TOMORROW TODAY?

CAREERS SCHEDULE
Monday 6:30 p.m. - 10 p.m.
Tuesday 10:00 a.m. - 11:30 a.m.
1:15 p.m. - 4:30 p.m.
7:30 p.m. - 10:00 p.m.
By DOLORES COLANGELO
State News Staff Writer

Tomorrow: Today is a look to the future
By DOLORES COLANGELO
State News Staff Writer

Tomorrow Today is a look to the future... your future. Step by the State Build-
ing Monday night, Tuesday or Tuesday night and look around. You may come across just the thing to dissolve that uneasy feeling brought on by thinking about what you are going to do after graduation.

In 1966, the name of the event was changed from Career Carnival to Careers. It is an important service to students, a chance to get serious questions answered. Careers is not held in a carnival atmosphere.

Nineteen years ago, the president of the senior class suggested that the Placement Bureau invite a group of business concerns to come to campus and speak to graduating seniors about what they had to offer them.

The idea was well-received by the Placement Bureau and this year’s presentation is the result of nineteen years of growth and development.

Twenty-three companies participated in the event when it was first held in 1949. This year, 77 companies will have displays in the Union. Last year, 75 companies participated. The number of businesses attending must be supplied before the space is allotted in the Union.

Careers ‘67 has been planned and is to be executed by an Executive Board of students. The board, under general chairman Tom Jordan, St. Paul’s, South Dakota, is interested in the theme of the presentation. All the publicity and art work for Tomorrow Today has been done by the Executive Board and their sub-committees.

The Placement Bureau covers the expense of Careers and offers advice to the students planning it. But the work is theirs.

Between 12,000 and 15,000 students attended Careers ‘66. Approximately the same number is expected to attend this year.

Careers ‘67 is a recruiting effort on the part of the companies represented. It is mainly a vocational information presentation. The various industrial and business concerns attempt to inform the student of how they could best fit into a company by telling them what sorts of careers are offered within their own company. The students who wander through the maze of displays look to gain knowledge about the fields represented and perhaps find an area in which their particular talents could best be developed.

Students with a broad liberal background as well as those with specific technical training will have the opportunity to talk to public relations personnel who are very familiar with all the facets of their company. These people can be very helpful in the decision-making process that all college seniors must go through.

The larger business concerns, which may have several divisions, usually have large displays staffed by expert public relations people as well as technical specialists from one or more of the divisions. Ford Motor Company, for example, has a display from one of its divisions each year. The smaller companies may send representatives who are also recruiters. These groups may have more elaborate displays but will also have printed material about their company’s career opportunities to pass out to any interested student.

Almost all of the companies represented at Careers return in campus later in the year for formal interviews in the Placement Bureau.

The executive board of Careers attempts to maintain a balance in the companies present. There is at least one representative from all the major fields in the business world.

This year there will be five companies who have never attended before. Many companies have been here every year since the beginning of the series. Among these repeaters are the various military services. This year there will be separate booths for the Army, Navy, Air Force and the Marines.

Almost all automobile manufacturers, native to Michigan, will be amply represented.

Food store chains and department stores will be in attendance to explain their executive training programs.

Professional societies in law, dentistry, the press and medicine will have booths.

Several life insurance companies have been invited and will attend. There are also advertising agencies, stock brokers, airlines and various government agencies.

Many large manufacturers will have displays. Among them are: Whirlpool, Sears, Xerox, Burroughs and Dow Chemical. There will also be pharmaceutical manufacturers, chemical companies, and an association of police chiefs.

FACT OR FANCY?

Somehow – don’t ask us why – the word “insurance” conjures a dual image in the minds of many career seekers: the ascetic mathematician and the tenacious salesman.

This really raises our hackles, because it just isn’t so.

Sure, we have men skilled in math and sales (not like those above, we assure you), but they comprise only a small portion of our many trained and respected professional people.

Insurance actually embraces many other occupations within its structure.

For example, we have doctors, lawyers, writers, engineers, and specialists in electronics, office automation, investments, and methods and procedures to name only a few.

Simply stated, an insurance company provides career opportunities for college graduates of every talent, temperament and tendency. Specialized training in a specific field is not necessary. We are not concerned with major fields of study. What is required is an alert mind, a willingness to work and a desire to go places in a fascinating and steadily-growing business; a business which incidentally offers not only substantial financial rewards, but the satisfaction that comes from providing a necessary service to the public.

VISIT THE AETNA LIFE AND CASUALTY BOOTH
AT CAREERS ’67
AND HEAR
ABOUT THE 27 DISTINCT CAREER AREAS OPEN TO MICHIGAN STATE GRADS
Automation builds minds

By CAROL CORRIERE

"How much money will I be earning 10 years from now? Will I even have a job?"

These two questions are foremost in the minds of many students who will attend "Careers '67." To get at the heart of their problem, it is necessary to determine how work will be defined in the future. Despite the recent tendency to emphasize scientific learning, Thomas Early, assistant director of the Placement Bureau feels a college graduate in any major field has very little to worry about. The liberal and broadly educated man will be most in demand as the worker of the future.

Automation's promise of a world free from mental and thoughtless labor is rapidly becoming a reality. However, the misconception that work will be eliminated should be recognized as totally wrong. As a matter of fact, work under automation will probably be harder than any other mankind has known. It will be the work of thought, involving greater responsibility and a more informed mind than ever before.

This is the reason that the engineering major is required to take at least a basic humanities-type course and the English major must know something about natural science, and why business' interest in the general liberal arts major has steadily risen in the last few years.

The inquiring mind of the broadly educated man is also sought, because of the rapid increase in knowledge anticipated in the years to come, every man in a responsible position will need to be learning constantly.

Many companies have already realized this and have begun to encourage their employees to return to school. Corporations are not only paying the costs of education but also paying the worker to learn.

Projecting this into the future, one can envision a 40-hour week consisting of 30 hours of work and 10 hours of study. The old dream of individual pursuit of knowledge throughout life will probably become a reality.

But what about the material side of life? A college graduate should have more to look forward to than a continuous study...

For the last few years, incomes of college graduates have been increasing at a rate of five per cent per annum. On this basis, the student graduating today should be earning $20,000-$24,000 a year by 1987. In spite of rising cost of living, this is a substantial salary.

So the future of the college graduate seems quite secure. He will not only be earning a worthwhile salary, but will practically be insured of a job.

Peter Benequista, a Manager of Substrate Process Engineering at IBM, says:

"Want a company where bright guys can leapfrog ahead?"

Then see IBM on campus October 12th or 13th!

Sign up for an interview at your placement office—even if you're headed for graduate school or military service.

Join IBM and you'll launch a career in the world's fastest growing, fastest changing major industry—information handling and control. This growth is one of many reasons young people can move ahead at IBM. (We have over 5,000 more managers today than we did less than four years ago.)

You'll work individually or as part of a small team (two to six people) no matter how large your project. That means you get quick recognition of achievement and also a strong sense of personal contribution.

You can stay technologically hot. You'll have an opportunity to do state-of-the-art work in many different technologies or computer applications.

IBM makes it easy to continue your education. One program, for example, pays tuition and fees for qualified applicants while you work on your Master's or Ph.D.

Where would you like to work? We have 19 plants, 21 laboratories, and over 250 offices throughout the U.S.

We'll be on campus to interview for careers in Marketing, Computer Applications, Programming, Research and Development, Market Analysis, Customer Engineering, Finance and Administration. Come see us.

If you can't see us on campus, write to Mr. J. J. Regan, IBM Corporation, 100 South Wacker Drive, Chicago, Illinois 60606.

Peter Benequista graduated with a B.S. in Mechanical Engineering in 1964. He started in IBM's Systems Development Division as a Junior Engineer. Less than two years later, he was promoted to Manager of Substrate Process Engineering at a major IBM plant.

An Equal Opportunity Employer.
Interview keys: attitude, naturalness

Previous preparation plus a little seriousness rate high on the success scale of those preparing for job interviews.

According to Thomas Early, assistant director of the Placement Bureau, "attitude" is one of the most important ideas to be considered.

He said a student should come to the Bureau because of curiosity about the student's future and where he could fit in a particular firm.

Early gave these tips:
---be natural, prompt and neat.
---know your own habits.
---carry out promises and ask relevant questions.
---avoid the employer an opportunity to express himself.
---survey company ratings objectively and follow procedures.
---make yourself understood, but also listen to the interviewer.
---present a good resume of yourself and previous work experience.

Many students wonder about the appropriate way to raise the question of salary. Generally, it is best to let the interviewer bring it up. If he neglects to do so, Early suggests saying, "We haven't mentioned salary yet—would you care to mention it at this time or discuss it at a later date?" Applications should be neat and comprehensive. They are usually the same forms which the interviewer refers to during the interview.

MSU offers an information form upon completion of registration each term, which Early recommends seniors to fill out. It is filled out at the Placement Bureau and immediately available should a student sign for an interview.

Free to all seniors is the College Placement Guide, also available at the Bureau. It gives a resume of the best way to conduct job interviews, as well as providing information on many U.S. firms, their location and products.

---think of your potential service to the employer.
---don't evaluate yourself or mislead the interview.
---don't freeze or become nervous.
---don't present an extreme appearance, become important or emotional.
---don't talk too little or too much.
---don't oversell your case or draw out the interview.
---don't make dishonest promises and come unprepared.
---don't try to be funny.
---don't speak or fidget with glasses, pencils or pens.
---don't give the employer the impression of being on the firm's management philosophy, nature of training program, company requirements and the number of MSU graduates employed.

Interview trips:

COME TO CRAVEN

We've got complete listings of when planes leave Lansing and when they arrive at wherever you are interviewing. Stop by our office and we'll help you plan your itinerary and get the tickets for you. No extra charge for reservations and tickets! It's easier when you come to CRAVEN.

Anywhere—Anytime

CRAVEN TRAVEL SERVICE

317 M.A.C.

Form for the future

This prospective job candidate fills out an application form for a job interview at the Placement Bureau. Representatives of Careers '67 will be interviewing students for positions during the year. State News photo by Meade Perlman

before you take the plunge

COME IN (ON THE 9TH & 10TH OF OCTOBER) AND DISCUSS WITH US THE OPPORTUNITIES OFFERED AT GENERAL FOODS.

To Michigan State graduates we offer challenging careers in sales, production, engineering, marketing, finance (controller, data processing, information systems), personnel and research & development.

The door is also open to all other students who wish to discuss their preparation for a future with G.F.

GENERAL FOODS CORPORATION, WHITE PLAINS, N.Y.
We want you first.

If you're about to graduate and you're eligible for the service, there are some companies around that will take a dim view about hiring you. It doesn't pay, they say.

We don't feel that way at Mobil. If we want you, and you want us, we'll hire you right now.

When you get out of school, you can go to work. When you have to leave for the service, we'll give you a leave of absence. And when you get out, you can come back to us.

Right now, we need all kinds of good people: engineers, geologists, geophysicists, accountants, financial analysts, sales representatives, chemists, programmers and systems analysts. And a lot of other people we don't have space to list.

We'll be coming to your campus soon.* If you'd like to talk things over with us, we'd like to meet you and discuss both of our futures. The way we look at it, anyone worth hiring in the first place is worth waiting for.

Mobil.

*October 24th and 25th are the dates. Your placement or guidance counselor can tell you the time and place. Or if you can't make the those days, you can call with Mr. Robert W. Brocksbank, Manager Recruiting, Mobil Oil Corporation, Dept. 2028, 1501 E. 42nd Street, N.Y., N.Y. 10017. For further information.
**MARKETING**

Xerox offers free copies, many jobs

By LINDA BODNAR
State News Staff Writer

Xerox Corporation's display at Careers '67 may be a favorite coffee-break spot for other business representatives.

Two in the hand...

With the help of the Xerox 2400 duplicator, two hundred is more appropriate. This secretary illustrates the ease of operation while carrying on a phone conversation, with her boss, no doubt.

State News photo by Jerry McAllister

**Astronomers, salesmen, designers, programmers, chemists, psychologists, writers, sociologists, economists, metallurgists, artists, accountants, physicists, mathematicians, etc, etc, etc.**

That's what General Electric is made of.

General Electric is made up of a lot more than just engineers — because it takes a lot more than engineers to tackle the problems we deal with. Like helping to unsmear traffic jams in our cities, fighting air pollution or finding new ways to provide power for underdeveloped nations. It takes sociologists, meteorologists, astronomers, writers — in fact, it takes people with nerve, gumption, intellectual curiosity — people who care about what happens to the world. So it's not only your major we're interested in. It's you. Why not see our interview when he comes to campus and find out whether you're the kind of person General Electric is made of.

By LINDA BODNAR
State News Staff Writer

Xerox Corporation's display at Careers '67 may be a favorite coffee-break spot for other business representatives.

There, by merely presenting a business card, they can have any business material reproduced free on Xerox's new 3000 copier which makes 40 copies a minute.

Xerox's recruiting team, which will include eight or ten Midwestern alumni, will also be looking for liberal arts and business majors, or anyone interested in a marketing career, to fill positions in marketing and administration.

Both permanent and summer jobs are open, according to L. A. Shah, Xerox representative.

Marketing and administration are the main areas of demand in Lansing, Shah said, but many other types of jobs are available through Xerox's home office in Rochester, N.Y.

A graduate joining the Xerox sales force would start work in one of about 100 field locations. He would be given intensive training, be placed on a marketing or account team, and would probably be a territory representative within six months. From there he could work his way up to a managerial position, or join the Rochester staff in one of a number of marketing research or planning positions.

The Xerox Corporation has grown very rapidly in the last decade, Shah said. Its net sales have increased fifteenfold, to over $250 million in 1966, and its employment has increased to over 20,000.

Since the development of its first office copier, the Xerox Corporation has expanded its operations into many other areas of graphic communication.

The company now makes machines which enlarge and reduce copy for easy storage and location and which transmit copies long-distance. Xerox is also looking for new office applications of its copying methods.

In addition, Xerox has subsidiary in aerospace, optical systems, publishing and education. University Microfilms Ltd., for example, makes library microfilm systems, while American Education Publishing produces supplements for elementary and high school students.

Overseas, Rank Xerox serves Britain, Commonwealth countries and Europe, while Fuj Xerox serves Japan and Asia.

**Dow display analyzes breath**

Dow Chemical Company's display at Careers '67 will feature an infrared spectrometer. A new method of use for this instrument was developed by a team of scientists at Dow's Midland plant.

The infrared spectrometer performs breath analysis to determine chemical gas exposures. Its use will be chiefly in industry. If an employee were to breathe unknown fumes or if the exposure were to go undetected, the infrared spectrometer will analyze the breath of an individual and give a reading of the breath content.

In a more mundane vein, the instrument can tell whether the subject is a smoker by determining the carbon monoxide content of the breath.

This handy little machine can also tell on someone who has had one or two martinis.
THE NEW BREED

Outlook for grads: training

What does the future hold for those who wish to become junior executives or middle managers? How does the traditionalivy league prestige, change with the times? What educational and career paths are open to students who wish to become junior executives?

A variety of career paths and training programs are available to prospective employees. The diversity of the career paths, which average 30 weeks in length, varies with the company. Some of these programs are designed to give the individual the opportunity to work in any area of the company that is within their field of interest and responsibility. Ford Motor Company offers the new graduate a graduate program which lasts two years.

There are specific job assignments within the company's field that are related periodically so that an individual will work throughout the area. Each successive assignment carries with it more responsibility and the opportunity for advancement through achievement.

An area of interest to the individual is the opportunity to work with the company's recruiting staff. "Ford is looking for people with goals, articulate people who like to work with other people and have demonstrated academic achievement." In the area of career interviewing, Perrin stressed Dow's "enjoyment of hiring young people as a source of ideas."

Tomorrow Today: 80 Represented

"Tomorrow Today," 8th in the series of annual career carnivals, presents invaluable opportunities to students in a student created, organized and oriented booth format.

Originated by Ed Pino, president of the class of '49, the idea was first proposed to Thomas King, then director of the Placement Bureau, in April of '49. The idea was expanded by the committee until the final 35 organizations, in the form of a panel discussion, were represented.

Representatives to the panel were extremely impressed with the assistance they could give students. They stressed, in fact, that they asked to return the next year.

Sponsored by the Placement Bureau and organized by students, the carnival grew each year, becoming one of the school's major annual events. However, since not all interested students could attend the panel, the carnival's panel discussion format was changed.

Today approximately 300 representatives from 80 organizations attend. They are invited to return the next year. A few new groups are invited each year, assuming that some of the year's companies will be unable to attend because of schedule conflicts.

Due to lack of space, a maximum of about 80 organizations, with size of their displays limited, can appear at the carnival.

Prospective Graduates.....

Michigan Department of Civil Service invites you to visit its booth at the careers '67 tomorrow Today exhibit October 9 and 10 to discuss interesting and well-paying career positions.

An Equal Opportunity Employer

Join me as an Airline Stewardess

Paris...London...Rome...Tokyo

If these world capitals sound exciting to you...why not join the big wide wonderful world of Pan Am as a Flight Stewardess...

Immediate overseas flights are yours after only 5 weeks training.

Must be single, Minimum Age 21 Height 5'2" to 5'9" Weight 105 to 180 lbs., Good Health, Good Vision. Knowledge foreign language necessary.

Excellent Salary and Benefits Include: 2 Paid Vacations, 100% Travel Discount, 30 days Vacation Per Year

Positions are based in: New York - Miami - San Francisco - Seattle - Washington - Chicago

Interviews will be conducted Thursday, October 12th. For interview appointment call PAN AM Detroit District Sales Office (313) W03-0800

An Equal Opportunity Employer

PAN AMERICAN WORLD'S MOST EXPERIENCED AIRLINE
Copy of a page from a newspaper article, dated October 9, 1967, discussing foreign programs available. The article includes a section titled "Career '67" and mentions various career opportunities and programs, including the MSU Office of International Extension. The text also mentions the need for students to be aware of international programs and the benefits of participating in them. The article highlights the importance of understanding and preparing for postgraduate opportunities, both academic and non-academic, and the importance of proper preparation. The article concludes with a call to action for students to participate in these programs and gain valuable experiences.
IBM offers wide job spectrum

Representatives of the firm that gave today's secretary a new lease on life will be offering MSU students similar opportunities at Careers '67.

"When people think of IBM," said Robert A. Homan, IBM marketing manager, "they think of businessmen in white shirts." But, Homan points out, IBM is a diverse organization offering employment to graduates in all fields, not merely in business.

IBM is organized into 10 divisions, and each requires specially trained employees. IBM's Field Engineering and Plant divisions are looking for employers with engineering degrees. The Personnel division needs people trained in such social science fields as psychology, and the Office division needs people trained in the liberal arts.

IBM, which began in 1917 selling such items as meat cutters and small computers, has grown to the sixth largest corporation in the United States. IBM does a yearly business of about $4.5 billion.

According to Homan, IBM is the biggest educator in business today. New IBM employees begin with an 18 month training period in which formal IBM classes are combined with work experience.

It addition to its domestic operations, IBM has branches in 56 foreign countries. Prospective employees who desire foreign employment may apply through World Trade, a subsidiary of IBM.

The Quiktram Terminal, operating on the principle which made IBM a household word, will be the feature of its display at Careers. Based on the typewriter, Quiktram is a remote control device used to send data directly to computers in distant areas which are solving federal, engineering and educational problems.

College is a waste of time...

...unless you find a job that turns you on and makes good use of your education. Inland Steel wants only people who want to use everything they've learned in college—and strongly desire to grow personally and professionally.

Inland's future depends on the creativity and productivity of its people. If you want a really challenging opportunity to contribute—with the rewards and responsibilities that go with it—Inland wants to talk to you.

We need action-seeking graduates with degrees in most fields for management opportunities in sales...production...research...engineering...finance...administration...or you name it.

Think it over. If you have high aspirations and a good record, take time to find out about a career with us.

For information, see us on campus.

OCTOBER 20, 1967

INLAND STEEL COMPANY

Joseph T. Ryerson & Son, Inc. Inland Steel Products Company Inland Steel Container Company

An equal opportunity employer
Service presents challenge

By JENNY POPE
State News Staff Writer

One might be interpreting petroleum statistics in the Middle East and the next be attending a formal cocktail party with Asian royalty. He could be discussing the economic possibilities of an emerging African nation or find himself one night the object of a foreign, stone-throwing anti-American mob.

There was a time—a little over 40 years ago—when you could gather the entire U.S. Foreign Service on the steps of the old State Department building next to the White House. The number of Foreign Service officers has increased along with their role in today's interdependent world.

There are now 3,000 Foreign Service officers, as compared to 633 in Calvin Coolidge's day. While the basic Foreign Service assignment remains the same—"to execute the foreign policy of the United States and to report developments that may affect that policy"—it encompasses more in a time when foreign policy includes military and economic assistance, commercial and cultural relations, Force Protection Operations and intelligence operations.

Most Foreign Service officers (FSOs) agree that an undergraduate liberal arts background is the best preparation for a Foreign Service career.

The first step toward a Foreign Service career is the official written examination, one out of five who take the exam pass it. The test this year is offered in Lansing, on December 2.

The test is broken down into three major areas: general ability, English expression and general background. In addition, the candidate must choose one of four specialized examinee history, government, social science and public affairs administration and management, economics, finance, labor or international commerce and marketing.

If the written exam is passed, there follows a two hour oral test. A three man examining panel questions the candidate on a wide variety of subjects, with special emphasis on our country as well as international affairs. He is judged primarily upon ability to apply reasoning to hypothetical problems and to formulate thoughtful, clear and concise responses to questions.

If the oral exam is passed, the State Department begins a security check which may last several months.

After a few months training in Washington the junior officer is entered as a class officer and sent to a foreign post or embassy. After the first assignment, generally lasting two years, a second assignment is assigned.

Jobs also cover the areas of budget analysis, speech therapy, urban planning, social work, instruction management and property appraisal.

One unique job is in that of the "right-of-way" buyer, who negotiates with property owners before purchase. A job for government and state highways.

Other categories consist of insurance examiners, accountants, and department of state workers in investigations.

Pay for these careers start at $7,000, before taxes for BA holders, $7,950 for those with MA/PhD.

The number of vacancies will vary from year to year. No specific test is required, except a personal interview. Other jobs require both the exam and interview.

Your Career's At Stake!...

Talk it over with the Johnson-Johnson representative on campus

Opportunities are available:

- Production Superintendents
- Plant Engineers
- Accountants
- Electrical Engineers
- Industrial Engineers
- Design Engineers
- Chemical Engineers
- Packaging Engineers
- Chemists
- Salesmen
- Maintenance Superintendents

EDITOR'S NOTE: A new breed of what once was dubbed the rarest of birds, Discipulus perpetuus, has undergone rapid reproduction in the past several years. Following are a few notes, not to be found in your local Who's Who.

If you just can't find the right career, there's always a place for you as a perpetual student.

This is not to be confused with the professional student, that creature found intermittently in the academic vicinity of the university. His life revolves around his personal education.

The perpetual student, however, is more on the periphery of academia, and is a more political animal. His career is with the National Student Association, and he works for, and occasionally represents, the student amateur and professional student.

The NSA perennial student may picket with Long Island University student rights workers; negotiate behind the scenes of the student movement at Berkeley; help establish a discourse program in East Lansing, or aid in the presentation of a dialogue on Viet Nam on national hook-up radio.

The qualifications for this career vary with the individual. The perpetual NSA student is usually an articulate speaker capable of stirring a crowd of several hundred students of small Catholic women's schools to a standing ovation; he is usually found balanced to the left of the political spectrum, and is well-versed in student rights, educational innovations, national affairs and political methods.

His home is, appropriately, Washington, D.C., for the duration of his career. There, in the shadow of the federal government offices and, occasionally, in the pages of the Washington newspapers, the NSA perpetual student conducts his business and concerns with students of the United States—yes, if they are members of NSA.

The duration of the perpetual student career varies with the desire and stamina of each student who cares to perpetuate that career. After all, how long can one endure listening to student problems and combating university administrators?

The perpetual NSA student may be elected or appointed to committees, to executive offices, or be in on a staff which works in areas from frugal entertainment to frugal price programs. All at an annual budget of $700,000.

The salary, however, is not overwhelming. Some perpetual students thrive on $4,500 a year, while others get along with only travel and expense accounts. But there are fringe benefits in the form of draft exemptions, close association with various and sundry government agencies, and a travel budget which takes him to trouble spots (i.e., colleges and universities) across the country.

If he's more the homebody sort, an administrative post in the shadow of the White House and Georgetown's antique shops will assure him carte blanche among the in crowd, providing he's an (alas) firm card carrier.

In short, the NSA perennial student makes the campus student leader look like the short stop on a kindergarten little league club.

For further information, contact your nearest agent. It's as easy as NSA, CIA or FBI.

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Lazarus

gives job information

Shopping around for a job?

Representatives from Lazarus Stores Inc., a member of Federated Stores Inc., will be at the marketplace of opportunity, Careers '67, to answer questions from job-hunting students.

A member of America's largest department store chain, Lazarus, located in Columbus, Ohio, will send Jack Barnett, director of executive development, here to answer questions concerning the store and display, store stores, interior and exterior store shows, buying trips in Europe, as well as other information concerning possible jobs that will be available.

Interviewers, who have screened here for several years, will be on campus Nov. 7 and Feb. 13-14. Fall term interviews here will be mainly interested in December graduates. Five other schools are also used as interviewing grounds for future employees, ranging from Michigan to West Virginia.

Students in the College of Business, including merchandising, accounting, marketing, management and retailing majors are Lazarus' primary interests. They also consider some liberal arts majors.

Lazarus hires about 40 students a year for an executive training program, which is both formal and informal and includes on-the-job training lasting from 12 to 15 months. Trainees may work to positions of buyers as well as other executive posts in numerous departments.

Promotions from Lazarus are also available through Federated's other divisions, Hudson's and Saks in Chicago; Abraham & Strauss and Bloomingdale's in New York.

Lazarus is the largest department store in Ohio. Both the present chairman of the board and the chairman of the executive committee are Lazarus names, and began their careers in the Columbus store.

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Chemists - B.S. M.S. & Ph.D.

Career opportunities for basic and applied chemical research and development in diversified fields.

ORGANIC -
Structure, synthesis, derivatives; basic and applied research.

PHYSICAL -
Polymer structure; solution and solid state properties.

BIOCHEMISTRY -
Proteins, enzymes, natural products; isolation, structure, and properties.

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Sign up for an interview with our representative

October 27, 1967

Northern Utilization Research and Development Division
1815 North University Street
Peoria, Illinois 61604

An Equal Opportunity Employer

U.S. Department of Agriculture, Agricultural Research Service
Come with us and do something meaningful.

Rack up paper clip after paper clip. As you enjoy the painful search for new ideas. To what end? The satisfaction of getting involved in a company already deeply involved in the world and its people.

Our Farm Centers help boost productivity at home and feed the world abroad. Our petroleum products are prime movers on earth, in the stratosphere, in the ionosphere. Our Total Energy applications provide economical power, heat, and light to more and more people.

The world-wide demand for new products and applications is constantly accelerating. We’re meeting it with new answers to old questions and unique solutions for unique problems. We need your answers, your solutions. In Research and Development, or Manufacturing, or Marketing, or Administration. And we’ll give you the time, the stimulation, the opportunity you need.

And we don’t skimp on paper clips.

If you cannot visit our booth at the Career Carnival, we will be interviewing on campus Oct. 18 and 19.

STANDARD OIL DIVISION
AMERICAN OIL COMPANY

An equal opportunity employer.