

Exim Staff Notes

Volume 6, Number 1

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January 1984

Bank Marks 50th Anniversary

The Bank plans a series of celebrations to commemorate its fiftieth year of helping American industry compete in export markets.

Throughout the year, the Bank will hold a series of top-level economic seminars organized by Eximbank Director *Rita M. Rodriguez*.

The main speaker for the first economic seminar on January 20 was Dr. Lawrence Klein, holder of the Alfred Nobel Memorial Prize in Economics and Chairman of the Board of Trustees of Wharton Econometric Forecasting Associates. Dr. Klein, a former member of the President's Council of Economic Advisers, discussed the changing world economic situation and its impact on international trade. Also appearing on the program was Roger Bird, Wharton Econometric's Vice President for World Economic Services. He will discuss specific bilateral trade flows of topical interest.

On February 1st the Bank will host an anniversary reception in the evening for Administration Officials, Members of Congress, Diplomats and exporting organizations.

On our actual birthday, February 2, there will be an internal champagne and cake celebration for Bank employees beginning at 3 p.m. We are expecting Vice President Bush to visit us on that day to join in the festivities.

On March 9, the Bank's annual bankers' conference will continue the celebration, followed by an exporters' conference on March 19.

The February edition of Staff Notes will be a 50th Anniversary Commemorative issue.

Washington, D.C. date stamp with Eximbank's Zip Code (20571) and the notation "EIB STA."



The Retail Sales & Services Section of the City Post Office will operate the temporary postal station and sell U.S. postage stamps, stamped envelopes and other postal stationery. They will apply the "Eximbank Station" pictorial postmark to properly franked mail on a handback basis or for onward forwarding through the U.S. mails.

Press releases concerning the special postmark have been sent to the philatelic media and the general press. Collectors have been advised that the cancel will be available by mail for prepared (addressed and stamped) covers sent to EXIM-BANK ANNIVERSARY STATION, Postmaster, Washington, D.C. 20066-9998.

The Eximbank Recreation Association is sponsoring special cacheted covers which will be postmarked with the "EIB Station" pictorial cancellation. The covers will be sold for \$1.00 each as an ERA fund-raising activity. The serviced covers will be 20¢ stamped envelopes or will have 20¢ stamps affixed. The printed cachet will consist of Eximbank's 50th Anniversary logo with stacked "EX-IM," large stylized "50," and "1934-1984" similar to the cancel design with the Bank's name and address below. Anyone interested in working on the ERA cacheted cover project should contact *George Donegan* at 566-8945.

Special Postmark To Note 50 Years Of Eximbank

A United States Postal Service temporary postal station will be set up at Eximbank on February 2, 1984, to offer a special pictorial cancellation in conjunction with the Bank's 50th Anniversary Celebrations. The one day special postmark will be available only on February 2 and only at the "Eximbank Anniversary Station" which will be set up in the South Lobby of the Bank between the hours of 9:30 am and 3:30 pm.

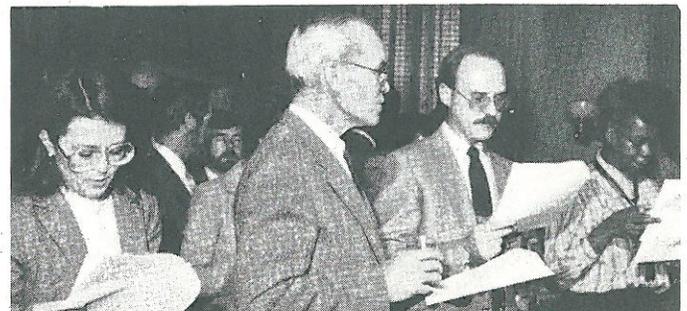
The special postmark and postal station was suggested by *George Donegan* of the Africa & Middle East Division. He prepared designs for the postmark, obtained a building permit from GSA and negotiated with the USPS Washington City Post Office to obtain their approval and backing. Final authorization was received from USPS Regional Headquarters in Philadelphia, which has ordered fabrication of rubberstamp cancellation devices (handstamps).

The final cancel design features the abbreviation "EX-IM" and a large stylized "50" with "1934-1984" to the left of a

Recreation Highlights

Christmas Party

Everyone enjoyed this year's Eximbank Christmas Party. We are all thankful to *June Fout* for her marvelous job in



Michele Powers, David Peacock, Art Pilzer and Livaida Tole getting ready to sing along

Exim Staff Notes

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Sedentary Hiking Club: Amelia Abell

Treasurer-Controller: David McLeod

preparing a royal banquet for the affair. Furthermore, the merry-makers were feeling no pain after quaffing a glass of Christmas "cheer" which was concocted according to one of *Marvin Solomon's* old family recipes. A number of revelers who stated that they didn't care that much for eggnog, nevertheless came back for seconds, thirds . . . and fourths.



Marvin Solomon and Charles Goohs add the magic potion to the "cheer"

Before too long, the Eximbank Lounge resounded with Christmas carols as *Mary Beth Allen* led Eximbank's own Christmas choir into song. The clear voices of *Karen Hudes, Alice Mayo, Page Ramsey, LeRoy LaRoche* and *Randy Swart* were accompanied by *Curtis Hutchings* on his accordion as the entire audience joined in the singing of a number of well known carols. A good time was had by all as they started out the Holiday Season (. . . and for some, winter vacations).



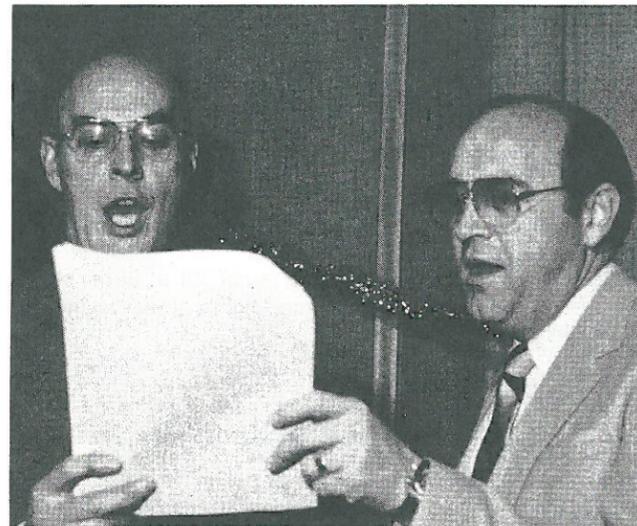
Gwen Hines, Libby Ayers, Ken Wickett, Esther Linchuck, Terry Hulihan and Dick Crafton



Denise Bolding, Brenda White, Livaida Tole, Debbie Johnson and Kimie Johnson sampling the holiday fare prepared by master chef June Fout



Lou Guadagnoli, Dick Dutton and Bill Draper in song



Ray Albright and Garrett Boyd raise their voices on high

Recreation Events

Yoga classes began in EIB lounge on January 16 and will be held on Mondays from 12-1 p.m. These are beginning lessons and do not entail strenuous exertion. They will also concentrate on meditation and stress management. Call 667-YOGA for more information.

Anyone for chess? Those interested in matching their chess strategy against some of the Bank's resident masters be sure to contract *Darryl Harris* (566-8856) so that we can organize an Eximbank Chess Competition. If there are people interested in competing in other areas (e.g., bridge, checkers, etc.) contact *Charles Goohs* (566-8872).

Travel and Skiing

There have been a number of agents contacting the Eximbank Recreation Association to notify us of skiing trips and vacation holidays at cut rate prices during the winter months. Among these:

* The Traverse Company of Sutton, Maryland, is offering ski weekends to Mount Snow (2 nights) for \$112 which includes motorcoach transport from EIB, lift tickets, one dinner and two American breakfasts. Call (617) 865-6121 for more information.

* The Pentagon Ski Club is offering trips to New York, Pennsylvania, West Virginia, Vermont, Maine, Quebec, Utah and Austria. Meetings take place in Arlington Hall Officers' Club each month. For more information, call (301) 587-2073.

Feb. 5-11 Canaan Valley, West Virginia \$144 2 days, 2 nights, no meals, wine party.

Feb. 17-20 Greek Peak, New York \$189 3 days, 3 nights, no meals, wine party.

Mar. 3-10 six different areas in Utah \$649 6 days, 7 nights, no meals.

Mar. 8-18 Montafon Valley, Austria \$490 air + \$220 for 6 days, 7 nights, 14 meals.

* LUV (Leisure Unlimited Vacations) is offering skiing and holiday trips. For further information call (800) 368-2006 or (800) 542-8003:

Killington, Vermont \$259, includes 5 day ski pass, 5

Sandra Norton, Mary Beth Allen, Randy Swart, Page Ramsey, LeRoy LaRoche, Karen Hudes and Alice Mayo ▼



nights condo (2-4 bedroom) roundtrip motorcoach, Club Resort Book, shuttle to bars, gratuities. Lessons for 2 hrs./day for 5 days are \$41.00 (\$74.00 includes equipment).

Killington, Vermont \$199, includes all above, but 3 days only.

Killington, Vermont Other trips and accommodations available.

* The LFRA Travel Service is offering holiday cruises at discount rates. All include airfare, transportation, 7 nights, 8 meals, 2 late night buffets, etc. from \$1,044 to \$1,638. Call (202) 296-4670 for more information.

Cruise aboard the TSS Mardi Gras stopping at ports in Miami, Cozumel (Mexico), Georgetown (Grand Cayman) and Ocho Rios (Jamaica).

Cruise aboard the Tropicale stopping at ports in Los Angeles, Puerto Vallarta, (Mexico), Mazatlan (Mexico) and Cabo San Lucas (Mexico).

Cruise aboard the Festival stopping at ports in Miami, Nassau (Bahamas), San Juan (Puerto Rico) and St. Thomas (U.S. Virgin Islands).

* The LFRA Travel Service is also offering many excellent deals for those who wish to get away on a holiday vacation. Some of these opportunities are listed below: Call (202) 296-4670 for more information.

Airfare Special: roundtrip to Cancun from BWI \$99 for minimum 1 week Cancun 7 night special with airfare and luxury hotel stay from \$425 to \$804.

Other trips include 3-7 nights in Bahamas from \$199, 7 nights in Orlando from \$249, 7 nights in Curacao from \$339, excursions to casinos of Atlantic City, etc. and Aruba (Americana Arub hotel) for 7 nights from Dulles from \$469.

—Charles Goohs

News From Around the Bank

Board of Directors

Our staff scattered for the Holidays — *Bill Draper* spent a few days in West Virginia, *Jim Yonge* went south to Florida. *Dick Heldridge* didn't get quite that far, but made it to Charleston, S.C. *Fonda Sackett* headed home to Ohio, while *Rita Rodriguez* went up to Massachusetts. *Lita Henley* spent a few days in Massachusetts but spent Christmas in Maine — (and “no, there wasn't a lot of snow, less than a foot, in fact.”) *Maria Montoya* and *Mary Arnold* took a more quiet approach and enjoyed the holidays here in the area with family and friends.

During this holiday period, *Mary* was often the main “support staff” (sometimes the staff) of the Board of Directors, with the able and much-appreciated help of *Gleama Byars* and *Debbie Kakareka*. Cheers to all three of you!

Have you met our “new girl on the block?” *Betsy Sims* has just moved into the Receptionist Office (replacing *Leslie Little*). She's a native of St. Louis, Mo., has a B.A. in International Relations from Brown University, and lived in Taiwan for a year. (She says she studied the Chinese language — but she doesn't say she knows it.) Welcome aboard, *Betsy*.

—Lita Henley

Office of General Counsel

Nursery Notes: *Charles* and *Hilah Gaba's* newest, *Christopher*, 6 months, astounded observers by rolling over onto his back without parental aid, causing the proud parents to sign up their youthful acrobat in the Hawaii “Iron Baby” Triathlon. Legal Genes? *Ross* and *Nancy Delston's Rachel*, 3-1/2, asked recently whether her new sister, *Jill*, 8 weeks, would have to stay with them forever. After heated negotiations, it was agreed that the Delstons will keep *Jill* for 5 years, with an option to renew.

High Notes: *Marvin* and *Ilene Solomon's Evan*, 10, sang with the Adas Israel Youth Choir at the Kennedy Center in a December holiday program, causing one local music critic to extoll him as “a young *Robert Merrill* who has captured the imagination of carollers everywhere.”

Hoopla: *Diane* and *John Kowal's Jeff*, 10, plays the forward position on his 5th grade Mantua PTA club team, in spite of which his team lost their first game against tough competition.

Nuptial Notes: *Jeannie* and *Bill Felix's Christine* was married at the end of December.

Sudden Impact: *Jossie Embuscado's* car was totalled Thanksgiving eve while parked on the street. *Jossie*, who was safely at home enjoying her turkey dinner, escaped unharmed; she learned of the accident when the culprit knocked on her door to confess.

Criminal Conversations: *Wanda Montgomery* learned too much about the seamier of life during 60 days of Grand Jury duty in Washington, D.C.

Coasting along: *Fred Massey* ran the Marine Corps marathon in a leisurely 4 hrs. 30 min., calling it “comfortable.”

Scratch that rumor: *Bob McKinsey*, former St. Andrew's Society Pres., does not wear his tartan kilt at home during the wee hours of these long winter nights, since, as he says, “It leaves me cold.”

—Ross Delston

Analysis, Records and Communications

BIG NEWS was the Christmas party held in Analysis, Records and Communications on December 22. Food and fun abounded and more than made up for our unusually cold December weather. New Bank employee *Vetta Garvin* was introduced to our way of celebrating. Former employee *Mildred Edgerton* joined us for the afternoon. Don't know whether or not to envy *Curtis Hutchings* and *Denice Peoples* their holiday vacations that week — 'cause they missed the party! Chairman *Bill Draper* and Administrative Officer *Helene Wall* participated with us in our annual feast of celebration. *Karen Bowen* and *Mary Beth Allen* spent three days in Arlington the week of December 19 training on the CPT word processing equipment. With a CPT now located in ARC, we are pleased to have personnel knowledgeable in operating it.

By now, most everyone is aware of the OCR/CPT connection in files. Yes, the same OCR which keeps our telex operators smiling even when presented with a 7-page message at 4:30 p.m. now scans copy to disk on the CPT word processor.

Since this particular OCR was designed especially for communications compatibility, there are some things it will not scan, so do check your material out first with *Carlita Robinson*, *Karen Bowen* or *Mary Tundo*.

Curtis Hutchings vacationed for two weeks over the

holidays with his father near Daytona Beach, Florida. *Curtis* says the unusually cold weather for Florida was pretty much offset by the good time he had visiting and showing his father how to use his Timex computer. Laughing, *Curtis* told of the “crashing” problems on the computer “Flight Simulator Program” experienced by his father — a retired Naval aviator.

Treasurer-Controller

The Financial Accounting Unit of the Treasurer-Controller Division has a new addition these days, *Julie Cottrell*, a student trainee who will divide her time with Exim receiving her interest for 6-months and George Mason University for 6-months where she is majoring in Accounting.

Payroll Chief *Norman Wise* has a new look these days after a successful battle with the diet center. His new hair style also helps a lot.

Ken Buschow did a bang-up-job pinch hitting for *Airail Westley* while *Wes* enjoyed the Christmas holidays at home.

The Treasurer-Controller Division had another successful Christmas Party on December 14, thanks to the support of the T-C managers and all the work of the various committees — decorating, cooking, set-up, serving, clean-up etc. A Good Time Was Had By All.

Sam Nava saved some grocery money over Christmas since he and his lovely bride spent December 16 thru 26 in Delaware with his in-laws.

John O'Shea reports New York had a white Christmas with about 2 inches of snow.

Veronica Jacobs and *Ophelia Hayes* from the disbursement unit each had a wonderful Christmas with their families.

Gladys Kirby and *Linda Wardsworth* took much needed time-off over the holidays, having a good time at home with their families.

Clara Irabien wishes everyone “Feliz Navidad and Prospero Ano Nuevo!”

—David McLeod

Latin America

The Latin America Christmas Party was held in the Bank's dining room on December 20. *June Fout* prepared all the food and did a terrific job. There was enough left over for munching the next day. Many thanks, *June!*

Arnette White did not escape the cold spell we had when she travelled to South Carolina for the holidays, where it was rather nippy. *Marion Hinchman* went back to West Virginia where it was 13° below on Christmas Day. *Kristen Fletcher* went seeking the cold weather via a ski vacation in California.

All have returned to Eximbank following the holidays and we welcome back *Lettie Wormley*, who is returning from maternity leave.

There was one sad note, though — the reindeer and wax angels and church which inhabit 1157 during the Christmas Season have turned up missing. Search though we may, they have still not returned.

Maudine West, a member of the Latin America staff for several years, has become a BIRD after accepting the position as secretary to *Ted Chapman*. We'll miss her and wish her the best of luck.

—Amelia Abell

Claims

Unlike most other resorts the thoroughfares of Claimsville were (happily) empty over the holidays, but loyal Claimsburchers have returned to the nest for the New Year.

Close call: *Franklin Patterson* has made a complete recovery after suffering apoplexy during the Redskins — 49ers game, which the Skins won of course, but by the “skin” of their teeth.

Pam “Plantless” Porter, never the wallflower, reports sadly that all seventy of her assorted flora died on the vine on Christmas day, when the temperature in her house plunged to almost 0°.

Pam adds that any new cuttings, or unwanted (live, please) plants from Eximbankers would be welcome!

Steven Wade Jackson, grandson of *Joe J.*, entered this world on 12-19-1983 weighing in at 8 lbs. *Steven's* parents are *Joe's* son *Michael* and wife *Rosa Maria*, of El Salvador. *Joe* advises that the babe cries in Spanish.

Speaking of grandfathers, *Peter Vatter* is an “old-hand”, pardon the expression, *Peter*, as he awaits the birth in March of his fourth grandchild.

New to the *John Faith* household is a Commodore — 64 computer.

John McGowan extends his heartfelt thanks to all Eximbankers who donated used eyeglasses, enough to fill two boxes, which were sent to a mission in Tindiyo, Kenya for free distribution to the needy villagers. *John* urges all to continue to donate used glasses for this worthy cause.

Steve “Jean-Claude Killy” Proctor is passing on his downhill skiing talents to daughters *Sharon*, age 11, and *Shawne*, age 8. *Steve* reports that they've taken to the slopes like “ducks to water” though he adds, modestly, that he offers moral support, only.

Is there a doctor in *Jose Portal's* house? No, not one, but (count 'em) 4! *Jose's* two children, *Jose, Jr.*, 26 and *Luisa Maria*, 28, each are docs, along with their spouses! *Jose Jr.* is finishing his 4th year of medical school at the University of Virginia, before becoming an ophthalmologist, while *Luisa Maria* is a radiology resident, also in Charlottesville. Alas, none of the young M.D.'s has yet come up with a cure for *Jose's* tennis elbow!

Deborah Conrad was happy to have a Christmas visit from her parents, sister and brother-in-law, all of whom flew east from Albuquerque, New Mexico.

Leon White ventured south over the holidays to visit his mother in Winston-Salem. He was greeted by balmy seven degree weather.

Esther Linchuck also headed south to Fort Lauderdale to help her parents celebrate their 54th wedding anniversary.

Gwen Jackson is resuming classes in cosmetology at the D.C. Beauty School. *Gwen* hopes to open her own cosmetology shop someday.

Dan and *Chris Dowd* visited *Dan's* parents in the Big Apple over the holidays.

Last but certainly not least, the flagship of Shepard Airways was last spotted making an ace landing in greater Leesburg, Florida (near Orlando). Commander *Duke* recalls that the flight featured a bird's eye view of the panoramic East Coast south of Washington, and catered, in-flight meal services (assorted apples and peanut butter and jelly sandwiches). The craft carried a full passenger load of 1, plus Captain *Duke* and his co-pilot, of course. The flight mission was to test the recently overhauled engine. After successfully braving horrific headwinds and Arctic conditions, *Duke* climbed out of the cockpit at the mission's end and concluded, in a press statement, that his Mooney aircraft did, indeed, have “the right stuff”.

Engineering

With the excellent cooperation of the Office of Administration, particularly the Office Services Section, the Engineering Division made its long planned move to the 11th floor on December 19-20. As of the first of the year the Engineers were almost completely settled in, and the new IBM XT computer is connected to the main frame and ready for business.

Their new location puts the Engineers in closer proximity to the other Direct Lending divisions, which will make communication more convenient. The move, however, is part of Eximbank's compliance with an Executive Order requiring federal agencies to reduce their office space. The Engineers contributed to this effort by accomplishing a reduction in total space occupied of 14.7%.

The Office of Administration plans to utilize the 10th floor space vacated by the Engineering Division and the Secretary's office for its ARC Section (familarly known as "files"), which will relocate from the Second Floor.

Here's how to find Engineering Division people in their new locations:

John Wisniewski	Room 1167
Charles Becker	
Cynthia Hudzina	
Diane Sherkness	
Paul Boswell	Room 1176
Joseph Ondrejko	
Gloria Lesser	
Lillian Westerlund	
Carol Arango	
James Mahoney	Room 1178
Jim Hefferon	
John Jennings	Room 1184
Robert Hughes	Room 1173
IBM XT Computer	
Engineering Library	Room 1175

—Charles Becker

MIS/EDP

Born to *Winifred* and *Victor Cruz*, on November 11, a six pound, fifteen ounce girl. Mother, father, and baby *Nicole* are all doing well.

Martha Idowicz wants to thank all of her many friends at Eximbank who showed such kindness to her following the loss of her husband in December.

Christmas vacationers included *Joe Magyar*, to the Connecticut snow, and *Satish Sheth*, to the Arizona sun.

Africa and Middle East

A&ME gives *George Donegan* and *Kit Arendt* a warm welcome back to the division.

Felecia DeLoatch has been corresponding with the A&ME Div. between laps while on AF Military Reserve duty in Texas. She said it has been an experience! *Felecia* plans to be back at work in February.

A&ME's annual Christmas Luncheon was again a huge success. Everyone brought in his or her own specialty and what a feast! Leftovers were enjoyed the next day by everyone who could move.

Asia

On Wednesday, December 14, our division had its Christmas Luncheon. It was catered by *June Fout* and everything was delicious, especially the dessert. *Ed Houston* attended. He is enjoying retirement and looks hale and hardy.

Ray Albright and family spent the holidays in Florida. They had a wonderful time with plenty of warm sun but *Ray* came back with an unwanted present — poison ivy.

Barbara O'Boyle and her husband *Pat* visited relatives in southern Connecticut over the holidays and although it was freezing it was just like a picture postcard, with 6 inches of snow on the ground.

Kyle Boesel spent her college break working in our division. She was a great help and a delight to have in our offices. We hope we will see her again before she continues her studies in London.

Teri Stumpf spent a 3-day-weekend in New York City during the holidays. She had a wonderful time and the holiday decorations and lights were gorgeous.

We hear by the grapevine that *Bob Kaiser* and family are in the process of buying their first house.

—Teri Stumpf

Public Affairs

We bade a sad and fattening farewell to *Sandy Meredith* in the Chairman's dining room on January 6 as she spent her last day at the Bank. She left to work in Arlington with a defense consultant.

Susan and *Larry Coughlin* took advantage of the Puerto Rico sun while *Larry* was down there addressing a business group between Christmas and the New Year.

Russ Boner was joined over the holidays by his son, *Andrew*, who is studying aeronautical engineering at Purdue University and his daughter *Polly*, who is an English major at Ithaca College.

Betty Dennis spent her holidays in Pennsylvania with her family.

The Sedentary Hiking Club

The most recent expedition of the SHC took place on November 19 to the Massanutten Mountain in Virginia and included *Charlie Bond* of G.E. and Eximbankers *Dick Crafton*, *Carl Leik* and *Jim Hess*.

The hardy group trekked 15.8 kilometers along the Signal Knob circuit, which originates in Elizabeth Furnas Recreation Area, the site of a charcoal-blast iron furnace built in 1836 that supplied pig iron to the Tredegar Iron Works in Richmond, noted for some of the finest cannons used by the Confederacy. The mountain summit called Signal Knob was used as a Confederate lookout to monitor the movements of Federal troops in the Shenandoah Valley. The signal was relayed along the ridge until it eventually reached Richmond.

Although the day was cold and partly cloudy, the hikers upon reaching the summit could see all the way to Winchester and the smoke from the burning automobile tire factory.

The mid-winter hike is scheduled for the latter part of January or early February.

—Amelia Abell

Office Services

Joe Charest reports that his parents-in-law are emigrating to the U.S. They left Viet Nam on January 12, via Bangkok. *Joe* expects them to arrive in Washington around the latter part of January.

Federal Women's Program

"Happy New Year everybody!" from your FWP officers. No meetings or events to report on for December, but we're looking forward to our first 1984 meeting. This first meeting is planned for Thursday, January 27, from 11:00 to 12:00 in room 915. One of our main topics: Women in Management. We also plan to talk about the upcoming 50th Anniversary and how the FWP might like to participate. We've been hearing that the Office of Personnel Management has new directives and plans for the FWP agency programs, but haven't seen anything on this yet. If there's anything available by the January 27 meeting, we'll give a report.

We will send flyers around closer to the date, but we hope this advance notice will give you plenty of time to adjust your schedule. If you usually attend the meetings, we look forward to seeing you again; if you don't usually come, why not give us a try this year? Come to our first meeting for 1984 and bring your ideas, suggestions, questions. Volunteer for a committee. What do you think we should work on, look into, or discuss during 1984?

—Lita Henley

Feature

Engineering Division Gets Access to New Information Source

"People today are overwhelmed with the volume of information available," says *Bob Hughes*, as he punches commands into the Engineering Division's new IBM Personal Computer XT. "And a picture is worth a thousand words," he adds as the figures stored in the computer's memory banks are displayed in graphic form across the screen.

Bob, who was already the division's resident expert on aircraft, has also taken over as chief operator, trainer and bottle washer on the new computer. The XT designation comes from the computer's hard disk which can store 10 million characters (compared to the 362,000 character capacity of the 5¼-inch floppy disk the XT can also use). Since Engineering moved to the eleventh floor in December *Bob* has already stored 271 files on the hard disk, using around 28% of its capacity. Of these, about half are software programs, and the other half information that *Bob* himself has fed into the XT. The XT also can tap into the information stored on the Bank's mainframe computer.

"With this new computer we can do financial spreads at a tiny fraction of the cost we used to pay when we used a time sharing facility," he notes. "We need to produce financial spreads to analyse cash flows of mining projects when we are evaluating their feasibility."

"Also, in the past, if an engineer left the bank, a lot of the industry data information left with him, stored in his head. Now we can punch that industry data into the computer, so that his successor doesn't have to re-create it."

Engineering vice president *John Wisniewski* uses the XT to develop graphic analyses of cases handled by the individual engineers in the division. By checking the case loads, he can determine how to parcel out new assignments.



Computer whiz Bob Hughes at the controls of the Bank's new IBM Personal Computer XT

In addition to the divisional information, *Bob* has also developed graphically displayed information to help BIRD in one of its sector studies.

The most eye-catching feature of the new computer is one we can't illustrate in Exim Staff Notes. The printer has a wide "rainbow" ribbon with the four primary colors, so that it can reproduce multi-colored images from the video screen on a print-out. The entire unit even has the capacity to print overlays for overhead projectors on a clear plastic sheet. There is even a camera attachment, not yet in *Bob's* possession, that hooks on to the screen and would enable him to make color slides directly from the image on the screen.

The images are not confined to bar graphs. The com-



puter can create and print elaborate images, such as the bank's seal in red, white and blue, as shown here in black and white.

We were very lucky to have *Bob* aboard to get the XT operational so soon. Computers have been this hobby dating back to his college days at Rensselaer Polytechnic Institute in Troy, N.Y., when he devoted most of his elective studies to finance, economics and computer science. He is planning eventually to run a training program to bring his colleagues up to speed on the XT.

News From The Library

As the philosopher-teacher, Amos Bronson Alcott, once wrote, "The richest minds need not large libraries."

Although we have limited space, our selection is diverse. Complementing our collection of books, our inter-library loan privileges, and our extensive list of current periodicals, we also maintain files on special topics, e.g.; countertrade, DISC, export trading companies, factoring, LIBOR, merchant banking, quality circles, listening, and even stress.

Also, if we are informed about individual special interests, we are willing to collect information dealing with your special topics.

We also have extra copies of "Business America", "Business Week", "Economist", "Fortune", and 1983 IMF Annual Reports, which you may have by calling 566-8320 or 566-8897.

So, whether you are researching a work-related topic, or are looking for a book with which to relax, come and visit your library.

Every day, in addition to the periodicals routed to individuals upon request, your Library receives many, many other publications. These are compiled on an acquisitions list which is distributed to those who have requested it. Since *Exim Staff Notes* is read by everyone, here are some selected publications received this month.

At the top of the list would be the two copies of *Washington's Best Kept Secrets*. This book was published as part of the Operation Opportunity project in which Eximbank participated with seven other government agencies. The purpose was to acquaint American companies with government programs aimed at helping them do business overseas. The book was edited by William A. Delphos, who acknowledges the contribution made by *Arthur Obester* in providing information on Eximbank's programs. The book is published by John Wiley & Sons, New York, 1983. It carries a list price of \$50 a copy, but is available to Eximbank employees at a discounted rate of \$20. To order contact *Art Obester* on 566-8990.

Other new additions to the library include:

Maturity Distribution Of International Bank Lending, first half 1983. Basle, BIS Monetary & Economics Department, Bank for International Settlements, December 1983.

Common Sense In U.S.-Soviet Trade. Edited by Margaret Chapman and Carl March. Washington, American Committee on East-West Accord, 1983.

Documentary Credits, Uniform Customs and Practice for Documentary Credits, 1983 revision in force as from 1 October 1984. Paris, ICC Publishing S.A., 1983.

East-West Technology Transfer, Study of Poland 1971-1980, by Zbigniew Fallenbuchl. Paris, Organization for Economic Cooperation and Development, 1983.

Society For International Development: Prospectus 1984. Edited by Ann Mattis. Durham, Duke University Press, 1983.

Law On Turkish Banking. Istanbul, Yapi ve Kredi Bankasi A.S., 1983.

Twentieth Century Petroleum Statistics 1983. 39th edition. Dallas, DeGolyer and MacNaughton, December 1983.

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—Theodora McGill



Eximbank Briefing Program on Nationwide Cable TV

On Monday, January 9, the Cable Satellite Public Affairs Network (CSPAN) spent the day set up in our boardroom videotaping Eximbank's semi-monthly commercial bankers' briefing session. In addition to 19 bankers and exporters, the board's new receptionist *Betsy Sims* helped make up the studio audience.

Director *Rita Rodriguez* introduced the program, and director *Dick Heldridge* gave the closing remarks. In between, a number of staff experts including *Art Obester*, shown above facing the camera, explained Eximbank's many programs.

The session was taped in full, and then broadcast in sections. Some late sleeping Bank personnel may have missed the portion that began at 4 A.M. EDT. However *Art* reports that this particular section has already elicited a response from an insomniac exporter in San Jose, California.

MART:

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