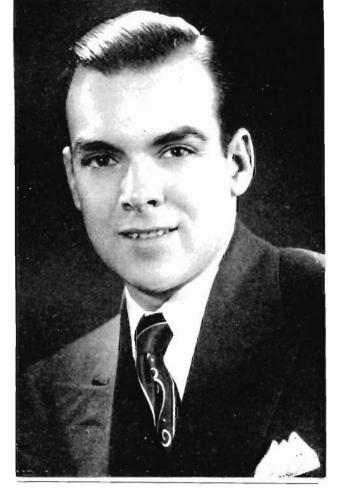
Objective:

Sales

Personal Data:

Age 21; single; height 5' 7"; weight 120 lbs.

Before entering Babson, Biggs attended Boston University, where he majored in English and Office Management. Interested in sales management procedures, he has applied himself to related problems while in the employ of the Sylvania Electric Products, Inc., Ipswich, Massachusetts, and the Canadian Pacific Railway Company in Boston. Well rounded, ambitions and possessing a pleasing personality. Biggs offers more than a conventional sales executive's position will demand.



3821 Colgate Avenue, Dallas, Texas

Objective:

Sales Promotion

Personal Data:

Age 24; married; height 5'8"; weight 150 lbs.

An enterprising young man from Dallas is Bradford. Interested in the private plane field and impressed by its possibilities. Bradford is directing his ambitions to ward a sales promotion position in this industry. Rollins College, extensive travel and various positions in business have equipped him with the proper background and in centive. Athletic Chairman, Religious Chairman and a member of the Student Council while at Babson, his capacity for work should bring him rapidly to the paneled office.

Hugh Bradford

H. Harry Bresky

52 Hammondswood Rd., Chestnut Hill, Mass,

Objective:

Flour Willing

Personal Data;

Age 22: single: height 5' 1017"; weight 165 lbs.

With five years of The Choate School and one year each of Yale and Babson Institute behind him, together with his experience working for the Rodney Manufacturing Co. of Kansas City, Mo., as a chemist, Bresky is ready and looking forward to going into the production and selling end of the milling and baking industry. He should easily qualify for a good position in one of the large bakery or milling concerns of this area.



5 Lathrop Avenue, Westfield, Massachusetts

Objective:

Distribution

Personal Data:

Age 24; single; height 6'2"; weight 165 lbs.

Traveling extensively in NovaScotia, the West Indies, Panama and throughout the United States, Bridgman is associated with distribution and its related fields. Employed by the Firetox System, Inc. of West Hartford, Connecticut, he became familiar with sales management policies and systems. Concentrating on a course in sales and advertising procedures here at Babson, Bridgman has proven his talent in getting results.



Edward Fowler Bridgman

John McCall Browne



94 Kemper Street, Wollaston, Mass

Objective:

Sales

Personal Data:

Age 25; single; height 6'; weight 185 lbs.

Browne is interested in the field of sales and distribution. A graduate of one year course here at Babson, he also attended Massachusetts State College for two years and is a member of the SAE fraternity. He reectived training in the Navy, where he held the rank of Lieutenant. Browne also has practical training in the field of aviation. With his well-rounded personality and fine sense of humor, he will be of great value in the sales end of business.



144 Chestnut Street, Logan, West Virginia

Objective:

Sales

Personal Data:

Age 29; married; height 5'7"; weight 130 lbs.

After having served over five years in the Army in all theatres of operations. Browning is anxiously looking forward to entering the sales and advertising field of business. His experience, received while working for the East Coast Seafood Co. as a salesman, serves to give him the necessary practical experience for entering his chosen field of endeavor. An alert and ambitious young man with a pleasing personality, Browning has the ability to go far in the business world.

Edmund Hugh Browning, Jr.

John A. Byrne

417 Centre Street, Newton, Mass.

Objective:

Sales

Personal Data:

Age 28; single; height 5' 10 g"; weight 178 lbs.

Intending to go into the sales promotion field upon graduation. Byrne has the necessary practical training and education which will enable him to be a success. Byrne has worked for H. P. Hood and Co. of Cambridge, Mass, as retail manager before entering the service. Having held that position for a number of years he learned much about retail food sales. His background, together with his determination to get ahead, all go to make up a very promising future business man.



131 South 39th Street, Omaha, Nebraska

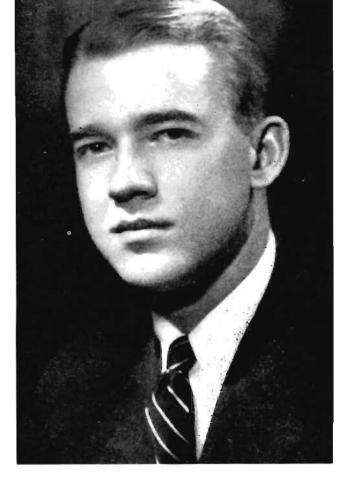
Objective:

Sales Management

Personal Data:

Age 24; single, height 6'; weight 175 lbs.

Specializing in Sales Management and Distribution policies while attending Babson, Caldwell has carried on this trend from Cornell University. While at Cornell he was active in the Chi Psi Fraternity and became a member of the honorary society of Kappa Beta Phi. Demonstrating outstanding ability in all business activities and previously employed by the Bozell & Jacobs, Inc., of Omaha, he has secured all the potentials necessary for a successful career.



Andrew Ellison Caldwell

William Baily Campbell



4110 Poplar Avenue, Memphis, Tennessee

Objective:

Advertising

Personal Data.

Age 26; married; height 5'8"; weight 145 lbs.

Campbell has had a great deal of practical experience in the business world. He was a supervisor for the E. I. DuPont de Nemours Company for a number of years and also did quite a bit of advertising work before entering Babson. While here, he became interested in the distribution process of advertising, which is his future work. Campbell has won a number of prizes in advertising poster work and a scholarship in fine arts and design.



39 Laurel Street, Newport, New Hampshire

Objective:

Foreign Trade

Personal Data:

Single; height 5'9"; weight 155 lbs.

In Japan, New Guinea and the Philippines Carr had a chance to observe his future field of interest, foreign trade. Serving with the Engineers in administrative work, he has compiled facts and data which will determine the course he will follow in his future work. Majoring in Business Administration at the University of New Hampshire. Carr has received more than a necessary share of training to attain success.

John L. Carr

Howard Proctor Chandler

57 Metacomet Road, Waban, Massachusetts

Objective:

Distribution

Personal Data:

Age 24; single; height 6'0"; weight 146 lbs.

Chandler has received a thorough training in sales work both here at Babson and while employed by the Packard Mills Inc., of Caryville, Mass. Chandler studied at the Greenough School, Dedham, Mass, and the University of Maine. With a Sales Management position as his objective, Chandler's real ability will place him near the top.



184 Plymouth Street, Fitchburg, Massachusetts

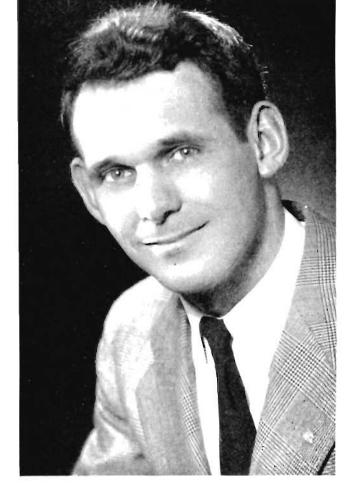
Objective:

Sales

Personal Data:

Age 24: married; height 5'9"; weight 145 lbs.

While here at Babson and in the past Collette has shown special interest in Salesmanship and Sales Management. He received training in the Navy and at the University of Honolulu. During his year course here at Babson, Collette has shown a strong enthusiasm for his work. He represents his class on the Student Council, showing even further his natural trends toward getting along with people. Collette is a man with ability and will do well in the sales field.



Richard Oliver Collette

Rupert D. Conroy



170 Belmont Street, Malden, Mass.

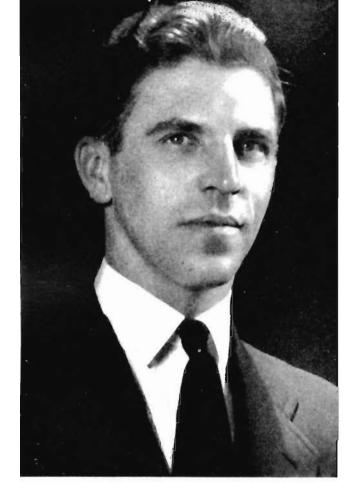
Objective:

Personnel

Personal Data:

Age 28; married; height 5' 10"; weight 170 lbs.

Desiring to enter personnel work, Conroy has a great deal of practical experience with which to equip himself for the task at hand. Two years of practical experience in the production department of the Boston Woven Hose and Rubber Co., together with his four years in the Army as a Personnel Officer, serve to give him a good back ground for his chosen field. With his ability to get along with people, Conroy should go far in the business world.



60 Prescott Street, Readville, Mass. Objective:

Sales Management

Personal Data:

Age 26; single; height 5'9"; weight 160 lbs.

With four years of experience in his father's business behind him, as assistant manager of Motor Transportation and Warehousing here in Boston, Cox has the necessary practical background that will mean much in his chosen field of management. Courses in management at Boston University, together with his studies at Babson, serve to give him the right educational background for his life's work. All this training, together with a sense of humor and determination, should make him a promising future executive.

Edward Joseph Cox, Jr.

Cleveland Benedict Crudgington

"Becchland", P.O. Box 13, Cincinnati, Ohio

Objective:

Sales Promotion

Personal Data:

Age 24; single; height 6' 3"; weight 480 lbs.

Before Crudgington came to Babson he was well trained in business work. When he was young, he traveled extensively in foreign countries where he picked up a well rounded education. After that he was vice president of the Anderson Aircraft Inc., where he continued his formal training on a practical scale. While at Babson, he was elected to the presidency of the Student Council. Crudgington is entering the field of distribution and production; and should make his mark in them.



29 Washburn Avenue, Newton, Mass.

Objective:

Sales

Personal Data

Age 23; married; height $5'(10)^{1/2}''$; weight 145 lbs.

Interested in going into the sales field, Daniel has both educational and practical experience behind him. He has attended William & Mary College, Omaha University and Syracuse University, which serves to give him a well-rounded education. As a top executive of the War Assets Administration in Omaha, Nebraska, Daniel acquired the practical experience necessary in handling men. Easy to get along with and possessing executive ability, Daniel should go far in the business world.



Robert Joseph Daniel

Edward K. Dennis, Jr.



6342 North Bell Avenue, Chicago, Illinois

Objective:

Sales Administration

Personal Data:

Age 24; single; height 6'(1''); weight 190 lbs.

After working for the E. K. Dennis Shoc Company and spending two years in the Army, Dennis attended the North Park Junior College in Chicago, where he majored in Business Administration. When he came to Babson, he was very much interested in sales and sales administration. Dennis has a pleasing personality which will go a long way towards helping him to become a success in the commercial world of the future



74 Bright Road, Belmont, Mass.

Objective:

Advertising

Personal Data:

Age 26; single; height 5' 7"; weight 160 lbs.

A graduate of Holy Cross University, Dooley also attended Boston University and Northeastern University before coming to Babson. Thus, he has a well rounded educational background which will be of great value to him when he enters his chosen field of advertising. Here at Babson his main interests have been in sales, advertising and related fields. A possessor of a well rounded, pleasing personality. Dooley should have no trouble getting started in his work.

George Thomas Dooley, Jr.

Stanley Eilenberg

34 Cotton Street, Newton, Mass.

Objective.

Theatre Operation

Personal Data:

Age 23; single; height 6'; weight 160 lbs.

Having served three years in the Army Air Corps as an Aerial Photographer, Eilenberg has received some valuable training which will serve as fine background material for his future work in theatre operation. A graduate of Tilton Junior College with an Associate of Arts Degree, he has the necessary educational requirements that help make a man successful. Here at Babson Eilenberg has had the opportunity to study methods of business operation. A sincere and ambitions fellow, Eilenberg should go far.



2212 Harrison Street, Amarillo, Texas

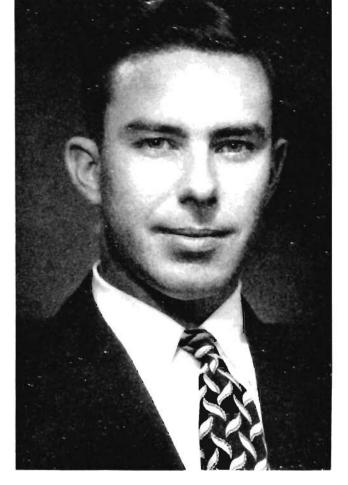
Objective:

Newspaper Advertising

Personal Data:

Age 27; married; height 5' 912"; weight 175 lbs.

Equipped with a B.B.A. degree from the University of Texas, Glenn has a fine educational background. This, together with working for the Globe-News Publishing Co., of Amarillo, will stand him in good stead when he enters the advertising end of the newspaper business. While in the U.S. Navy, Glenn perforce did a great deal of travelling, which should be of some use to him in his future profession.



Robert Benjamin Glenn

John E. Gorman



6520 North Talman Avenue, Chicago, Illinois

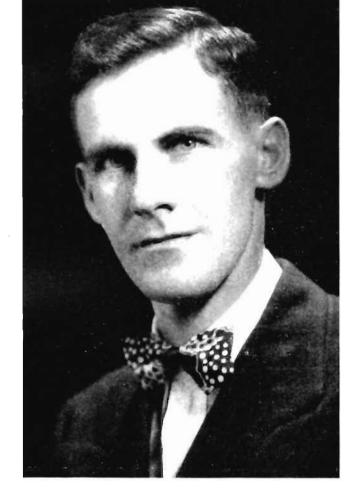
Objective:

Sales and Advertising

Personal Data:

Age 26; single; height 5' 11"; weight 170 lbs.

Gorman has shown particular aptitude both in his academic work and in practical training while working for the Mutual Life Insurance Co. and the International Business Machine Co. Before entering Babson, he at tended Northwestern University Business School. During his stay at Babson he was a member of the Alpha Delta Sigma Advertising Fraternity, the Babsonian Staff and the Student Council. Gorman is an ambitious man and shows fine qualities which will aid him in his life's work,



202 Washington Street, Gloneester, Massachusett,

Objective

Secretarial Executive

Personal Data:

Age 26; single; height 5' 10'; weight 135 lbs.

Grant had a general business background before coming to Babson. He attended Brown University and Wentworth Institute, where he did well in all subjects. Serving over three years in the Navy, he did a great deal of traveling while earrying out his duties of yeoman. Grant, a very determined and ambitions fellow, applied himself diligently to his studies while here at Babson.

Allen Frederick Grant, Jr.

Roger Allen Graver

2145 W. Livingston Street, Allentown, Pa.

Objective:

Sales

Personal Data:

Age 22; married; height 5' 11"; weight 160 lbs.

Graver intends making the carbonated beverages in dustry his life's work. Interested primarily in the Sales and Advertising aspects of this business, Graver should go far. His practical experience includes working for the Pepsi-Cola Company of Allentown, Pa. A pre war Babson student, Graver is finishing up his education after serving three years in the U.S. Navy. As Vice-President of the Alpha Delta Sigma, Graver had the opportunity of learning more about the advertising business and establishing valuable future contacts.



66 Greenaeres Avenue, Scarsdale, N.Y.

Objective:

Sales

Personal Data:

Age 23; single; height 6'6"; weight 230 lbs.

After serving over four years in the U.S. Army as an aircraft maintenance expert, mostly in the Pacific, Greene is looking forward to entering the field of selling. As a student at Nichols College in Worcester, Mass, and here at Babson, Greene has acquired a vast amount of necessary education along this line. A fine appearing, determined young man with a sense of humor, Greene should go far in his chosen field.



William M. Greene, Jr.

Lester C. Gustin



Winelester Arms, Winehester, Mass.

Objective:

Sales

Personal Data:

Age 30; married; height 5' 11"; weight 215 lbs.

Interested in the engineering and sales departments of the steel industry, Gustin has a plethora of practical and educational experiences behind him. Four years with Lever Brothers in the sales and advertising departments and two years as President of the Unilite Corp., a plastics concern, serve to give Gustin an excellent business background. In the realm of scholastics Gustin studied Law at Northeastern University and engineering at Lowell Institute. Here certainly is a man well fitted for his chosen field.



176 Columbian Street, So. Weymouth, Mass.

Objective:

Sales

Personal Data:

Age 21; single; height 5'9"; weight 150 lbs.

After serving three and a half years in the Coast Guard, Halloran looks forward with anticipation to entering some phase of sales work. Experience working for the Century Paper Company of Boston, has given him the necessary practical background for his future work. An ambitious young man with a fine sense of humor, Halloran should have no trouble in finding his rightful place in the business world.

Richard Grancis Halloran

Fred R. Harrell

901 Oak Street, Olney, Texas

Objective:

Wholesale distribution

Personal Data:

Age 24; single; height 5' 10"; weight 185 lbs.

Planning to enter some sort of wholesale work, Harrell has shown an interest towards sales, production and related subjects while here at Babson so that he may prepare himself more fully for his future occupation. With a consuming interest in his proposed field of endeavor plus a fine sense of humor and a sense of determination. Harrell should prove to be an able business man of the future.



Aruba, Netherlands, West Indies

Objective:

Foreign Trade

Personal Data:

Age 26; married; height 5'8"; weight 160 lbs.

With a thorough knowledge of conditions affecting foreign trade imbued in him, due to extensive travelling in South America, Harrod is a man well suited to his chosen vocation. Jobs held with the Standard Oil Co. of New Jersey in Venezuela and the Illinois Central Railroad in Chicago, have given him the required practical experience for his future work. Educated at Virginia Military Institute and Ohio State University, Flarrod has a fine beginning for his life's work.



Tiry H. Harrod, Jr.

Edward Joseph Healey



117 Pine Street, Attleboro, Massachusetts

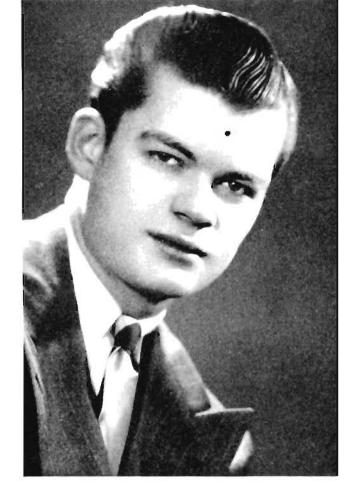
Objective:

Merchandising

Personal Data:

 ${
m Age}/25$; single

Healey came to Babson, where he became interested in retail merchandising, along this line he took intensive courses in advertising, sales, and accounting, which will add to the knowledge he gained at Providence College. While here at Babson Healey participated in intramural sports. He has a pleasing personality with a sense of humor that will be a great asset to him in the retail merchandising field.



1968) North Park Blyd., Shaker Heights, Ohio

Objective:

Sales

Personal Data:

Age 20; single; height 6'0"; weight 160 lbs.

Preparing to enter the sales department of the New York City Branch of his father's firm, A. W. Heeker Co., designers of machine tools and special machinery, Heeker has shown special interest in subjects such as sales and advertising which will be of use to him in his future work. Possessing a keen sense of humor and a winning smile, he should prove a credit to the family firm.

Arthur S. Hecker, II

William H. Houghton

"MAN OF THE YEAR"

912 Fifth Avenue, New York City

Objective:

Distribution

Personal Data:

Age 21; single; height 5' 10"; weight 150 lbs.

Upon graduation, Houghton plans to enter Muzak Inc. of New York City. Here at Babson he has shown that his main interests lie in accounting, finance and business law. A graduate of Exeter Academy, Houghton has a well rounded educational background which will be of value to him in his future work. Possessing an analytical mind and executive ability, he will be a man to watch.

JUST EXACTLY WHAT 191 ARE TO WATCH SEEMS TO WE A MOST QUESTIOIL.



689 Washington Street, Brookline, Massachusetts

Objective:

Sales Administration

Personal Data:

Age 27; married; height 5' 7"; weight 450 lbs.

After spending some time in the army and working for the Riverdale Lumber Company in Chicago, Ilium came to Babson with a good deal of practical experience in the field of general business. While he was here at Babson, he was a member of the Student Council. He was very much interested in the field of sales and sales management, where he acquired a knowledge that will definitely help him in his future work.



Paul B. Illum

Norman M. James, Jr.



887 Wimbleton Drive, Birmingham, Michigan

Objective:

Sales:

Personal Data:

Age 22: single: height 5' 10": weight 170 lbs.

Going into his father's concern, James & Roach, Inc., heating, air conditioning and refrigeration engineers, James has the background and ability which make sneeess. A former student at Kenyon College and the University of Michigan, he has much useful knowledge at his command. A member of Delta Kappa Epsilon, James is a sociable young man who will have no trouble in fulfilling his ambition.



720 West Main Street, Crestline, Ohio

Objective:

Distribution

Personal Data:

Age 23; single; height 6'2"; weight 200 lbs.

Four years in the Army in Airborne Infantry as a platoon leader and Company Commander has served to whet Kime's interest in entering some phase of distribution work as soon as possible. Pausing just long enough to gather much needed knowledge in this field in the one year course here at Babson, Kime, with his driving nature and sense of humor, should prove to be an able future executive,

Richard Owen Kime

Robert H. Kuhlmeier

753 John Street, Rockford, Illinois

Objective:

Distribution

Personal Data:

Age 23; single; 6'0"; weight 185 lbs.

Kuhlmeier has extensive business and manufacturing knowledge—gained from colleges that he has attended and in the practical field of the food industry. He has worked for food and distributing companies in the hope that he may be able, upon leaving Babson, to go into the relatively new field of frozen foods. While here at Babson, he was a member of the student conneil, and the hockey team.



1014 North Spring Street, Elgin, Illinois

Objective:

Sales Management

Personal Data:

Age 29; single; height 5' 6"; weight 130 lbs.

Lescher's great interest is in management and personnel problems that confront the average business executive. Here at Babson, Lescher was very much interes(ed in sales management and personnel courses, which will serve to further his knowledge in the business world of today. Before coming to Babson he attended the Barnes Business School in Colorado and the University of Colorado prior to entering the Army.



John H. Lescher

James N. Lucas



61 Fox Hill Road, Wellesley Hills, Massachusetts

Objective:

Marketing

Personal Data:

Age 26; single: height 6'; weight 170 lbs.

The marketing problems in the wool industry are of special interest to Lucas. Intending to enter his father's wool firm. Dutton & Lucas, he has had experience in the field, having worked for the company prior to coming to Babson. Here at Babson his main interests have been along marketing and related lines. Previous attendance at the University of Michigan has added to his educational background. Lucas, upon graduation, will be able to take his place in the wool industry.



Kalmar Farms, Stone Mountain, Georgia

Objective:

Sales

Personal Data:

Age 25; single; height 5' 11"; weight 180 lbs.

Lundeen has found his interests lie in the Sales division of business. He attended Marsh Business College, has two years at Emory University, and is a member of the Chi Phi Fraternity. Lundeen's leadership in student activities here at Babson shows he plans to enter the right field. His natural ability and confidence around people, plus a strong knowledge and faith in the "New South," make him a "natural" for the business world.

John Wen Lundeen

A. Edward Maletta

709 Belmont Street, Belmont, Massachusetts

Objective:

Foreign Trade

Personal Data:

Age 27; single; height 5'6"; weight 150 lbs.

Maletta lived in Europe for a number of years, where he had experience in the foreign trade and export fields. With the foreign languages that he speaks, he has a real future in the fields of world commerce. His natural determination, well-rounded executive abilities and the complete understanding of finance in connection with world trade will help Maletta go far in his chosen field.



260 Manor Road, Douglaston, Long Island, New York

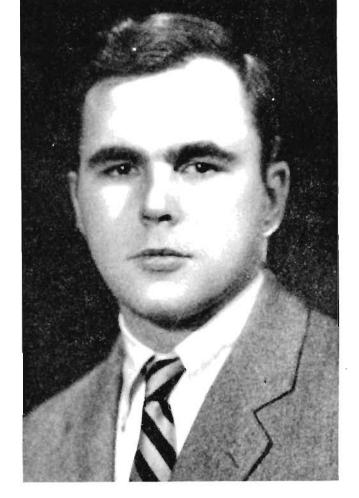
Objective:

Sales

Personal Data:

Age 21; married; height 5' 11'; weight 175 lbs.

Mantz came to Babson Institute from the service, verying as a Lt. [j.g.) U.S.N.R., in the Alentian Theater, Prior to his entrance here, his education embraced Manlins School, Manlins, N. Y., and Lafayette College, Easton, Pennsylvania. His educational efforts here at the Institute were tempered with previous associations and experiences with the Corporation Trast Company of New York City. With business ability and a cheerful nature, he is destined for a prolonged sojourn in the sales field.



Brown Stafford Mantz, Jr.

John Charles Martin



608 South Park Avenue, Fremont, Ohio

Objective:

Air Transportation

Personal Data:

Age 24; single: height 6'; weight 480 lbs.

Martin hopes to enter the distribution field with particular interest in the Air Transportation Business. He received practical training with the Clyde Porcelain Steel Corp. and with the Army Transport Command. Martin, while here at Babson, has shown himself to be fully qualified and has a great knowledge of practical experience to aid his future employer.



711 North Main Street, Auburn, Indiana

Objective:

Sales

Personal Data:

Age 24; married; height 5' 11"; weight 165 lbs.

Holding a B.S. degree from Indiana University, Me-Intyre plans to enter some phase of sales work. Experience as a salesman for a lumber company and a greeting card company, together with his work in the production department of the Auburn Burner Co., give him an excellent background for his future work. A fellow who has shown a definite interest towards sales and marketing courses while at Babson, McIntyre should travel far on the road to success.

James H. McIntyre

Daniel G. Mittnacht

729 N. 12th Street, Manitowoc, Wisconsin

Objective:

Merchandising Men's Clothing

Personal Data:

Age 29; single; height 6'; weight 190 lbs.

With experience in Cost Accounting and Office Management. Mittnacht desires a business of his own some day. Associated with the Manitowoc Shipbuilding Co., as head of the Cost Accounting Department, the Eddy Paper Corporation, as Office Manager and Purchasing Agent, Mittnacht is now equipping himself with a knowledge of all phases of the textile industry. A most congenial fellow with a keen and analytic mind, he is well on his way to future success.



2400 Rinard Road, Cleveland Heights, Ohio

Objective:

Sales Promotion

Personal Data:

Age 27; single; height 5'7"; weight 180 lbs.

Mulone first became interested in the selling end of the commercial world when he left Ohio University to work for his father in the grocery business. After this work he spent some time with the Standard Oil Company. When he had completed his Army service, Mulone entered Babson, where he furthered his knowledge in sales, sales management and distribution. He has executive ability and a pleasing personality, plus being an alert and ambitions young man.



Todd Edward Mulone

Gerard Peter O'Connell



64 Ridgewood Avenue, Holyoke, Massachusetts

Objective:

Distribution

Personal Data:

Age 21; single; height 5' 9" weight 140 lbs.

Experience as a salesman for the Sinelair Wire Company, Holyoke, Massachusetts, has given O'Connell a working knowledge of business fundamentals. Here at Babson he has spent most of his time working in salesmanship and its related fields, in which he has a consuming interest. A good conversationalist and possessing fine sales ability, O'Connell is a likely prospect for future success.



2276 Avon Lane, Birmingham, Michigan

Objective:

Distribution

Personal Data:

Age 22; single: height 6'; weight 180 lbs.

O'Connor has lived in Birmingham all his life, educated at the University of Michigan and here at the Institute his experiences have been varied, including association with Reichhold Chemicals, Inc., Detroit, in the Technical Sales and Service Department. His primary interests are in the general executive phase of Export Sales. Coupling this background with a well balanced, cooperative and determined personality O'Connor should have no trouble in climbing the ladder of success.

Donald Earl O'Connor

John F. O'Halloran

107 Fayette Street, Watertown, Mass.

Objective:

Investments

Personal Data:

Age 25; single; height 5'8"; weight 165 lbs.

O'Halloran is looking forward eagerly to establishing himself in the investment field. Here at Babson his main interests have been in Finance and Investments, in which he has endeavored to keep up with all the latest developments, so that he may have a foundation upon which to base his future activities. A conscientious fellow, with a strong sense of determination, he should have little difficulty in gaining a foothold on the ladder of success.



1206 North Franklin Street, Danville, Illinois

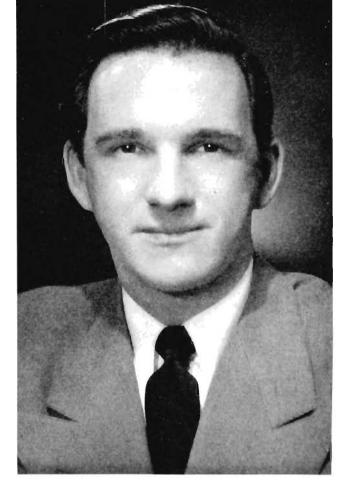
Objective:

Distribution

Personal Data:

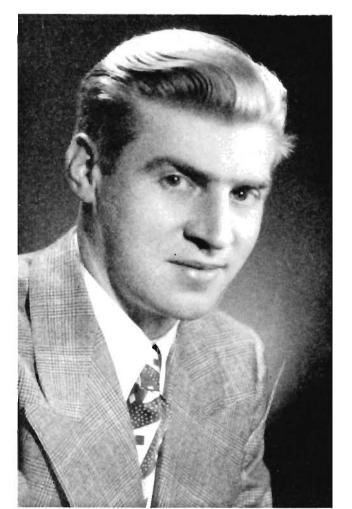
Age 24; single; height 5' 11"; weight 170 lbs

O'Neal plans to enter the Management end of the business world. He has shown special interest in studies pertaining to the management and distribution fields. O'Neal's practical training was received while with Black and Kuhl Company and the Woodbury Book Company. While in the Army he served with the Army Engineering Corps as a camouflage technician. O'Neal's interest in his work and ambitions nature will be of great value to any business.



Frank Marquess O'Neal

Clifford F. O'Rourke



653 Main Street, West Medway, Mass.

Objectives

Production

Personal Data:

Age 24; married; 6' 1"; weight 185 lbs.

O'Rourke has always shown an interest in the production end of manufacturing. Prior to his coming to Babson he was employed by the Draper Corp., Hopedale, Mass., for two years, where he learned and studied the production problems that confront contemporary industry. An ambitious and very likable chap, O'Rourke is a worthy job prospect for any up and coming manufacturing concern.



36 South Hibbert Street, Mesa, Arizona

Objective:

Sales

Personal Data:

Age 21: married; height 6'0"; weight 165 lbs.

Widely traveled and well schooled, Passey was educated at Santa Clara University, Arizona State College and here at the Institute. One time engaged by the Passey Investment Co, as a commission salesman, and associated with a hay, grain and fertilizer brokerage firm, his experience has been varied in the business world. Passey's real ability coupled with his genuineness will mean success in the field he chooses.

James Martin Passey

John A. Patch

18 Oliver Street, Framingham, Massachusetts

Objective:

Distribution

Personal Data:

Age 30; married; height 5' 10"; weight 200 lbs.

Patch is already well established in the business world, as he is the owner of a retail men's clothing store in Framingham, Massachusetts. Previous to owning his own business he had experience in the manufacturing and wholesaling end of the clothing business. At present Patch is the Director of the Framingham Chamber of Commerce, which shows that he is well aware of business conditions of today and the future, and that he is a valuable man in the community.



1915 San Lu Rae Drive, Grand Rapids, Michigan

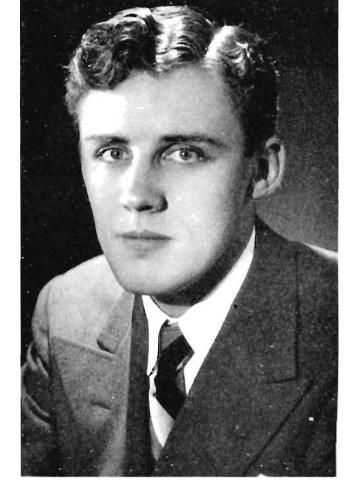
Objective:

Investments

Personal Data:

Age 23; single: height 5' 10"; weight 158 lbs.

Perkins brought a ready mind and a serious purpose to the Institute cultivated at Grand Rapids Junior College, Duke University, and the University of Michigan, A well traveled individual, Perkins has visited Europe, Alaska, Mexico and Canada. He plans to enter the brokerage business upon graduation. Very much alert and ambitious, an excellent conversationalist, he has also proven himself socially.



Gaius W. Perkins

Horace Willard Pierce



59 West Moliawk Street, Oswego, New York

Objective:

Distribution

Personal Data:

Age 24; married; height 5' 10"; weight 168 lbs.

Pierce has been trained in the Distribution field of General Business Administration here at Babson. He is interested in entering the Marine and Aerial Transportation line and has been well prepared for this business. Pierce is a graduate of the U.S. Merchant Marine Academy and served as Lieutenant Commander in the U.S. Maritime Service during the war. He has also received practical experience with Grace Lines, Inc. Pierce is a man who is thoroughly trained in the aspects of his vocation.



114 South 53rd Street, Omaha, Nebraska

Objective:

Distribution

Personal Data:

Age 20; single; height 6'; weight 175 lbs.

An all-around good fellow, Protzman has been most active in extra-enricular activities embracing the Babsonian, Babson Ski Club, and Beta Theta Pi, the latter a carry over from the University of Nebraska. Protzman has traveled extensively in the United States and Canada. Aided by experience with the Storz Supply Corp., Omaha; Peter Kiewit Sons, Omaha, and the U.S. Army, Protzman has developed a pleasing approach and well rounded ability, the greatest assets of a determined future executive.

James William Protzman

Luther Hill Randall

1016 West Paces Ferry Road, Atlanta, Georgia

Objective:

Distribution

Personal Data:

Age 24; single; height 5' 1442''; weight 148 lbs.

Randall, upon graduation, will enter his family's himber and coal business. Randall Bros. Inc.—Having worked in the business for several years he has learned a great deal about it. His formal education includes Riverside Military Academy, Emory University, and Babson. His education plus his practical experience make him ready to step into the production and distribution phase of the lumber and coal business. Possessing definite executive ability, Randall is ready to take his place in the commercial world.



2461 Hilgard Avenue, Berkeley, California

Objective:

Distribution

Personal Data:

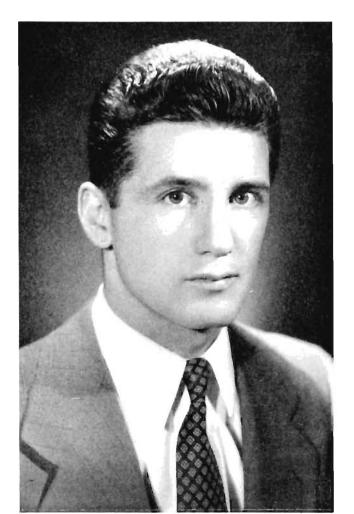
Age 33; single; height 5' 11"; weight 175 fbs.

Robertson has had experience in the distribution and accounting phases of commercial business. A public accountant for the John F. Forbes & Co. and sales work for Standard Oil of California form a fine practical background. Holding an A.B. Degree from Ohio Wesleyan University, Robertson possesses an excellent educational background. An able executive, with a good sales personality, he is definitely a "find" for any wide awake employer in his chosen line.



Grancis Clayton Robertson

Blair Emerson Rodgers



164 Atlantic Avenue, Marblehead, Mass

Objective:

Advertising

Personal Data;

Age 25; single; height 5' 1012"; weight 146 lbs.

Interested in entering some phase of advertising or sales work. Rodgers has had experience in the electrical products field. Working for his father, an electrical wholesaler, and for the Sylvania Electric Products Co. as a quality inspector, have given him a knowledge of the problems of this field. Rodgers was a student at Northeastern University prior to entering Babson. A member of the Alpha Delta Sigma fraternity at Babson, Rodgers should easily find a place in the advertising or sales field.



Ronte #5, Rochester, Indiana

Objective:

Distribution

Personal Data:

Age 25; single; height 5'8"; weight 480 lbs.

Rose served in the administrative section of the Quartermaster Corps while in the Army, where he had a great deal of experience in supervisory work. When he entered Babson, he was well prepared for the continuation of his training for his future work in the distribution and market research fields. He has a pleasing personality which will be of aid to him in his business work.

Marvin Eugene Rose

Kenneth J. Rothschild

3328 Central Avenue, Indianapolis, Indiana

Objective:

Foreign Trade Distribution

Personal Data:

Age 35; single; height 5'5"; weight 150 ibs.

Rothschild attended Butler University and the Extension School of the University of Indiana before he entered the Army. Prior to college he was employed in the retail specialty field, where he had a great deal of practical training. When he entered Babson, he became a member of Alpha Delta Sigma business fraternity and was interested in the fields of marketing and sales, which will be of aid to him in his chosen field.



112 West Eighth Street, Tifton, Georgia

Objective:

Merchandising

Personal Data:

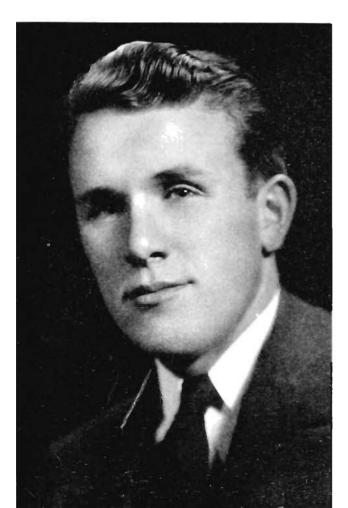
Age 31; single; height 5' 11"; weight 165 lbs.

Rowe has been interested in the retail men's ready to wear clothing business, having owned one store and had the opportunity of running others. He has a great deal of practical experience to supplement the knowledge he has gained at Babson. While here he was mainly interested in sales and sales management, so that he would be well equipped to resenter this field. He is a very conscientions worker and will be a valuable asset in the retail trade field.



Lester Harris Rowe

Daniel B. Ruggles, III



Briar Lanc, Marblehead, Massachusetts

Objectives

Retail Fuel Sales

Personal Data;

Age 22; married; height 6'0"; weight 185 lbs.

While Ruggles attended Babson he was a member of Alpha Delta Sigma Fraternity and very interested in fuel distribution. He attended Dartmouth College and the University of Denver, where he received extensive training in numerous business subjects, so that in the business world he would be well versed in the operation of fuel distribution. He has had a well rounded education in language, history and business subjects.



206 Thorpe Road, Jenkintown, Pa.

Objective:

Distribution

Personal Data:

Age 25; single; height 5'6"; weight 155 lbs.

With a wealth of experience in the textile industry behind him, Ruhe plans on making the distribution end of the textile industry his future vocation. He graduated from the Philadelphia Textile Institute and has held jobs with the General Dyestuff Corp. of Philadelphia and Ewing Thomas Corp. of Chester, Pa. An alert, ambitious young man with a pleasing personality. Ruhe should have no trouble getting started in his field of interest.

Willard L. Ruhe, Jr.

Edward Patrick Serpell

11 Brownsboro Hill, Louisville, Kentucky

Objective:

Sales

Personal Data:

Age 27; single; height 6' $1^{\prime\prime}$; weight 180 lbs.

Before Serpell came to Babson he was already acquainted with the operations of the business world, having been in the advertising business before the war. He came to Babson to learn the modern business methods that he had been unable to acquire while a prisoner of war for three and a half years. During his studies here at the Justitute he was intensely interested in sales and all its related subjects.



19201 Stratheona Drive, Detroit, Michigan

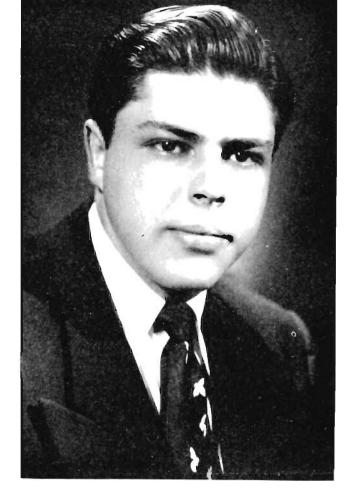
Objective:

Chain Drug Stores

Personal Data:

Age 21; single: height 5'9"; weight 170 lbs.

Educated at Michigan State College and Wayne University, Shapero's interests here at Babson have been in the realm of distribution and sales. Intending to enter the Chain Drug field in a managerial capacity, he has had several years of practical experience working for Cunningham Drug Stores, Inc., Detroit, Michigan, An assistant editor of the Babsonian, Shapero knows how to follow as well as lead.



Raphael A. Shapero

William Osborn Snyder



216 High Street, Hackettstown, New Jersey

Objective:

Public Relations

Personal Data:

Age 31; single; height 5'8"; weight 118 lbs.

After attending New York University's School of Commerce, Suyder came to Babson, where he was a member of Alpha Delta Sigma. He has had a great deal of practical business experience in both a partnership in a Ford Agency and in a public relations capacity with the airlines. Snyder has executive ability, and is a very ambitious fellow with a pleasing personality. While at Babson he had a keen interest in the fields of distribution and production.



356 Woodward Street, Waban, Massachusetts

Objective:

Distribution

Personal Data.

Age 29; married; height 6'4"; weight 150 lbs.

After attending Harvard University and being employed by the Parker Pen Company, Stanwood was called into the army. Soon after he was discharged, Stanwood entered Babson, where he became interested in sales and production. He was a member of the Alpha Delta Sigma traternity and the student council. Stanwood has a pleasing personality in addition to being aggressive with executive ability.

Richard R. Stanwood

David H. Stewart

14 Dover Road, Wellesley, Massachusetts

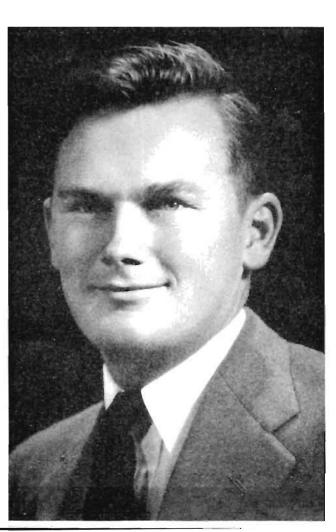
Objectives

Distribution

Personal Data:

Age 26, single: height 5' 10"; weight 175 lbs.

After Stewart left Northeastern University, he was employed by the Stone and Webster Corporation in Boston in the auditing department. While he was at Babson he was interested in distribution and sales, in which he hopes to make his life's work. Stewart is a well dressed fellow with a pleasing personality and a fine sense of humor which makes it easy for him to get along with people.



511 South 4th Street, Williamsport, Pa.

Objective:

Retail Selling

Personal Data:

Age 22; single; height 5'9"; weight 178 lbs.

Stoever has six years experience in retail selling, unit control, and purchase control in L. L. Stearns & Son. Retail Department Store behind him, plus being a graduate of Dickinson Junior College, where he majored in merchandising. This vast practical experience combined with his persevering attitude and consuming interest in all developments in the retail field will be a factor in his future success.



Charles Stearns Stoever

John F. Sullwan, Jr.



8 Sherman Street, Beverly, Massachusetts

Objective:

Distribution

Personal Data:

Age 25; single; height 6' 157'; weight 120 lbs.

After leaving Holy Cross College in Worcester and spending some time in the Army, Sullivan entered Babson, where his major field of study was the production and distribution end of the commercial world. While here at Babson he was a member of the Alpha Delta Sigma national business fraternity. He is a well-rounded individual and has great interest in his chosen field of work.



37 Thaxter Road, Newtonville, Mass.

Objective:

Distribution

Personal Data:

Age 25; single; height 5 9"; weight 490 lbs.

Prior to entering the Navy, where he served as a Lieutenant (j, g.). Teschner graduated from Brown University with an A.B. Degree. Here at Babson he has devoted himself to a study of the methods of Distribution. Possessing a well developed, cagey sense of humor Teschner has a plus factor that will make for eventual success.

Edward Augustus Teschner, Jr.

John Henry Vogt, Jr.

R.F.D. ± 1 , Reading, Pa.

Objective:

Distribution

Personal Data:

Age 22; single; height 6'0"; weight 160 lbs.

After spending three years in the Marines. Vogt entered Babson anxious to learn all be could about distribution methods. He has had practical experience in the hosiery business, having worked for his family's firm. Vogt's Knitting Mills. Ambitious and possessing an aggressive business like ability. Vogt is a capable individual for any job in his field.



24 Mt. Vernon Street, Gardiner, Maine

Objective:

Sales

Personal Data:

Age 28; single; height 5'9"; weight 165 lbs.

Watson plans to enter his family's business, the Wilson Furniture Co. of Gardiner. Maine. Planning to specialize mainly in the sales department of the concern. Watson has the experience of having worked for the company prior to the war. This practical experience, together with his formal education, gives him an excellent background for his future position.



Richard Fletcher Watson

William Charles White



99 Pond Road, Wellesley, Massachusetis

Objective:

Distribution

Personal Data:

Age 28; married; height $5' \pm 1''$; weight 190 lbs.

With a plethora of educational and practical experiences behind him, White is ready to take his place in the field of Distribution. He has held positions with the National Gypsum Company and the Bell Aircraft Corp. Holding an A.B. Degree from St. Lawrence University, where he was a Psychology major. White is a worthwhile prospect for any progressive concern.



11 Owaisa Road, Waban, Massachusetts

Objective:

Foreign Trade

Personal Data:

Age 27; single; height 5' 10"; weight 180 lbs.

Whitten studied Chinese at Yale University during the war. He then served in China, where he learned more about the enstons and traditions of the Chinese people. Upon graduation, he hopes to return to China in connection with Foreign Trade Work. Having been employed by the Chance Vought Aircraft Division of United Aircraft Corp, for four years in various capacities, Whitten has amassed a vast practical background which will be of future use to him.

Edmund S. Whitten, Jr.

Donald William Wolfe

6845 Sampson Lane, Silverton, Cincinnati, Ohio

Objective:

Sales

Personal Data:

Age 24; single; 5'.9''; 150 lbs.

Planning to enter the sales field as a manufacturer's representative. Wolfe has the practical experience of working for the Halle Bros, Department Store, Cleveland, Ohio, and the Fisher Body Division of the General Motors Corporation. A member of Phi Gamma Delta and Alpha Delta Sigma, a former student at Western Reserve University and finally a student at Babson, has given him the proper cultural and scholastic background. Wolfe should travel far in becoming a successful businessman.



Student Activities



Sports

Committees

Organizations



Sitting, left to right: R. O. Collette, J. J. Speeches, J. V. O'Neill, R. H. Lindsey, R. V. H. Davis F. T. Shiverick, H. Bradford, J. T. Evans, R. W. Hodge, J. D. Delaney.
Standing, left to right: F. C. Robertson, L. C. Gustin, T. F. Mahoney, J. E. Gorman, J. W. Lundeen,

nding, left to right: F. C. Robertson, L. C. Gustin, T. F. Mahoney, J. E. Gorman, J. W. Lundeen, L. Gilson, A. L. Rubeor, D. P. Wolf.

STUDENT COUNCIL



COUNCIL OFFICERS (left to right):
FRANK T. SHIVERICK, Vice President
JOHN V. O'NEILL, JR., Treasurer
ROSS V. H. DAVIS, President

The Student Conneil for 1947 is operated on the basis of a broader representation of all students. Each representative is elected by his class and each class has a member on the Conneil. These men represent the student body administratively and have the responsibility of determining the extra-curricular policy of the Student Body. The Council is the standing bridge of thought between the students and the administration. The Council recognizes the fact that administrative policy is often misunderstood. This can be avoided when satisfactory interpretation of policy is made. Among the more important duties of the Council has been the allocation of the Student Activities Fund. This fund is directed to Athletics, social endeavors, the College News paper, and the BABSONTAN.

The students on this year's committee were: Ross V. Davis, chairman; Frank Shiverick, vice chairman; Rich ard Limbey, secretary; John O'Neill, treasurer. Members: Thomas Mahoney, Hugh Bradford, Joe Delaney, Lester Gilson, Raymond Hodge, Arthur Rubeor, Douglas Wolf, Thomas Knowlsin, Richard Collette, John Gorman, John Westcott and John Landeen.



SOCIAL COMMITTEE—Front row (left to right): J. D. Deianey, Jack O'Neill, M. J. Lombardo. Back row: J. W. Lundeen, R. W. Hodge, D. P. Wolf.



ATHLETIC AND PUBLICATIONS COMMITTEE H. Brauford J. D. Delaney

COUNCIL COMMITTEES

With the plans and arrangements made by the Social Activities Committee under the chairmanship of Dick Lindsey. Babson men have enjoyed a year of many good times and gay social gatherings. The Christmas Formal, held at the Somerset Hotel, with the music of Buddy Rich and his nationally known band, started the students off to a very festive Christmas holiday. A second all-out Winter Formal was held at the Somerset after the winter mid-term exams. This dance proved to be equally as enjoyable as the Christmas Formal. There have also been two on-campus informals staged at Knight Auditorium. The big Spring Formal which was held at the Copley Plaza Hotel climaxed the end of the social sea son. The Social Committee is to be given a round of applause for the well-planned social program which we all feel necessary in rounding out the life of a business student. The committee consisted of: Richard Lindsey. chairman: members: Raymond Hodge, Joe Delaney, Douglas Wolf, and John Lundeen.

The athletic committee has presented sports of the season on a voluntary, physical development program.

Along with varsity basketball, golf, and tennis teams, there was a hotly contested intramural program of touch football, basketball, and softball. Other sports available were weightlifting, handball, squash, bockey, riding, and the weekly ski trips during the winter to North Conway. The athletic committee consisted of: Hugh Bradford, chairman; members; Joseph Delaney, James Evans, Richard Kime, John Legg, Jr., John O'Neill, William Sharpe, Paul Tront, Herbert Mines, Joseph Harney, Henry Tinney, John Coleman, Francis Jacobs, Charles Conley, John Wescott and Blair Rogers.

The Religious and Welfare Committee has two functions on the school campus. The committee presents the Sunday Vesper Services each Sunday evening, at which time students have an opportunity for worship and discussion of current topics. The committee also sponsors welfare drives and provides entertainment for the Convalescent Crippled Children's Home. The committee consisted of: Chairman, Hugh Bradford; members: Pobert Flunter and Thomas LaClair.

BABSONIAN



FREDERICK C. STIMMEL, JR Editor-in-Chief



BRUCKS E. HALL Business Manager

BABSONIAN EDITORIAL BOARD

Left to right: M. Z. Myer, J. W. Lundeen, E. F. Bridgman, J. W. Protzman, F. C. Stimmel, S. G. Proops J. O. Shea, R. A. Shapero, C. M. Mohler.





Left to right: J. W. Lundeen, W. J. Scott, J. R. Thomas, R. C. Spaulding, G. H. Siems, B. E. Hall, V. J. Raskopf, B. S. Wells, J. E. Gorman, H. C. Goff, N. Stager.

BABSUNIAN BUSINESS BOARD

Throughout the planning and production of this pub lication, the staff of the 1947 BABSONIAN has endeavored to record both the personalities and events of the school year in a volume which will present a pleasing and complete picture of school life within our institution. It is the hope of the staff of the 1947 BABSONIAN that this yearbook will perpetuate the record of the school year and symbolize each individual's faith in the educational value of Babson Institute.

The publishing of this edition was accomplished only through the cooperation and diligent work of each member of the staff. Equally important was the unfaultering help and advice of both the faculty and administration of the institute.

The true complexities of the many problems which confronted the completion of this edition can be understood only by those individuals who undertook the responsibility of collecting and editing the material presented within this annual.

BABSONIAN STAFF

Editor in Chief Frederick C. Stimmel, Jr.
Associate Editor Stephen G. Proops
Business Manager Brucks E. Hall
Asst. Business Munager Joseph A. Tetreault
Photographic Editor James W. Protzman
Asst. Photographic Editor Edward F. Bridgman
Advertising Manager Vincent J. Raskopf
Asst. Advertising Manager Bruce S. Wells
Production Manager George H. Siems, Jr.
Circulation Manager William J. Scott

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J. O. Shea R. C. Spaulding N. Stager

J. R. Thomas

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STAFF PHOTOGRAPHERS

W. E. Cross. Jr. H. C. Goff J. F. Page J. A. Tenney





Social Activities

The great variety of social life at Babson provides the student body with the opportunity to get away from textbooks and meet the young ladies from the surrounding schools. The event that is most looked forward to is the formal dance held every term. The Student Council is in charge of arrangements and no expense is spared to see that everyone has a good time.

Several informal dances are held throughout the term in the Knight Auditorium. These on-campus dances provide the Babson boys with their best chance to become acquinted with the girls from colleges in the local area. These informal affairs are sponsored by the Student Council or the Alpha Delta Sigma Fraternity.

The schedule also includes a reception for each new class that enters the Institute, which is held in the Knight Auditorium. Here the new members meet the older students and become acquainted with their future instructors.

The college wife also has her day. A Babson Wives' Club was formed by Mrs. Hinckley, wife of President Hinckley. The bi-monthly meetings are held at Mrs. Hinckley's home and refreshments are served after a few righbers of bridge.





ALPHA DELTA SIGMA

Top Row-left to right: D. W. Wolfe, F. H. Trinder, J. R. Thomas, A. Starr, J. Edwards P. M. Smith, A. E. Caldwell, W. E. Sprague, E. S. Whitten, L. S. Herbert, Jr., L. H. Randall, Jr. Third Row-E. H. Browning, Jr., J. H. Sarney, R. K. Smith, W. T. Reber, F. T. Shiverick, S. M. Ingraham, D. C. Roberts, J. Sullivan, R. F. Watson, E. W. Pape, R. E. Weaver, T. F. Mahoney B. E. Rodgers, Second Row-B. S. Wells, R. C. Hansen, R. A. Graver, C. A. Davis, C. P. Clark, Jr., A. K. Gross, D. Hegamaster, Jr.

Bottom Row-H. C. Tinney, R. G. Reynolds, D. B. Haslam, Jr., N. Dorian, V. J. Raskopf, A. W. Deckel.

ALPHA DELTA SIGMA

The Alpha Delta Sigma advertising fraternity fills a definite need for those students who are interested in advertising. Although the primary activities are protes sional, such as panel discussions and guest speakers. there are many social events also. Among these are the initiation banquets and periodic student dances held in the Knight Auditorium. The present membership of the fraternity is 14.

UNITED WORLD FEDERALISTS

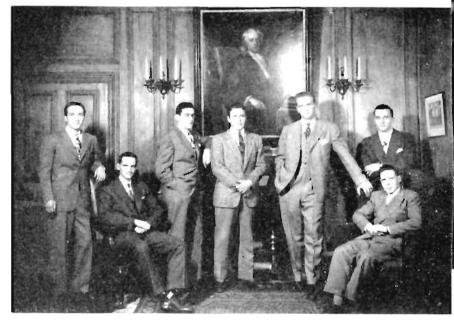
The Babson Chapter of United World Federalists was organized in the early part of 1917. The purpose of the organization is to stimulate thinking about the urgent need for world government, to teach principles of federalism, and to support all proposals which embody the minimum essentials of federal world government. The officers are: Edgar Orr, president, and Jack Orser. secretary.

DEBATING CLUB

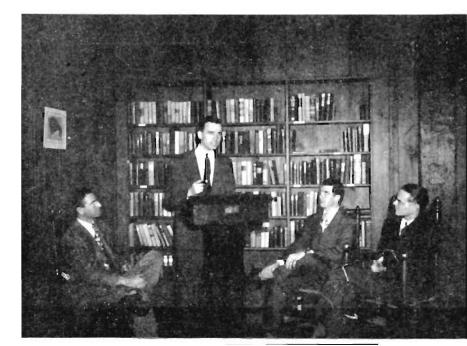
The purpose of the Debating Club is to train its members to think logically on matters of public concern. to organize opinions, and to present these opinions in a convincing way. With these ideals in view, the club has arranged debates with other colleges.



J. F. Sullivan, A. W. Deckel, J. V. Dunlap, S. M. Ingraham



UNITED WORLD FEDERALISTS Left to right: J. F. Page, E. K. Orr, D. D. Ring, C. D. Richardson, L. R. Jesson, R. H. Phinny, J. L. Orser.



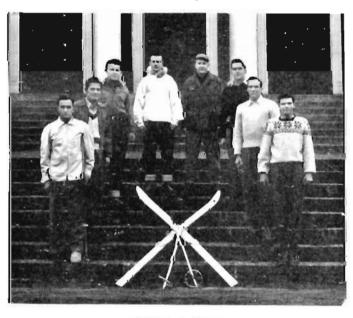


COMMITTEE MEMBERS:—J. R. Thomas, J. A. Tenney, E. W. Evans, W. S. Sharpe, H. Mines, D. C. Tryon, H. Bradford, B. L. Rodgers, J. D. Delaney.

ATHLETIC COMMITTEE

SKI TEAM

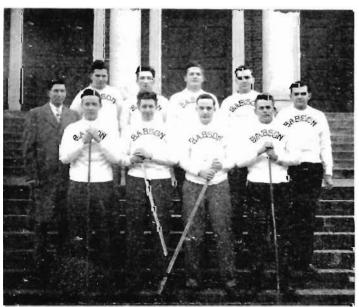
Left to right: R. Phinny, R. Greer, J. Protzeman, B. Bekins, J. Bolster, T. McKenna, R. Leonard, W. Yeager.



HOCKEY TEAM

First Row—left to right: J. G. McFarland J. N. Lucas, J. C. Martin, D. Z. Hegamaster.

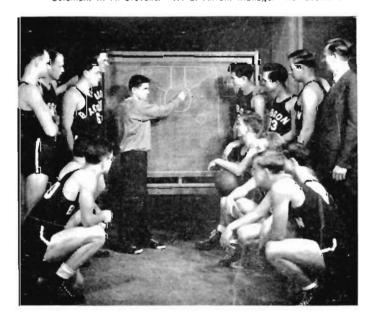
Second Row—H. P. Chandler, S. B. Hutchenson, V. H. Hodges, R. C. Greer, T. J. McKenna, J. G. Andrews.



BASKETBALL TEAM

Standing—left to right: G. C. Fuller, D. R. Swanson, W. A. Adamsen D. B. Haslam, A. E. Foshay 'coach', W. S. Sharpe, J. D. Delaney, R. O. Kime, J. R. Thomas 'Asst. Mgr.!.

Sitting—H. C. Tinney, J. T. Evans, W. J. Bleakley, L. R. Jessen, J. F. Coleman, R. A. Stevens, W. L. Axtell, Manager (not shown).



GOLF TEAM

First Row—left to right: W. S. Aldrich, D. J. Driscolt, F. M. Bekins, L. C. Bailey, P. W. Brauer.

Second Row—K. P. Chase, J. V. O'Neill, Jr., V. J. Raskepf, J. D. Delaney



Campus Life

A DAY AT BABSON

The former G.I. who thought the comradery of the barracks was forever lost has only to look at these informal shots of Babsonites to see that campus life too is steeped in work, fun and friendship. A busy morning that really begins with a basty breakfast and excited discussion about the day's first class. Was it today we were due for that quizz? The "rugged" morning finally passes and the noon "chow" line seems to have formed as if by magic. A leisure moment is now at hand to exchange the morning's trials and triumphs with the only other of the human species who understands another student.

But we mustn't take too long, that research problem must be completed or we must prepare for that long afternoon class that somehow creeps in and spoils our well laid plans. If we want to let off physical steam, a tennis match or a workout at the gym keeps the mind alert

At dinner the day reaches its climax. The time has come for an after-dinner smoke and a brief respite from studies. After a favorite news broadcast we return to the book to prepare assignments for the next day's classes. Despite the clacking of the typewriters and the radio down the hall, the work gets done and thus ends the college day.



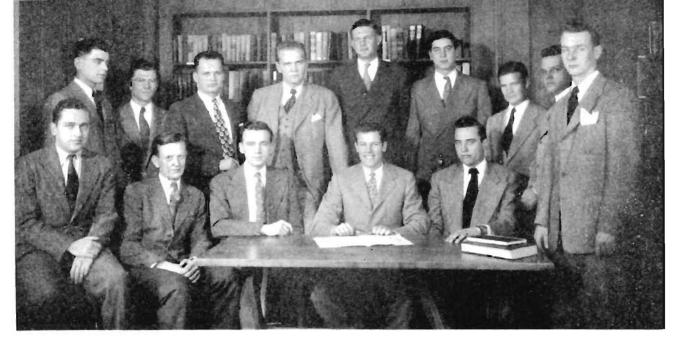
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DINING ROOM — PARK MANOR





First Rcw-Left to right: M. Z. Myer, J. R. Thomas, A. W. Deckel, W. R. Burns, Jr., Editor, A. J. Supen. Second Row-L. Chiurato, R. L. Lindsey, E. F. Whitten, L. R. Jessen, D. B. Haslam, Jr., H. Mines, D. P. Sands, R. J. Federer, W. E. Bolster.

Student Newspaper

From its reorganization, in the winter term of 1947, after a lapse of war years, the student newspaper has been an organization devoted to the reporting and enumeration of the student activities of both the class room and the social side of events. The paper consists of six pages, embracing business, sport and gossip sections, which attempt to enlighten the student body on the "goings on" at Babson,

The publication receives most of its support from the student council. The staff of the paper has brought to the attention of the students and faculty alike, the assorted viewpoints regarding school policies and rules. The paper has made it a point to offer honest present ation of all criticism and to grant unbiased credit to whom and where credit is due.

The Babsonian Extends Its Thanks

The publication of a school annual requires the combined efforts of many individuals,

We, the staff of the 1947 BABSONIAN, wish to

thank the members of the administrative staff pictured below for their contribution and help in the production of this cilition.

Front Row-Left to right: Martha Littlefield, Madeline Thomas, Joan Hall, Arlene Pope, Marietta Desantis,

Back Row--Ruth Mathews, Virginia Garrison, Lois Brister, Rosetta Desantis.



Under Graduates



Classes 1948 and 1949



Top Row-Left to right: D. B. Haslam, Jr., A. L. Phelps, W. T. Reber, S. M. Ingraham, J. W. Edwards, F. T. Shiverick, C. C. Roberts, H. C. Tinney, R. C. Hansen, E. F. Bridgman.

Middle Row—R. V. Davis, G. A. Green, W. L. Axtell, J. A. Harney, J. J. Gallagher, Jr., J. F. Sullivan, E. W. Pope, A. K. Gross, C. P. Clark, Jr., B. S. Wells.

Bottom Row- A. W. Deckel, B. Federer, R. P. Fader, Jr., P. M. Sherwin, J. F. Koons III, N. Dorian, F. H. Trinder, W. E. Sprague, P. M. Smith,

Top Row—Left to right: D. W. Barstow, H. F. Bair, D. W. Baker, A. B. Alden, P. C. Beal, J. D. Audette, W. A. Adamsen, J. A. Bolster, W. R. Bathurst, J. K. Allen.

Bottom Row--F, M. Bekins, P. S. Armstrong, D. M. Allen, J. G. Andrews, R. M. Binney, W. J. Bleakley, Jr., W. G. Anderson.





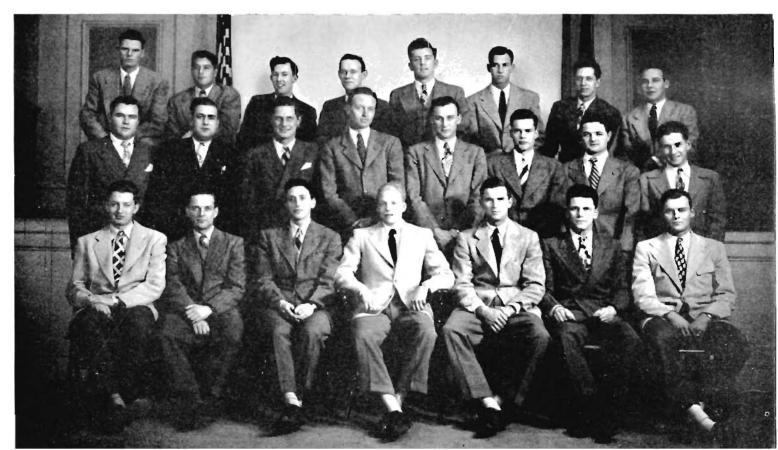
Top Row Left to right: J. D. Brahce, R. F. Callahan, D. A. Cogswell, W. H. Cruickshank, Jr., W. R. Burns, Jr., H. P. Chandler, C. B. Butler, H. E. Dickerson, D. S. Condit.

Bottom Row—R. W. Dates, A. E. Caldwell, J. H. Brice, J. F. Delaney, J. A. Donovan, Jr., P. W. Cashman, G. P. Campbell, Jr.

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Middle Row—D. A. Halligan, A. H. Gonfrade, R. C. L. Greer, Jr., J. E. Gavigan, J. C. Graham, K. N. Gale, J. R. Fay, H. C. Goff.

Bottom Row—H. B. Friele, F. E. Elzenbeck, F. R. Esposito, L. L. Fay, R. E. Hall, W. E. Graves, D. R. Grindy.





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Middle Row—V. H. Hodges, D. M. H. Jones, R. O. Kime, S. B. Hutchman, L. R. Jessen, D. C. Kingston, W. M. Hurley, C. M. Howard, Jr., R. K. Holiday.

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Bottom Row—C. M. Mohler, M. Z. Myer, W. A. Noonan, R. L. Lindsey, J. N. Lucas, J. G. McFarland, J. C. Merrill,





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Bottom Row-G. W. Hubbard, S. M. Godshalk, J. P. Gardner, E. W. Evans, W. F. Ewart, R. F. Gilbert, Jr., F. J. Hoffman.

Top Row — Left to right: T. E. LaClair, R. C. Paton, G. Nellen, J. C. Martin, R. R. Leaonard R. A. O'Connell, G. Lilley, R. K. Paley, T. E. Riching, Jr.

Bottom Row--J. R. LaRosee, Jr., W. H. Poff, D. B. Minier, W. F. Pabst, Jr., E. O. Reignier, J. W. Lundeen, R. T. Lewis, F. J. Mott, R. J. Murray.





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Second Row—D. H. Windfelder, C. C. Withrow, J. B. Shaw, Jr., J. O. Schmidt, Jr. J. M. Slattery, D. R. Swanson, J. T. Sokel.

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Mr. Employer:

The business man of today needs not only a knowledge of his particular field of activity, but a fundamental basic understanding of the national economy in general. As business becomes more integrated, the required knowledge must become broader.

This objective is accomplished at Babson Institute by a combination of methods. First by study, the individual student mast learn the rudiments of business. Secondly, the principles once having been mastered in the classroom are observed in actual practice. Thirdly, the student is trained under conditions that approximate as closely as possible actual working conditions. The combination of these methods gives these young men a mastery of the fundamentals of business management and a broad outlook on the entire field of business activity.

Government regulation and labor and management relations are two of the major problems of the modern business era. Babson trained men cannot solve these problems at the drop of a hat, but they have been trained to understand both sides of such questions and with this knowledge they can be of service to you in your business.

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Today the need is (or managerial ability to coordinate the men, materials and money, to produce a product or service. These Babson men need only the opportunity and a little more experience, they have had the training and the "will to win—is there. As you thumb through the pages of this book, observe the characteristics of Babson men. We know you will be impressed with his training.



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- Greer, Raymond C. L., Jr. 3) Channey St. Portsmouth, N. 11
- Griffith, Evan F. Parker's Landing, Pa.
- Grindy, Donald R.

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- Harrell, Fred R.

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- Haslam, Daniel B., Jr. 201 Tremont St. Bierre, Verment
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- Hatch, Meredity R.
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- Hughes, Sam

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- Jones, Wellington S., Jr. Our Farm Feura Bush, N. Y.
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- Kepple, John R. 115 Field Poiss Road Greenwich, Cosm
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- Kime, Richard O. -20 W. Main St. Crestline, Olice
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- Kingston, Daniel C. 785 Richmond Ave Bullido, N. V.
- Klapthor, Cornelius J. 121 West Elighthi Eline, Ph.
- Knight, Donald B. 113 Ridgeway Road Wellesley Farms, Mass
- Koines, Thomas P.
 11 Newbridge Vo.
 Wohnen, Mass
- Knowlson, Thomas M. Hotel Secon Feledo, Ohio
- Kokins, Leonard J. Greybirch Road Ashland, Moss.
- Koons, Jack Fletcher (Torism) Neurol Newton, Ohn
- Kuhlmeier, Robert H. 753 John St. Rock Food, III
- LaClair, Thomas E. Bux 115 Civild, N. El
- Laible, Robert J.

 (x) Marrie Sa.

 Roslandale, Mass.
- Lally, Martin C.

 On Bryant Ave.
 White Plants, V. Y.

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- Lilley, George E. (58 Walout St. Columbia, Pa.
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