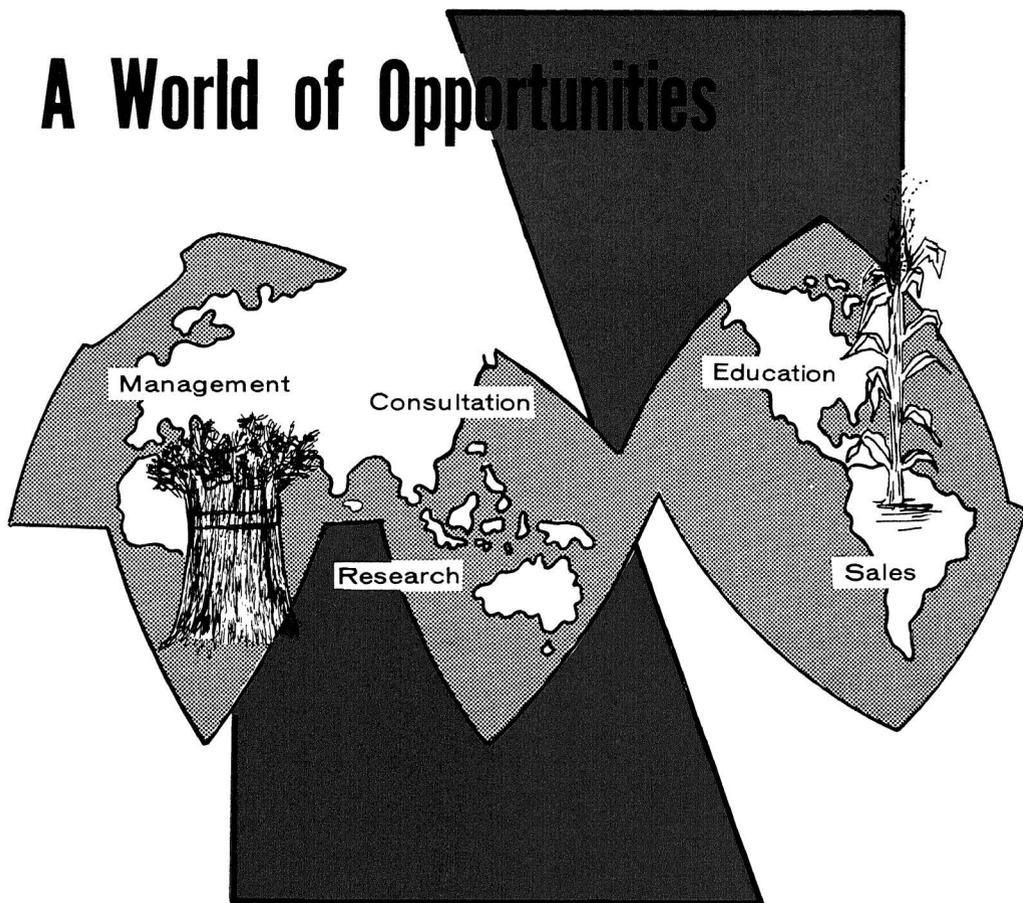


International Agriculture

A World of Opportunities



Philip F. Warnken and Theresa Flaim

SR 112 June 1969

Agricultural Experiment Station
University of Missouri - Columbia

Photographs courtesy of Foreign Agriculture

Preface

Not many college-trained agricultural specialists consider one of their most adventuresome opportunities when choosing a career—international agricultural employment. One reason is that such employment information is not readily available. The 1969 College Placement Annual, for example, lists no more than a dozen entities specifically offering international opportunities for agricultural specialists.

Information from other placement or employment services is similarly limited. Yet, innumerable international positions are left unfilled each year. What persists, therefore, is what economists term an “imperfect market.” Agricultural specialists search for internationally related positions which seemingly do not exist while international employers often find limited success in their recruitment efforts.

Purpose of this bulletin is to aid in closing this void. It represents the first comprehensive attempt to survey and inventory entities employing agricultural specialists in internationally related work. It was originally initiated to satisfy (1) needs of numerous students and experienced professionals seeking internationally oriented positions and (2) needs of the University of Missouri - Columbia College of Agriculture for information on international employment demands for a curriculum review. These needs were met by the study. But as information accumulated, it became apparent that it would also be useful to a wider audience.

A word of caution is necessary in interpreting the information compiled: *This listing does not in any way imply that these entities are presently recruiting for the positions noted.* Where specific openings existed at the time of the survey, this is mentioned in the descriptive paragraph. These cases are noted only as a service to the employers. Otherwise there is no intent for this publication to serve as a direct placement service.

Information was collected via a one-page survey questionnaire sent to 700 different entities. Returns were received from 570 entities, yielding an 80 percent response. This information was supplemented and checked with additional information from annual reports, brochures, and other sources. No information has been included from entities that did not respond to the questionnaire. Accuracy of the information is totally dependent upon data obtained from the respondents. While every precaution has been made to assure accuracy, there may be occasional misinterpretations of information received. Thus, due to the data collection and analysis approach, neither the authors nor the University of Missouri - Columbia assumes responsibility for errors in this report.

Several problems arose during the research which are reflected in the report. The diversity of activities carried on by the entities surveyed complicated

reporting. Thus in some cases information obtained is quite complete while in other cases it is rather general. The same difficulty also applies to over-all data completeness and accuracy. Not all entities employing agricultural specialists internationally have been included. Only U.S. private organizations were included in the survey. And several entities have probably been simply overlooked. Still others known to employ agriculturists internationally chose not to respond to the survey. In other cases, the information obtained was either too vague or too incomplete to be included. Omissions and errors will be noted. Reader comments and suggestions on additions and changes are welcomed.

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International Agriculture

A World of Opportunities

PHILIP F. WARNKEN AND THERESA FLAIM

The world's spiralling population growth, rapid urbanization, and sustained industrialization drive is creating unprecedented demands for improved human skills and knowledge. In no other area are these needs more urgent and demanding than in agriculture, the world's largest and most basic industry.

Developing countries alone presently require an estimated 400,000 trained agriculturists. In many developed nations, an average of three jobs are open to every agriculturally trained university graduate. Clearly, at no time in history have agricultural specialists enjoyed such a diversity of opportunities; and of the varied alternatives, no other employment area appears to offer such potential for rapid growth and diversification as that of international agriculture.

The specialized skills and knowledge of agriculturists are in increasing demand by such international employers as U.S. and foreign governments; farmer export associations; educational, research, and technical institutions; and international agencies. Numerous indicators confirm this. U.S. world companies—many of which are agriculturally oriented—are growing at annual rates exceeding 10 percent. As a result, U.S. direct investments abroad have grown more than 600 percent in 20 years and the value of output in these facilities is five or six times larger than total U.S. exports.

The U.S. Government is a major employer of international agriculturists. The Department of Agriculture presently has more than 300 U.S. specialists abroad working under USDA/AID programs. More than 1,300 have worked on such projects since 1960 and each year has marked a stronger demand for their skills.

During the past 10 years, the number of agriculturists from U.S. universities working on AID projects has grown to more than 1,500 professionals. Hundreds more have become involved in international research, study, advisory, and consultative work under other auspices. More than 200 other entities are routinely employing agricultural specialists to meet the growing demands of their international operations.

Clearly, the past few years have shown a rapid growth in international agricultural employment. All indicators point to even greater growth in the future.

A major purpose of this publication is to call attention to some of these opportunities in international agriculture. The listing is by no means complete. However, it is sufficiently representative to provide useful information to agricultural students and professionals interested in international employment.

Due to the constantly changing employment needs in this field, the publication cannot serve as a catalog of currently available positions. Rather, it lists entities which, at the time of the survey, were employing or anticipated employing agriculturists in their international operations. Research indicates that most of these entities will, over time, have continued or increased need for such personnel. Thus, while this report cannot serve as a direct employment guide, it can point out the personnel needs of varied international employers. Those interested in more specific information may inquire directly to the addresses at the end of each descriptive listing.

The report is organized for convenient use. Information is broken down into 11 different sections. The section on "Breaking Into International Agriculture" discusses the different routes which might be taken to enter this field of employment. The sections numbered I through VIII briefly describe and then list positions for different employer groups. Individuals with preferences for specific types of careers will find these sections useful in detailing positions within each employment category.

Those interested in doing further research can turn to the section on "Where to Get More Information" which provides additional references.

The index provides a table summarizing the listings of all 240 entities included in the publication. This can be used as a quick reference for identifying and comparing the varied positions described in the text.



Breaking Into International Agriculture

The international employment market for trained agriculturists is a rather specialized field of agricultural employment. It has several unique aspects, compared with established domestic employment markets. One important one is that information regarding international agricultural positions is limited. This is the case because recruitment tends to be done on a person to person basis rather than through the public-oriented recruiting programs used for many domestic jobs.

Another difference is that the man is often matched much closer to the job and the job to the man than is the case domestically. This occurs due to the specialized nature of the employment and its requirements for certain unique skills.

A third difference is that, since the international employment market frequently requires specialized skills or experience, it is relatively more difficult to enter than the domestic employment market.

Taking these three aspects together, it is fair to say that the international market is more closed than the market for domestic positions. But it is closed only for those who lack either the required skills or experience. Once one has obtained these skills and/or experience, opportunities are numerous and diverse.

The novice interested in such positions thus faces the dilemma of not being able to find an internationally oriented job because he has no experience and of being unable to gain experience without first working in an international job. While there are no shortcuts to entering this field, it is helpful to know what skills and capabilities employers seek when filling international positions.

Employer experience has indicated that to perform effectively in an international position, one must have capabilities and skills beyond those required for most domestic positions. Distilled to basics, the single most important characteristic is that of being able to effectively perform and communicate his own specialized technical skills within a foreign cultural environment. This ability to adapt readily to a new environment cannot be overemphasized. It requires a personality which is both flexible and adaptable since working conditions may be significantly different than within the United States.

Knowledge of the host country's language is obviously a fundamental prerequisite to bi-cultural communication. Such knowledge is also helpful in gain-

ing exposure to differing cultural or social aspects. But language capability alone is insufficient preparation for most international positions. Required in addition is a realistic perspective of the country's historical, cultural, political, and social dimensions. Seldom can a truly relevant perspective be obtained unless one has had actual experience in a foreign country.

That this kind of knowledge, coupled with an adaptable personality is a necessity for international positions is illustrated by many employers' insistence upon hiring only internationally experienced personnel. Employers seldom have difficulty in finding highly skilled technical specialists. Finding such skills coupled with the capability of effectively translating them to the demands of a foreign environment, however, is another matter. This, then, is the reason why individuals with experience in the Peace Corps, International Voluntary Services, and similar agencies are looked upon favorably for international positions: They have had relevant experience and cultural exposure.

While the route to specific positions varies greatly with the individual and the position, virtually any previous international exposure is desirable. Peace Corps or other similar experience is relevant in nearly all cases since both language capability and cultural orientation are obtained in training programs and on-the-job experience. Religious groups often offer summer programs abroad. National and local YMCA groups have special summer work/study programs. Many universities have opportunities for spending a semester or more in a foreign country's university. And numerous individuals find summer international work through the many programs offered in advertisements found in national magazines. Not all of these various opportunities prepare one for employment internationally, yet many can provide worthwhile cultural and language orientation.

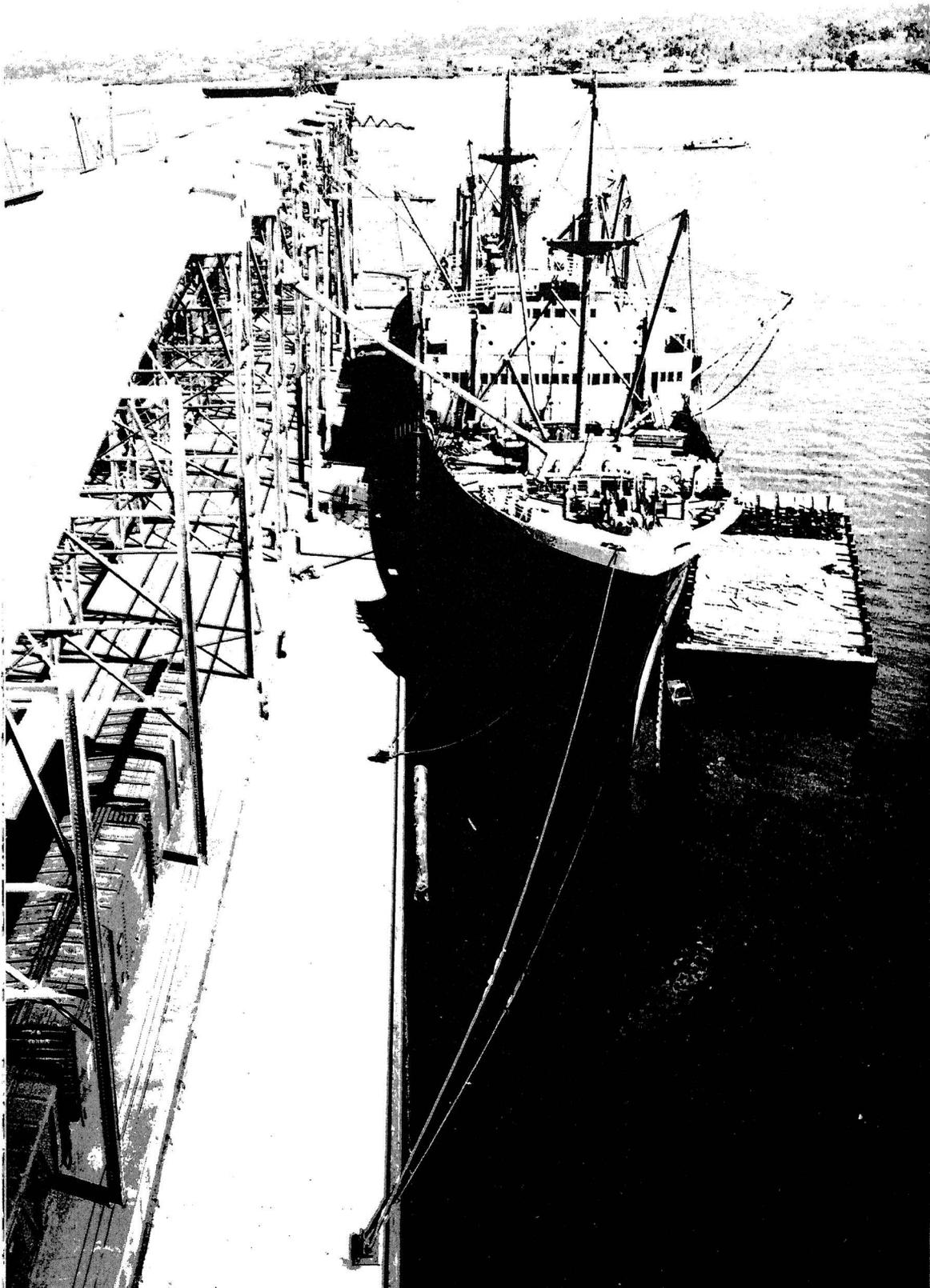
An increasingly common means of entering positions requiring high level training is to obtain international study and research experience while engaged in post-graduate study. These opportunities vary with the university and the specific field. In the field of agricultural economics, more than 25 percent of the doctoral degrees conferred in 1968 were granted to students who wrote their dissertations on an international subject. Many of these students gathered data and did their research overseas. Such training and experience qualifies a student particularly for international positions with consulting firms, foundations, international agencies, the U.S. Government, and universities.

International positions with private firms normally require a period of training within the States. R. E. Johnson and Associates, a Chicago employment-placement firm in the international market, reports that such jobs are frequently entered via the export field "... where the trainee learns how to sell through corresponding and quoting, and becoming involved in sales promotion and other functions such as credit, dealer and distributor appointment, market studies, etc. Travel usually develops later, and this in turn can qualify the man for an overseas based assignment."

While there is no substitute for actual international experience as a means to obtaining a career position, there is much you can do within the U.S. to enhance your international capabilities. Both students and established professionals can enroll in language courses and other internationally oriented course work. Private language schools can be found in every major U.S. city and smaller cities offer night classes through local high schools, colleges, and universities.

For the person willing to invest more heavily in his international preparation, two private institutions offer specialized programs. The Thunderbird Graduate School of International Management (formerly the American Institute of Foreign Trade) in Phoenix, Ariz., offers both language training and international course work plus direct placement opportunities in the international field. The NTL Institute of Applied Behavioral Science in Washington, D. C., concentrates on training technical specialists in the complex dimensions of foreign environments. Study at either of these institutions offers background for future international positions.

In summary, although the market is somewhat more closed, international opportunities are numerous, diverse, and growing year by year. For the person willing to invest in the relevant skills and capabilities, many interesting positions will be available. Once established, the opportunities become even more plentiful, leading to the assurance that one can look forward to a satisfying and productive career in international agriculture.



Section I

Industrial, Manufacturing and Distribution Firms

These firms have branch offices and operations in every part of the world. More are located in Latin America, Europe, Mexico, and Canada than in Africa, the Near East, and the Far East.

The type of person that is hired for international work with these companies usually has a B.S. or an M.S. degree in any one of the agricultural specialties. Chemical and pharmaceutical companies commonly employ persons with a D.V.M. degree. Although the Ph.D. degree is in about half as much demand as the B.S. or the M.S., it is preferred for higher level positions involving research.

Positions are usually in sales, management, or research but often include marketing, production, technical service, large scale farming, and feasibility studies. Assignments almost always entail long-term residence abroad. These firms have less demand for the short-term specialists than do agencies in other categories.

A foreign language is preferred in almost every case, though it is not always required. In instances when proficiency in a language is not a prerequisite to employment, it is common for the employer to expect the applicant to make every effort to learn the language shortly after he is hired. This is especially necessary when U.S. trained managers must work with local employees. Spanish is twice as much in demand as any other language; French is second, with German, Italian, Portuguese, and other European languages being required far less frequently. Of the Eastern languages, Japanese is most commonly preferred. French rather than native dialects is commonly used in Africa.

Most companies do not require previous professional or international experience, but general experience in areas related to the activities of the particular firm is very useful. A farm background is regarded as helpful in most cases; Peace Corps and other related experience is highly desirable. The general ability to get along well with co-workers is, of course, important.

And finally, most organizations in this category require that the applicant become fully acquainted with the company before he is transferred overseas, particularly in higher level positions. This can vary considerably, however, with the particular circumstances. For specific information on each firm, refer to the individual summaries.

ALBANY FELT CO.

produces paper products such as paper machine felts, and employs pulp and paper technology graduates in its overseas operations. This company offers employment in Canada, Mexico, Australia, England, France, Holland, Sweden and Finland, and a knowledge of both the country itself and its language is required. Graduates with a B.S. or an M.S. degree and who also have had previous paper mill experience (either full, part-time or summer) are utilized for positions in sales, management and research. Foreign jobs are available after having completed the company's training program. For further information, please contact Vernon H. Bailey, Asst. Dir. Ind. Rels., Albany Felt Co., Box 1109, Albany, N. Y. 12201.

ALLENBERG COTTON CO.

produces raw cotton in Germany and Mexico. Employment involves long-term residence abroad and short-term project work abroad. They utilize persons with B.S. degrees in agricultural economics. Previous international experience is unnecessary; Spanish is preferred. Employment information may be obtained by writing David Brandon, Vice President, Allenberg Cotton Co., 104 S. Front St., Memphis, Tenn. 38103.

ALLIED CHEMICAL CORP.

operating in Africa and the Mid-East, employs Ph.D. graduates in agronomy for sales, management, and research overseas. Persons with a farm background and a knowledge of Persian, French or Arabic are preferred. Foreign jobs are filled after some experience with the company. Those interested should contact James E. Older, Allied Chemical Corp., 40 Rector St., N.Y., N.Y. 10006.

ALLIED MILLS, INC.

manufactures and distributes feeds, concentrates and supplements. They utilize persons with M.S. or Ph.D. degrees in agricultural economics in management and business research. A farm background is useful; Spanish is preferred. Employment is primarily located in the U.S. but also involves foreign travel. Further information may be obtained by writing Dean Steinkoenig, Jr., Allied Mills, Inc., 110 N. Wacker Dr., Chicago, Ill. 60606.

ALLIS-CHALMERS

manufactures and distributes farm machinery on a world-wide basis. They utilize persons with a B.S. or an M.S. degree in agricultural economics, agricultural engineering or general agriculture in positions in sales, management and engineering. Farm or Peace Corps backgrounds are useful. Persons are assigned to foreign positions only after having acquired experience with the company proper. For more detailed information contact James F. Michaud, Allis-Chalmers, Box 512, Milwaukee, Wisc. 53201.

AMCHEM PRODUCTS, INC.

produces chemicals for agriculture and industry. Amchem utilizes B.S., M.S., or Ph.D. graduates in agricultural chemistry or agronomy for management and research positions in their Canadian offices. A farm background with a knowledge of Spanish or French would be helpful. Experience with the company is a prerequisite to placement in international work. Those interested may contact Howard Steinberg, Amchem Products, Inc., Brookside Ave., Ambler, Pa. 19002.

AMERICAN CYANAMID COMPANY

utilizes persons with a B.S., M.S., or Ph.D. degree in veterinary medicine, agronomy, or entomology for sales and research work in their offices in Europe, the Mid-East and Africa. This company manufactures and sells various pharmaceutical and chemical products. Backgrounds in farm work, the Peace Corps, and a working knowledge of French or German are considered helpful for these positions. Applicants are transferred to the foreign offices after some experience with the company. For further information, please contact L. E. Flink, Jr., American Cyanamid Co., Wayne, New Jersey, 07470.

N. V. ANAHEIM, INTERNATIONAL

engages in food processing and production. They utilize persons with B.S. or M.S. degrees in agricultural economics. Employment might involve either long-term residence abroad or short-term project work abroad. Spanish is preferred; previous international experience is useful but not required. Requests for information should be directed to Mr. Tomas A. Henry, Pres., N. V. Anaheim, Int'l, 301 S. Harbor Blvd., Fullerton, Calif. 92632.

ANSUL COMPANY

operating in the U.S. and Latin America, offers positions in sales to graduates in agronomy or general agriculture, who also have farm backgrounds. Experience with the company is a prerequisite to foreign assignments. Those interested in obtaining further information may write J. C. Reich, Professional Recruiter, Ansul Co., One Stanton St., Marinette, Wisc. 54143.

ARABIAN AMERICAN OIL COMPANY

utilizes a limited number of persons with M.S. degrees in agricultural engineering or soil science to provide guidance and assistance to local farmers. Employment entails long-term residence abroad. A knowledge of agriculture in arid areas is useful; applicant must have substantial practical experience before he is considered. Arabic would be helpful. Previous international experience, while helpful, is not required. Requests for information should be directed to G. F. Larsen, V. P. Industrial Relations, Arabian American Oil Co., Dhahran, Saudi Arabia.

ARBOR ACRES FARM, INC.

is a poultry farming organization which has operations world-wide. Employment entails long-term residence abroad. They utilize persons with M.S. degrees in agricultural economics, animal husbandry, and poultry science. A background in poultry breeding would be advantageous; Spanish or French is preferred. Previous international experience is helpful, but not required. For information, write Mr. Harvey McGuire, Arbor Acres Farm, Inc., Glastonbury, Conn. 06033.

ARCHER DANIELS MIDLAND CO.

produces agricultural products such as flour, soybean oils, meals, protein supplements and alfalfa products. They have international operations in Europe, Latin America and Canada. They utilize persons with a B.S. or M.S. degree in agricultural economics or agricultural engineering. A farm background is helpful; foreign languages are not required. Experience with the company precedes assignment to foreign areas. For further information contact the Employee Relations Dept., Archer Daniels Midland Co., 733 Marquette Ave., Minneapolis, Minn. 55440.

ASGROW SEED COMPANY

produces seeds and chemicals. Employment involves short-term project work abroad and occasional travel to foreign areas. They utilize persons with B.S. degrees in agricultural engineering, agricultural education, and plant science as technical assistants to foreign seed production operations. A background in plant breeding and seed technology would be advantageous; Spanish or French is preferred. Previous international experience is helpful, but not required. Information may be obtained by contacting Mr. Daniel A. Johnson, Director of Personnel, Asgrow Seed Co., Orange, Conn. 06477.

BABCOCK POULTRY FARMS

has subsidiary companies in England and West Germany and franchised distributors in 33 other countries. Employment could entail residence in the U.S., long-term residence abroad, or occasional travel to foreign areas. They employ persons with B.S. and M.S. degrees in agricultural economics, animal husbandry and veterinary medicine as branch managers, sales managers, technicians and salesmen. A farm background is helpful; Spanish or German is preferred. Previous international experience is helpful, but not necessary. For information, contact Henry Thomason, Dir. of Mktg., Babcock Poultry Farms, Ithaca, N. Y. 14850.

H. J. BAKER & BRO., INC.

produces chemicals and fertilizers. Employment involves long-term residence abroad. They utilize persons with a degree in veterinary medicine. Foreign

languages, preferably either French or German, are required. Previous international experience is helpful, but not necessary. Information may be obtained by writing J. More Smith, H. J. Baker & Bro., Inc., 733 Third Avenue, New York, N. Y. 10017.

BEECHAM PRODUCTS, INC.

produces pharmaceuticals. Employment with this company involves long-term residence abroad and residence in the U.S. with occasional travel to foreign areas. They utilize persons with B.S. and M.S. degrees in animal husbandry and with D.V.M. degrees in veterinary medicine as area managers and U.S. based sales and technical personnel. A background in chemistry and/or sales and technical training is helpful; Spanish or Portuguese is preferred. Previous international experience would be helpful, but is not required. Information may be obtained from J. L. Sansurjo, Veterinary Products Manager, Beecham Products, Inc., 65 Industrial South, Clifton, N. J. 07012.

BROWN'S LEADBREAST

has poultry operations throughout Europe, Africa, South America and Asia. Employment might entail residence in the U.S., long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas. They utilize persons with B.S. degrees in agricultural economics, agricultural engineering, animal husbandry and veterinary medicine for work involving sales and finance. Practical experience in this field is helpful; Spanish, French or Italian is preferred. Previous international experience is useful but not required. For further information contact Norman Lupean, Brown's Leadbreast, Springdale, Arkansas 72764.

BUCKMAN LABORATORIES, INC.

engages in the production of chemical products. Employment entails long-term residence abroad and residence in the U.S. with occasional travel to foreign areas. They employ persons with Ph.D. degrees in plant pathology to work with agricultural formulators in developing products suitable for use within the particular country. Practical experience in the efficient solution of agricultural problems is helpful; fluency in the native language of the particular country is preferred. Previous international experience is helpful, but not required. Further information may be obtained by writing Dr. S. J. Buckman, President, Buckman Laboratories, 1256 N. McLean Blvd., Memphis, Tenn. 38108.

CARGILL, INC.

is involved in the production, transportation, storing and processing of grains, feeds, and technical oils and resins. They offer limited opportunities for employment in the Western European countries, Latin America, and the Far East.

Language requirements include Spanish, Portuguese, French and Japanese. Positions in marketing and management are offered to graduates with a B.S. in agricultural economics or poultry science, preferably with a farm background. Some experience with the company proper precedes assignment to foreign areas. Those interested in obtaining further information may write R. C. Woodworth, Jr., Dir. of College Recruiting, Cargill, Inc., Cargill Bldg., Minneapolis, Minn. 55402.

J. I. CASE COMPANY

engages in the manufacture and distributing of agricultural and construction equipment. While there is no present need for foreign positions, they anticipate having them in the future. Job opportunities will be available in all countries outside of Europe for applicants with a B.S. or M.S. degree in agricultural engineering for sales work and servicing of agricultural machinery. A farm background along with a working knowledge of Spanish, French, German or Portuguese would be highly desirable. A foreign position would be available upon completion of the company's training program. For more information, contact R. B. Bronec, J. I. Case Co., 700 State Street, Racine, Wisc. 53404.

CATERPILLAR TRACTOR CO.

is one of the largest manufacturers of heavy farm and construction equipment. They hire persons with a B.S. in agricultural economics, agricultural engineering, or forestry to fill positions in sales, sales management, parts sales and as service representatives. Helpful backgrounds would include a knowledge of a language such as Spanish or French and a background in farmwork, but there are no specific background requirements. Employment is offered to both U.S. citizens and foreign nationals in South Africa, Australia, Belgium, Brazil, Canada, France, Mexico, Switzerland, Scotland, England, India, and Japan. For further information contact Roy C. Colbert, Supervisor, College Recruiting, Caterpillar Tractor Co., 100 N.E. Adams St., Peoria, Ill. 61602.

CENTRAL SOYA CO., INC.

is involved in the research/development, marketing, and production of feeds. They offer employment overseas in both Western Europe and South America. Persons with an M.S. in agricultural economics, having some type of farm background, and a knowledge of Spanish are hired to fill positions in marketing. Experience with the company proper precedes assignment to foreign areas. Those interested may contact R. A. Dent, Employment Supervisor, Central Soya Co., Inc., 300 Fort Wayne Bank Bldg., Fort Wayne, Ind. 46802.

CHEVRON CHEMICAL COMPANY

produces chemical products. Working for this organization entails short-term project work abroad and residence in the U.S. with occasional travel to foreign

areas. They employ persons with B.S., M.S. and Ph.D. degrees in plant pathology and entomology to work in research, development and sales. A background in biology is helpful; speech training and an outgoing personality are advantageous; Spanish, French or Japanese is preferred. Previous international experience is helpful, but not necessary. Information may be obtained by writing Chevron Chemical Co., Ortho Div., 200 Bush St., San Francisco, Calif. 94120.

COBB, INTERNATIONAL, INC.

has poultry operations in over 30 foreign countries. Employment entails long-term residence abroad. They employ persons with B.S. and M.S. degrees in agricultural economics, animal husbandry, poultry husbandry and veterinary medicine. Positions are in poultry technical service, business management consulting and poultry breeding stock sales. Poultry courses, foreign languages and international experience are helpful; Spanish, Portuguese, French, Italian or Japanese is preferred. Previous international experience, while useful, is not required. For information, contact Robert W. Franklin, Cobb, Int'l, Inc., P. O. Box 280, Concord, Mass. 01742.

CODY PUBLICATIONS, INC.

publishes the monthly journal *La Hacienda* specifically for persons involved and interested in Latin American agriculture. They employ persons with a B.S. degree in agricultural journalism to research and write articles for *La Hacienda*. Employment entails residence in the U.S. and occasional travel to Latin America. Previous international experience, while helpful, is not required; Spanish is preferred. For further information contact Robert S. Cody, Publisher, Cody Publications, Inc., Box 1030, Kissimmee, Fla. 32741.

CONTINENTAL GRAIN CO.

is primarily concerned with the merchandising and handling of commodities in both foreign and domestic markets. Language requirements for their overseas positions include French, Spanish and other Western European languages. Persons interested in positions in merchandising management, who have a B.S. or an M.S. in agricultural economics or agricultural engineering, and who also have a farm background may obtain more information by contacting David M. Richardson, Continental Grain Co., 2 Broadway, New York, N. Y. 10004.

CORN PRODUCTS CO.

a producer of fine chemicals, natural and synthetic polymers, foods, and pharmaceutical intermediates, offers employment in Latin America, the Far East, and Africa. They employ persons with B.S. or M.S. degrees in agricultural engineering, agricultural chemistry and agronomy. Other requirements preferably include a farm background and a knowledge of Spanish. For further in-

formation, write Director of Personnel, Corn Products Co., 717 Fifth Ave., New York, N. Y. 10022.

COTTON STATES CHEMICAL COMPANY

produces agricultural chemicals. International employment entails long-term residence abroad. They utilize persons with B.S. degrees in agricultural chemistry. Experience with agricultural chemical formulations is helpful; Spanish is preferred. Previous international experience would be helpful, but is not required. For details, contact Mario Rappaccholia, Apartado 125, Managua, Nicaragua; or Cotton States Chemical Co., P. O. Box 157, West Monroe, La. 71291.

CYANAMID INTERNATIONAL

a division of American Cyanamid Co., has plant locations in all Latin American countries. They have positions in sales, management, and research work for candidates with a B.S., M.S. or Ph.D. degree in agricultural economics, veterinary medicine, agronomy, general agriculture and animal husbandry. Backgrounds of farmwork, the Peace Corps and a knowledge of Spanish and/or Portuguese are considered advantageous for these positions. One to two years of on the job training generally precedes assignment to a foreign position. For more information, write Latin American Regional Office, Cyanamid International, Wayne, New Jersey 07470.

DEERE AND COMPANY

is a manufacturer of agricultural, industrial and logging equipment. They have operations throughout the free world, particularly in Latin America, Germany, France and Spain. Their overseas employment is limited to foreign nationals. They utilize persons with a B.S. degree in agricultural economics or agricultural engineering for positions involving product design and development, and sales work. A farm background is useful; knowledge of the native language is required. For more detailed information contact W. J. Hatch, Manager, College Relations and Placement, Deere & Co., John Deere Rd., Moline, Ill. 61265.

DEKALB AG RESEARCH, INC.

has overseas operations engaged in seed production. They utilize persons with B.S. degrees in agricultural economics, plant science and soil science and with Ph.D. degrees in plant breeding, in administrative positions. Employment entails residence in the U.S., short-term project work abroad, occasional travel to foreign areas, and long-term project work abroad, although they generally prefer to use nationals for long-term project work. While DeKalb doesn't utilize a significant number of international agriculturists at present, their anticipated need is expanding. Previous international experience, such as the Peace Corps, would be helpful; Spanish, French or Italian is preferred. For more informa-

tion, write Wayne White, Personnel Manager or Roger Rasmuson, Director of International Seed Operations, DeKalb Ag Research, Inc., Sycamore Road, DeKalb, Ill. 60115.

DEL MONTE CORPORATION

is primarily concerned with the processing and distribution of food products. They have international operations in the Philippines, Mexico, Central and South America, Africa and Europe. They anticipate a need for persons to work overseas in raw materials production, food processing and research. Qualifications would include a B.S. or M.S. degree in agricultural economics, agricultural chemistry or horticulture, preferably with a background in vegetable or fruit production. Those interested may contact Dir. of Pers., Del Monte Corp., 215 Fremont St., San Francisco, Calif. 94105.

DOLE COMPANY

engages in farming and food production. Overseas employment entails long-term residence abroad and short-term project work abroad (2-3 year duration). They utilize persons with M.S. and Ph.D. degrees in plant science for supervisory positions in pineapple plantation research and for quality control work. Agricultural experiment work (especially in the fields of plant pathology and plant physiology), courses or backgrounds in tropical agriculture, and experience in field agronomy are all very useful background experience; foreign languages are not required. Previous international experience is unnecessary. Details may be obtained by writing Rowlan L. Miller, Dole Co., P. O. Box 3380, Honolulu, Hawaii 96801.

E. I. DU PONT DE NEMOURS & CO., INC.

is actively seeking applicants to fill positions in their foreign offices all over the world. This company is a producer of all types of consumer products—agriculturally it is concerned with herbicides, insecticides, fungicides, seed disinfectants, and nitrogen and nutrition products. Although any major in the field of agriculture is acceptable, preference is given to B.S., M.S. or Ph.D. degrees in agronomy and general agriculture. Helpful backgrounds are varied: a farm background is helpful, but not a requisite; Peace Corps experience helps some; and preferred languages vary, with Spanish being very much in demand. Positions would be concerned with sales, management, and product development. The length of the training program depends on the particular job opening being filled. For more detailed information contact Francis M. Jornlin, Manager, Recruiting & Training, Industrial & Biochemicals Dept., E. I. Du Pont De Nemours & Co., Inc., Wilmington, Delaware 19898.

JOHN W. ESHELMAN & SONS

has major feed milling operations overseas. This company also receives many requests from overseas for feed manufacturing plant managers, farm managers,

etc. on a short-term or permanent basis. Employment with this firm usually entails short-term project work abroad. They utilize persons with B.S., M.S. and Ph.D. degrees in animal husbandry and animal nutrition and/or with specialization in feed milling. Previous feed milling experience is helpful; business administration courses or experience would be advantageous. Spanish is preferred. Previous international experience is not required. For details, contact John B. Eshelman, John W. Eshelman & Sons, Lancaster, Pa. 19104.

ESSO CHEMICAL COMPANY, INC.

employs foreign nationals in their operations throughout Europe, the Far East, South Asia and Latin America. Persons having M.S. or Ph.D. degrees in agricultural economics or agronomy are utilized in sales and management positions. Details may be obtained by contacting the Emplmt. Coord., Esso Chemical Co., Inc., 60 West 49th St., New York, N. Y. 10020.

EXFIN TRADING AND SHIPPING CORPORATION

hires persons with B.S. or M.S. degrees in agricultural economics for long-term employment abroad. A background in grain farming would be helpful; French is preferred. Further information may be obtained by contacting Mr. Stephen T. Brown, Exfin Trading and Shipping Corp., 260 California St., San Francisco, Calif. 94111.

FMC CORPORATION

manufactures machinery, chemicals and synthetic fibers for both industry and defense. They offer a limited number of opportunities throughout the less developed world for persons with a B.S. or an M.S. degree in agricultural economics or agricultural engineering; farm experience would be helpful. Opportunities are in sales and development planning. Foreign assignments are made only after applicant has gained experience with the company. Those interested may contact J. W. Rathjens, P. O. Box 1178, San Jose, California.

FAR-MAR-CO, INC.

has operations throughout Indonesia, India, Ceylon, Malaysia and Singapore. Persons having B.S., M.S. or Ph.D. degrees in agricultural economics, with a minimum of three years in the field of agribusiness are hired to fill positions in sales and management. Knowledge of the native language is essential; Farm or Peace Corps experience is useful. Assignment to foreign positions is made only after applicant gains experience with the company. More detailed information may be obtained by writing Charles Potucek, Jr., Director-Processing, FAR-MAR-CO, Inc., Hutchinson, Kansas.

FARMERS EXPORT COMPANY

although a relatively new company, its demand for international agriculturists is expanding. They have operations involving the marketing of grains in

Europe, Japan and other areas. Employment entails residence in the U.S., short-term project work abroad, occasional travel to foreign areas, or long-term residence abroad. They utilize persons with B.S. (and higher) degrees in agricultural economics and general agriculture, although the particular area of concentration is not important. A general farm and/or marketing background is helpful; European, Japanese and/or other languages are preferred. Previous international experience is helpful, but not necessary. Information may be obtained by writing V. P. in Charge of Operations, Farmers Export Co., Board of Trade Bldg., 4800 Main, Kansas City, Missouri, 64105.

FIRESTONE TIRE AND RUBBER COMPANY

is a manufacturer of rubber goods, plastics, petrochemicals and synthetic fibers. Their foreign operations are principally located in Liberia and West Africa. Persons with B.S. degrees in agricultural engineering, agricultural chemistry, agronomy, forestry or general agriculture are employed in positions involving management and research. A farm background is desirable; foreign languages are not required. Further information may be obtained by writing D. E. Auten, Firestone Tire and Rubber Co., 1200 Firestone Parkway, Akron, Ohio 44317.

FIRST NATIONAL CITY BANK

anticipates having job openings in their offices overseas in the future. Applicants with an M.S. in agricultural economics will be sought to fill management positions. Transference to foreign positions is made after the applicant has completed a one-year training program with the firm. For further information, please contact Hoyle C. Jones, First National City Bank, 399 Park Avenue, New York, New York 10022.

FORD TRACTOR DIVISION; FORD MOTOR COMPANY

Besides being engaged in the manufacture and distribution of farm implements, FORD is also involved in basic research and development. They have operations throughout most European and South American Countries. Persons with B.S. or M.S. degrees in agricultural economics and agricultural engineering are employed for work involving sales and management. A farm or Peace Corps background is helpful; Spanish, French or German is preferred. Assignment to foreign positions is made after applicant gains experience with the company. Further information may be obtained by writing to J. S. Cummins, Indus. Rels. Mgr., Ford Tractor Division, Ford Motor Co., Birmingham, Michigan

FOREMOST FOODS COMPANY

is involved in the manufacture and distribution of food and dairy products and has overseas operations in over 23 countries. They employ persons with B.S. degrees in agricultural engineering, agricultural chemistry or dairy manu-

facturing, in management positions. Previous experience with in-plant supervision would be useful; foreign languages are not required. Those interested may contact M. H. Bryson, Personnel Manager-International, Foremost Foods, Co., 111 Pine St., San Francisco, Calif. 94111.

FUNK BROTHERS SEED COMPANY

engages in the production of seeds and chemicals. Employment entails occasional travel to foreign areas. They employ persons with Ph.D. degrees in plant science to supervise plant breeding, specifically wheat, corn, barley and sorghum. Previous practical experience would be helpful; Spanish, French, Italian or Portuguese is preferred. Previous international experience is helpful, but not required. Information may be obtained by contacting Ken Hartweg, Funk Bros. Seed Co., 1300 W. Wash. St., Bloomington, Ill. 61701.

GENERAL MILK COMPANY (CARNATION)

engages in the production of milk and milk products. Overseas employment entails long-term residence abroad and occasional travel to foreign areas. They utilize persons with B.S. and M.S. degrees in agricultural economics and animal husbandry to supervise the development of milk production and better dairy cattle, and to handle public relations. Previous experience involving dairy farming, pasture crops and artificial breeding would be advantageous; Spanish or Portuguese is preferred. Previous international experience would be helpful, but is not required. For information, contact L. B. Crowley, General Milk Co., 5045 Wilshire Blvd., Los Angeles, Calif. 90036.

GENERAL MILLS, INC.

engages in the research, manufacture, marketing and sale of consumer products and specialty chemicals. They have overseas operations world-wide. They employ persons having B.S., M.S. or Ph.D. degrees in agricultural economics or agricultural chemistry to fill positions in sales, management, research, marketing and finance. Knowledge of the native language is highly desirable. Assignment to foreign positions is made only after applicant gains experience with the company. Further details may be obtained from the Manager, Employment and Placement, General Mills, Inc., 9200 Wayzata Blvd., Minneapolis, Minn. 55440.

GERBER PRODUCTS CO.

manufactures and distributes baby foods and formula products, and has operations throughout Central and South America. Persons with B.S. degrees in horticulture are utilized in research positions. A farm background is useful; Spanish is preferred. Applicant must acquire experience with the company before being assigned to foreign positions. For further information write Carl D. Jordan, Pers. Mgr., Gerber Products Co., 445 State St., Fremont, Mich. 49412.

B. F. GOODRICH COMPANY

is involved in the manufacture of rubber products, plastics and chemicals, and in basic research. Overseas operations are located in Liberia, West Africa and the Philippines. Persons having B.S. degrees in agronomy, forestry or tropical agriculture are employed to manage rubber plantation divisions. Foreign languages are not required. For more detailed information contact R. D. Au, B. F. Goodrich Co., 500 S. Main St., Akron, Ohio 44318.

GOODYEAR INTERNATIONAL CORPORATION

manufacturers rubber products, synthetic rubbers, chemicals, plastics and metal products. They have foreign operations throughout Indonesia, West Africa, Liberia, Ghana and Malaysia. Employment in sales, management and research is offered to graduates with a B.S. in forestry. Peace Corps experience and a background in Spanish, French, or Indonesian would be preferred. Foreign assignments are generally available immediately following completion of the company's training program. Those interested may contact J. R. Jansen, Goodyear International Corporation, 1144 East Market St., Akron, Ohio 44316.

W. R. GRACE AND CO.

is an international industrial company with chemical and petroleum product interests. Although most jobs are U.S.-based, they also have operations in Puerto Rico, Trinidad, Australia and France. They employ persons with B.S., M.S. and Ph.D. degrees in agricultural economics, agricultural engineering, agricultural chemistry, agronomy, general agriculture and animal husbandry. Positions are in sales, management, research and production operations. A farm background is helpful; foreign languages are useful but not absolutely required. Details may be obtained by writing J. R. Raymond, Dir. of Indus. Rels., Agricultural Chemicals Group, W. R. Grace & Co., 7 Hanover Square, New York, N. Y. 10005.

GREEN GIANT CO.

is a food processing and distributing firm and has operations in Mexico. They utilize persons with B.S. or M.S. degrees in agricultural engineering, agricultural chemistry or agronomy, in management positions. A farm background is helpful; Spanish is preferred. Assignment to foreign positions is made after applicant completes the company training program. For further details contact Roland Lund, Green Giant Co., Le Sueur, Minn. 56058.

GULF OIL CORPORATION

is involved in the research, production and distribution of petroleum and chemical products. They have foreign operations based in Korea, Kuwait and Spain. Positions in sales, management and production utilize persons with a B.S. or an M.S. degree in agricultural education, agronomy and general agriculture.

A farm background is helpful; foreign language requirements depend upon the particular job assignment. Applicants are assigned to foreign areas only after some experience with the company. For complete details contact Frank Pyle, Gulf Oil Corp., P. O. Drawer 2038, Pittsburgh, Pa. 15230.

HAWAIIAN AGRONOMICS CO. (INTERNATIONAL)

is involved in various aspects of agricultural development. They have supervisory, management and research positions in Iran, Iraq, Colombia, Ecuador and Morocco which utilize persons having a B.S. in agricultural engineering, agronomy, general agriculture or farm management. Backgrounds in farm experience, the Peace Corps, and a knowledge of French or Spanish are useful for these positions. Foreign positions are generally available upon completion of the company's training program. Those interested may contact Wayne Richardson, Jr., President, Hawaiian Agronomics Co. (International), P. O. Box 3740, Honolulu, Hawaii 96801.

HEISDORF AND NELSON FARMS, INC.

has poultry operations throughout Europe, Asia and South America. Employment could entail residence in the U.S., long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas. They utilize persons with B.S., M.S. and Ph.D. degrees in animal husbandry, poultry science, and veterinary medicine to supervise poultry breeding. General poultry and animal husbandry experience is useful; German, Spanish or Japanese is preferred. Previous international experience, while helpful, is not required. Requests for information should be directed to Mr. Gerald Cruca, Gen. Mgr., Heisdorf & Nelson Farms, Inc., Redmond, Wash. 98052.

HERCULES INCORPORATED

is concerned with the research, development, manufacture and distribution of many different chemical products. They offer employment primarily to foreign nationals, but they also have higher level American supervisory people working out of their home office. Foreign operations are based in Latin America, Western Europe, Egypt and the Asian subcontinent. Positions in sales development and technical service primarily utilize persons with B.S. degrees in agronomy, but occasionally they have need for persons with Ph.D. degrees. Further information may be obtained by contacting John C. Robinson, Jr., Manager, Personnel-International, Hercules Incorporated, Hercules Tower, 910 Market St., Wilmington, Delaware 19899.

HESSTON CORPORATION

anticipates having opportunities for agriculturists abroad in the near future. These operations will be based primarily in Europe. They have sales and management positions which utilize persons with a B.S. in agricultural economics

and agricultural engineering. A background in farm experience would be helpful; preferred foreign languages are French, German and Italian. Foreign assignments are available after the applicant has become familiar with the company itself. Further information may be obtained by writing Robert Mong, Hesston Corporation, Hesston, Kansas.

HUBBARD FARMS, INC.

is involved in poultry breeding and research. International employment entails short-term project work and occasional travel to foreign areas. They employ persons with B.S., M.S. and Ph.D. degrees in animal husbandry, veterinary medicine and/or with poultry specialization, to work as contacts with franchise distributors throughout the world. Practical poultry experience is helpful; Spanish or French is preferred. Previous international experience is helpful, but not necessary. For information, contact Warren K. Rodat, Hubbard Farms, Inc., Walpole, N. H. 03608.

HY-LINE POULTRY FARMS

utilizes persons with B.S., M.S. and Ph.D. degrees in agricultural economics, veterinary medicine and poultry science for sales work and veterinary service in over 50 major countries overseas. Employment could entail residence in the U.S., long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas. Summer experience with this firm would be helpful; German, French, Spanish and Japanese are useful. Previous international experience is unnecessary. Requests for information should be directed to Courtney Allen, Hy-Line Poultry Farms, 1206 Mulberry, Des Moines, Iowa 50309.

INTERNATIONAL BASIC ECONOMY CORPORATION (IBEC)

is concerned with investment and development. Foreign operations are centered largely in South America. They hire graduates with a B.S. or an M.S. in agricultural economics, agricultural chemistry or animal husbandry to conduct market evaluations, feasibility studies, and for management work. Peace Corps experience would be helpful; preferred foreign languages are Spanish and Portuguese. Training programs depend on the particular job. For more information write E. Kennedy Langstaff, Director of Personnel, International Basic Economy Corporation, 30 Rockefeller Plaza, New York, N. Y. 10020.

INTERNATIONAL MILLING CO.

produces flour, formula feeds, and agricultural foods. They anticipate having opportunities in sales and management abroad in the near future. They will seek persons with a B.S., M.S. or Ph.D. (limited) degrees in agricultural economics, agricultural education, general agriculture or animal husbandry. Preferred backgrounds include farm experience and a knowledge of Spanish. Foreign assignments are made after obtaining experience with the company proper.

For further information, contact R. N. Tempelman, Overseas Personnel Manager, International Milling Co., 1200 Investors Bldg., Minneapolis, Minn. 55415.

INTERNATIONAL MINERALS AND CHEMICALS CORPORATION

produces various mineral and chemical products, primarily phosphate, potash and quartz. Employment involves residence in the U.S., short-term project work abroad, occasional travel areas, and long-term residence abroad. They utilize persons with B.S., M.S. or Ph.D. degrees in agricultural economics, agricultural chemistry, agricultural education, plant science and soil science for all types of positions—sales, technical service, business research, management and administration. A B.S. is adequate for sales and supervisory positions; an M.S. or Ph.D. is preferred for technical service, research and management. A general farming background, familiarity with working with farmers, and experience in dealing with foreign governments would be helpful; Spanish or Thai is preferred. Previous international experience, while helpful, is not required. Information may be obtained by contacting Ronald O. Aines, Corporate Research Economist, Parent Corp. Office, International Minerals and Chemicals Corp., Old Orchard Road, Skokie, Ill. 60077.

INTERTEC PUBLISHING CORPORATION

publishes the monthly journal *Agricultura de las Americas* specifically for the Latin American agriculturist and for the American working in agricultural improvement programs with Latin Americans. They employ persons with a B.S. degree in agricultural journalism for editorial work. Employment entails residence in the U.S. and occasional travel to foreign areas. Previous international experience is not required; Spanish is preferred. For further information contact E. P. Langan, Vice President, Intertec Publishing Corp., 1014 Wyandotte St., Kansas City, Mo. 64015.

KAISER ALUMINUM & CHEMICAL CORPORATION, CHEMICAL DIV.

produces industrial and agricultural chemicals. Employment is offered in Pakistan, Peru, and possibly India, Turkey and Ethiopia. They utilize graduates with a B.S. degree in agricultural chemistry, agronomy and general agriculture; helpful background requirements include farm experience, marketing experience, and a knowledge of Spanish and possibly other foreign languages. Positions are in sales, management, and in fertilizer plant operations. Foreign assignments are generally available after completing the company's training program, but in selected cases further experience with the company is required. Those interested may write Donald Gordon Black, Administrative Manager, International Projects, Kaiser Chemicals, 300 Lakeside Drive, Oakland, California 94604.

KELLY-SPRINGFIELD TIRE COMPANY

produces automotive tires and tubes. They have operations in South Africa, England, Canada and Europe. They utilize persons with B.S. degrees in agriculture, with a business option, for sales, service and management positions. A farm background is useful; German, Spanish or African dialects would be helpful. Foreign positions are generally available upon completion of the company's training program. For information contact J. E. Carter, Kelly-Springfield Tire Co., P. O. Box 300, Cumberland, Md. 21501.

LIBBY, MCNEILL & LIBBY

is a firm dealing with the processing and marketing of food products. They have operations in Puerto Rico, France, Spain and other countries. They have a limited number of openings for persons with M.S. degrees in horticulture. A background in statistics is desirable; farm experience is helpful. Foreign languages are not required. Details may be obtained from the Employment Manager, Libby, McNeill & Libby, 200 S. Mich. Ave., Chicago, Ill. 60604.

ELI LILLY INTERNATIONAL CORPORATION

manufactures agricultural and veterinarian pharmaceutical, biologicals, antibiotics and garden products. They have operations throughout the Far East and Latin America, and are primarily interested in foreign nationals studying in the U.S. They employ persons with B.S., M.S. (preferred) and Ph.D. degrees in agricultural economics, veterinary medicine, agronomy, general agriculture and animal husbandry to fill positions in management, market development and market research. Farm and Peace Corps experience is helpful; foreign languages are not required. Further information may be obtained by contacting R. T. Schultz, Personnel Advisor, P. O. Box 32, Indianapolis, Indiana.

LIPSCOMB-CARIBBEAN LTD.

produces poultry feeds and equipment. Their international operations are expanding and they anticipate a need for international agriculturists in the future. Employment will entail long-term project work abroad and occasional travel to foreign areas. They will utilize persons with B.S. and M.S. degrees in animal husbandry as feed mill managers. Backgrounds in poultry and animal nutrition and in business administration are helpful; foreign languages are not required, but Spanish is helpful. Previous international experience would be advantageous, but is not necessary. For information, contact Forest W. Lipscomb, Jr., Pres., Lipscomb-Caribbean, Ltd., P. O. Box 1606 South Side Station, Springfield, Mo. 65805.

MASSEY FERGUSON

engages in the manufacture, sale and distribution of farm machinery. They have operations in France, Germany, Italy, Brazil, Canada and the United

Kingdom. They employ persons having an M.S. degree in agricultural economics or agricultural engineering in sales, management and research positions. Business and farm experience is useful; French or other European languages are preferred. Length of training period is dependent upon the particular position. For complete details contact S. Wallach, Special Assistant to the Group V. P., Farm Machinery, Massey Ferguson, 200 University, Toronto, Ontario, Canada.

McCORMICK AND COMPANY, INC.

produces food products and drug items. They utilize, on a limited basis, persons with M.S. degrees in agricultural chemistry and plant science for working with present and potential producers to encourage and improve the quality of production. Employment is on a short-term project work basis. Experience with tropical crops, especially spices, is helpful; Spanish is preferred. Previous international experience is helpful, but not required. For information contact Dr. Richard L. Hall, Vice President-Research and Development, McCormick & Co., Inc., 11350 McCormick Rd., Cockeysville, Md. 21030.

MEAD, JOHNSON & COMPANY

produces milk base products. They utilize persons (foreign nationals only) with B.S. degrees in agricultural economics and with special emphasis on the dairy industry. A general background involving milk products would be useful; Spanish is preferred. Previous international experience is not required. For information contact Mead, Johnson & Co., 2404 W. Penn. St., Evansville, Ind. 47712.

MERCK SHARP AND DOHME INTERNATIONAL

produces chemical and pharmaceutical products. Employment involves long-term residence abroad, residence in the U.S., and occasional travel to foreign areas. They utilize persons with B.S. degrees in agricultural economics and veterinary medicine for international marketing and to conduct clinical studies. Previous agricultural marketing evidence is helpful; Spanish is preferred. Prior international experience is helpful, but not necessary. Information may be obtained by contacting E. F. Lewnon, Merck Sharp and Dohme Int'l, Div. of Merck & Co., 110 Church St., New York, N. Y. 10007.

MOBIL CHEMICAL COMPANY

deals with the production, transportation, manufacturing and marketing of petroleum and chemical products, and has operations throughout the world. They hire applicants with B.S. or M.S. degrees in agricultural economics, agricultural chemistry, agronomy and general agriculture for sales work. Peace Corps experience and a knowledge of European languages are highly desirable. Assignments to foreign positions are made after the applicant obtains some

experience with the company. Those interested may contact R. G. Barnum, Mobil Chemical Company, 150 East 42nd St., New York, N. Y. 10017.

KRAFT FOODS, DIV. NATIONAL DAIRY PRODUCTS CORPORATION

manufactures food products throughout Europe, Latin America and Australia. Positions in sales, management, research and production utilize persons with a B.S. or an M.S. degree in agricultural economics, animal husbandry or dairy husbandry. Farm experience and a knowledge of either German or Spanish are preferred. Foreign positions are available as soon as the applicant completes the company's training program. For further information, write Mr. H. M. Connelly, Vice President, Kraft Foods, 500 Peshtigo Ct., Chicago, Ill. 60611.

NEBRASKA CONSOLIDATED MILLS CO.

operating throughout Spain, Puerto Rico, and South America, employs persons with B.S., M.S. or Ph.D. degrees in agricultural engineering, general agriculture or animal husbandry for management and research work abroad. Preferred background requirements include farm experience and a knowledge of Spanish. Varying amounts of experience with the company precede foreign assignments, depending on the particular position. For other information, write C. C. Hansen, Nebraska Consolidated Mills Co., 500 Kiewit Plaza, Omaha, Nebraska.

NEW HOLLAND, DIV. SPERRY RAND CORPORATION

manufactures farm machinery, and has operations in Belgium, England, France, Australia and South America. Sales and management positions utilize candidates with B.S. or M.S. degrees in agricultural economics or general agriculture. A farm background with a knowledge of French, Spanish or Portuguese is preferred. Foreign assignments are preceded by experience with the company's home operations. Those interested may contact Guy Raymond, New Holland, Franklin St., New Holland, Pa. 17557.

NORTHROP, KING & CO.

engages in seed processing and distribution. They have limited openings in research in Europe and possibly other countries. Openings are for graduates with a B.S., M.S. or Ph.D. in agricultural economics, agronomy, general agriculture or soils, preferably with a farm background and a foreign language (Spanish, French, German, possibly others). Foreign positions are generally available upon completion of the company's training program. For more information, contact Leonard P. Nelson, Northrup, King & Co., 1500 N. E. Jackson St., Minneapolis, Minnesota 55413.

THE NORWICH PHARMACAL COMPANY

engages in the research, manufacture and marketing of proprietary human and veterinary drugs. They offer opportunities for foreign nationals in Brazil, Ar-

gentina, Colombia, Peru, Mexico, Belgium and Holland. Opportunities are generally in sales, production management, quality control and office positions. Application for employment is made with the local management. A list of the subsidiary companies in each of the above countries and their addresses may be obtained by writing J. Coudoux, Supervisor Personnel Services, International Division, The Norwich Pharmacal Co., 410 Park Avenue, New York, N.Y. 10022.

OLIN MATHIESON CHEMICAL CORPORATION

manufactures organic and inorganic chemicals, paper products, rocket fuels, sporting arms and ammunition, and construction tools. They have operations throughout the western hemisphere and the Far East. Positions in sales and management utilize persons with M.S. degrees in agronomy or general agriculture, although the particular area of specialization is not of major importance. A farm or Peace Corps background is useful; Spanish or possibly other languages are preferred. Foreign assignments are generally made after applicant gains experience with the company. Further information may be obtained from Edward J. Kata, Olin Mathieson Corp., 460 Park Ave., New York, N.Y. 10022.

OPPENHEIMER INTERCONTINENTAL CORP., EXPORT DIV. OF LILLISTON CORP.

specializes in the export of agricultural equipment on a world-wide basis and maintains both offices and warehouses in a number of countries as well as having Field Engineers who travel. Divisions are located in Mexico, Costa Rica, Colombia, Northern and Southern Europe, Australia, Republic of South Africa, Malaysia and Thailand; subsidiary companies are located in the United Kingdom, Italy and France. Persons with a B.S. degree in agricultural engineering or agronomy are hired to fill positions in sales, management, and for field demonstration work involving adaptations of equipment to suit local conditions. Preferred backgrounds include farm experience and implement or tractor dealer experience; a good knowledge of two or more languages is required—French, Italian or Spanish is suggested. Foreign positions are assigned depending on the basic knowledge of the equipment. For further information, contact James S. Oppenheimer, Pres., Oppenheimer Intercontinental Corp., Box 849, Mobile, Alabama 36601.

PPG INDUSTRIES, INC.

produces chemical products, pesticides, herbicides, fungicides, etc. Employment involves residence in the U.S., short-term project work abroad, and occasional travel to foreign areas. They utilize persons with B.S., M.S. and Ph.D. degrees in agricultural chemistry for work involving field trials, application of products, commercial development and sales. Spanish or French is preferred. Previous international experience is helpful, but not required. For information

contact D. D. Ogilvie, PPG Industries, Inc., One Gateway Center, Pittsburgh, Pa. 15222.

PACIFIC OIL SEEDS, INC.

prefers to use foreign nationals in their overseas assignments which entail long-term residence abroad, but offers employment to U.S. citizens in the form of short-term project work abroad and occasional travel to foreign areas. They utilize persons with specialization in agricultural economics and plant science. A farm background is helpful; French or Spanish is preferred. The work involves determining the profitability of agri-business opportunities. Previous international experience is helpful but unnecessary. Interested persons may contact Carl E. Clahssen, President, Pacific Oil Seeds, Inc. P. O. Box 1008, Woodland, Calif. 95695.

PET, INCORPORATED

manufactures and markets dairy products, frozen foods, canned fruits and vegetables, miscellaneous food products, and food store refrigeration equipment. Foreign employment is offered in Mexico. Positions in management, research, and quality control utilize graduates with B.S. or M.S. degrees in agricultural engineering, agricultural chemistry, and dairy science. Preferred background training includes farm experience, Peace Corps experience, and a working knowledge of Spanish. Experience with the company generally precedes assignment to foreign positions. Those interested may write R. H. Mayer, Pet Inc., P. O. Box 392, St. Louis, Mo. 63166.

PFIZER INTERNATIONAL INC.

engages in the research, manufacture, and sale of pharmaceuticals, chemicals, and agricultural products. Occasionally they have need for a relatively inexperienced man for their agricultural business overseas. They would be looking for men with a sincere interest in an international business career with a technical agricultural undergraduate degree and either an MBA or some agricultural business experience. For further information write J. P. Tierney, Pers. Div., Pfizer International Inc., 235 East 42nd St., New York, N. Y. 10017.

PHILIPS ROXANE INC.

employs persons with D.V.M. degrees in veterinary medicine for sales and management work abroad. A farm background is helpful; Spanish is preferred. Experience with the company generally precedes assignment to foreign areas. More detailed information may be obtained by contacting Robert Callahan, Philips Roxane, Inc., 2621 No. Belt Hwy., St. Joseph, Mo. 64502.

PILCH BREEDERS, INC.

has poultry operations throughout all of Europe and Asia. Employment could entail residence in the U.S., short-term project work abroad, and/or occasional

travel to foreign areas. They utilize persons with B.S. degrees in veterinary medicine and poultry husbandry for positions in technical sales and service. Backgrounds in poultry pathology and management would be helpful; German, French or Spanish is preferred. Previous international experience is useful, but not required. Requests for information should be sent to John Van Zandt, D.V.M., Pilch Breeders, Inc., Hazardville, Conn. 06036.

PIONEER HI-BRED CORN COMPANY

has operations in Europe, Argentina, South Africa, Australia, Central America, Brazil, Thailand and South East Asia. They have a limited number of opportunities in sales and management for graduates with B.S., M.S. or Ph.D. degrees in agronomy. Persons having a foreign language—Spanish or German is preferred—and a background in farm experience are hired for these positions. Assignment to overseas positions are made after job candidates have gained experience with the company. Those who desire further information may write John Airy, Pioneer Hi-Bred Corn Co., 1206 Mulberry St., Des Moines, Iowa 50308.

QUAKER OATS CO.

engages in the manufacture, sale and research of cereals, various foods and industrial chemicals. They utilize persons with B.S. degrees in agricultural economics for sales, marketing and advertising work abroad. Opportunities extend through Europe and South America. A farm background is helpful; summer experience with agriculturally oriented companies is useful. Foreign languages are not required. Experience with the company generally precedes assignment to foreign positions. For further information contact R. D. Yenerich, Mgr., Coll. Rels., 345 Merchandise Mart, Chicago, Ill. 60654.

RALSTON PURINA CO.

produces and markets 800 protein foods, including seafoods, cereals and meats, and animal feed products. They have over 200 operating facilities on six continents. Positions in sales, management, and research are filled by persons with M.S. or Ph.D. degrees in agricultural economics, agricultural engineering, agricultural chemistry, agricultural education, agronomy, general agriculture or animal husbandry. Farm experience and foreign language training are helpful. Foreign job assignments are available upon completion of the company's training program. Those interested in obtaining more detailed information may contact D. W. Jacobsmeyer, Ralston Purina Co., 835 S. Eighth St., St. Louis, Mo. 63199.

ROHM AND HAAS COMPANY

produces chemicals and chemical products. Employment involves residence in the U.S., short-term project work abroad, occasional travel to foreign areas, and long-term residence abroad. They utilize persons with B.S., M.S. and Ph.D.

degrees in agricultural chemistry, animal husbandry, veterinary medicine and plant science for work involving technical service, sales and sales management. Prior experience with this company's products would be helpful; Spanish, French, Italian or German is preferred. Previous international experience is helpful, but not required. For employment information write Professional Employment Dept., Rohm & Haas Co., Independence Mall West, Philadelphia, Pa. 19105.

SALSBURY LABORATORIES

produces biologics, pharmaceuticals and feed additives. They have overseas operations throughout Latin America, Europe, the Middle East and the Far East. Persons having B.S. or M.S. degrees in agricultural economics, veterinary medicine or animal husbandry are employed for sales and management work abroad. Farm experience is useful; Spanish, French, German or Japanese is preferred. Experience with the company generally precedes assignment to foreign areas. For further information contact M. D. Foreitog, Salsbury Laboratories, 500 Gilbert St., Charles City, Iowa 50616.

SCHERING CORPORATION

engages in the production of pharmaceuticals. Employment involves residence in the U.S. and occasional travel to foreign areas. They utilize persons with B.S. and M.S. degrees in animal husbandry and veterinary medicine in international marketing. A business and/or sales background, functional orientation, and general experience would be helpful; Spanish, French, German, Portuguese or Italian is preferred. Previous international experience is helpful, but not required. Interested persons may contact A. Robert Martini, International Div., Schering Corp., 60 Orange St., Bloomfield, N. J. 07003.

E. R. SQUIBB & SONS, INC.

engages in the research, manufacture and distribution of pharmaceuticals. Employment entails residence in the U.S. with occasional travel to foreign areas. They employ persons with D.V.M. degrees in veterinary medicine for work involving product development. A knowledge of Spanish is preferred. Further information may be obtained by contacting C. T. Brodigan, E. R. Squibb & Sons, Inc., 909 Third Ave., New York, N. Y. 10022.

STANDARD FRUIT AND STEAMSHIP COMPANY

has overseas positions involving management and research in Honduras, Costa Rica and the Philippines. They hire applicants with a B.S. or an M.S. in agricultural engineering, agronomy or general agriculture, or with a Ph.D. in agronomy and possibly agricultural economics. A farm background would be helpful. Spanish is desirable, but not essential if the individual is willing to make every effort to learn the language. Applicants are directly assigned to the foreign division for on-the-job training. For more information, contact

Richard S. Baines, Personnel Manager, P. O. Box 50830, International Trade Mart Bldg., 2 Canal St., New Orleans, Louisiana 70150.

STAUFFER CHEMICAL CO.

manufactures organic and inorganic industrial and agricultural chemicals. Operations are located throughout Latin America and the Far East. Positions in sales and management utilize persons with B.S., M.S. or Ph.D. degrees in agricultural engineering, agricultural chemistry, agronomy or general agriculture. Preferred background training includes farm experience and a knowledge of the language of the country in which the applicant hopes to work. Those interested may contact J. W. Deen, Stauffer Chemical Co., 299 Park Avenue, New York, New York 10017.

STERWIN CHEMICALS INC.

produces chemicals and pharmaceuticals. They expect to be placing persons abroad by 1970. Persons with a B.S. degree in either animal husbandry or veterinary medicine will be utilized for sales work overseas. A farm background would be helpful; knowledge of foreign languages is desirable. Foreign assignments will be made as soon as applicant completes the company's training program. For more complete information contact W. H. McInnis, Sterwin Chemicals, Inc., 90 Park Ave., New York, N. Y. 10016.

TEXACO, INC.

produces, transports, and refines over 800 gas and oil products and has operations throughout Europe and Latin America. They have positions in sales and management which utilize applicants with B.S. or M.S. degrees in agricultural economics, agricultural engineering, agricultural chemistry, agronomy or general agriculture. A farm background is preferred. Assignments to foreign positions are made after the applicant has gained experience with the company. For further information write W. T. Corl, Texaco, Inc., 135 E. 42nd St., New York, N. Y. 10017.

UNION CARBIDE CORPORATION

among its other chemical operations, also markets agricultural chemicals and is anticipating expanding to branch offices overseas in the future. They will need persons with a B.S. or an M.S. in the field of agricultural chemistry for sales work overseas. A training background of farm work and a knowledge of Spanish or Portuguese will be highly desirable. Trainees will be transferred to the foreign offices after having had some experience with the company. For further information, contact Mr. J. D. Barbour, Union Carbide Corporation, 270 Park Avenue, New York, N. Y. 10017.

UNIROYAL INTERNATIONAL, DIV. OF UNIROYAL INC.

has overseas operations which carry on field work with experiment stations in setting up tests on new chemicals. Employment entails residence in the U.S., long-term residence abroad, short-term project work abroad, and occasional travel to foreign areas. They utilize persons with B.S., M.S. and Ph.D. degrees in agricultural economics, agronomy and entomology. General experience in this area would be helpful; Spanish, French or various Asian languages are preferred. Previous international experience is helpful, but not required. For information contact Mr. K. W. Smith, Director of Personnel, Uniroyal, Int'l, Div. of Uniroyal, Inc., Rockefeller Center, 1230 Avenue of the Americas, New York, N. Y. 10020.

UNIROYAL PLANTATION, DIV. OF UNIROYAL INC.

engages in the large scale (4,000 acres plus) mechanized farming of corn, rice and cattle. Employment entails long-term residence (two-year tours) abroad. They employ persons with M.S. degrees in agricultural education, animal husbandry and plant science. Practical farming experience is advantageous; a knowledge of Indonesian would be helpful. Previous international experience is not required. For information contact Uniroyal Plantation, Div. of Uniroyal Inc., 1230 Avenue of the Americas, New York, N. Y. 10020.

UNITED FRUIT COMPANY

produces and transports food products. They offer opportunities for employment throughout Central America—Mexico, Honduras, Guatemala, Costa Rica and Panama. U.S. citizens or foreign nationals with B.S., M.S. or Ph.D. degrees in agricultural engineering, agricultural economics, agronomy or general agriculture are used for positions in management and research. Backgrounds in farm and Peace Corps experience would be helpful; Spanish is required. Assignments to foreign areas are made upon completion of the company's training program. Interested persons may contact either W. M. Yegge, Coordinator, Employment and College Relations, United Fruit Co., Prudential Center, Boston, Mass. 02199, or Gerald F. Bassler, Director of Personnel—Agricultural Operations, United Fruit Co., 321 St. Charles Avenue, New Orleans, Louisiana 70130.

UNIVERSAL FOODS CORPORATION

engages in the manufacture and distribution of products for bakers, grocers, hotels, restaurants and industrial food manufacturers. Persons with B.S. or M.S. degrees in agronomy are utilized for positions in management abroad. A farm background would be helpful; Spanish or Portuguese is preferred. For more complete details contact Dir. of Indus. Rels., Universal Foods Corp., P. O. Box 737, Milwaukee, Wisc. 53201.

UPJOHN INTERNATIONAL INC.

manufactures and distributes agricultural and veterinary products, basic pharmaceuticals and fine chemicals. They have international operations throughout South Africa, Argentina, Brazil, Venezuela, Mexico, Canada, England, Australia, Italy and Spain. Positions in sales and management utilize persons with B.S. or M.S. degrees in agricultural economics, general agriculture and animal husbandry. Farm experience would be helpful; the language requirement is primarily Spanish, but varies depending upon the country. Foreign assignments are made upon completion of the company's training program. For more detailed information write H. E. Downing, Mgr., Agricultural and Veterinary Activities, Upjohn International, Inc., 320 Portage St., Kalamazoo, Mich. 49006.

WARD FOODS, INC.

employs persons with B.S., M.S. and Ph.D. degrees in agricultural economics, agricultural engineering, agricultural chemistry and animal husbandry in their international operations. Employment entails long-term residence abroad. Previous international experience is required; French and/or Spanish is preferred. Employment information may be obtained from R. J. Eisen, Ward Foods, Inc., 475 Fifth Avenue, New York, N. Y. 10017.

WHITE MOTOR CORPORATION

produces various types of industrial and agricultural machinery. Employment primarily involves residence in the U.S., long-term residence abroad, and/or occasional travel to foreign areas, but infrequently it involves short-term project work abroad. They utilize persons with a general technical education in agriculture (B.S. level, area of specialization not important) and with technical experience and knowledge of proper application of farm machinery. Foreign languages would be helpful; previous international experience is helpful, but not required. For details write Dir. of Pers., White Motor Corp., 100 Erieview Plaza, Cleveland, Ohio 44114.

WORLD HOMES, INC.

occasionally utilizes persons with B.S., M.S. or Ph.D. degrees in agricultural economics, plant science and soil science. Employment entails long-term residence abroad, short-term project work abroad, and occasional travel to foreign areas. Actual large scale farming experience and/or ranching experience in wheat and cattle is helpful; Spanish or French is preferred. Previous international experience is helpful, but not required. Interested persons may contact James D. Van Pelt, President, World Homes, Inc., 300 West Douglas, Wichita, Kansas 67202.



Section II

Producer and Commodity Associations

Producer and commodity associations are organizations formed by groups of farmers, processing firms, or manufacturing concerns dealing in the same agricultural commodity, for the purpose of promoting the sale of that commodity. The nature of international employment with a producer group is thus far different from that of employment with the usual company or firm abroad. A typical international representative might travel extensively throughout a certain area, answer questions about the product, promote the sale of the product to foreign distributors, and assist foreign firms in the processing and sale of the commodity.

This group of agencies has promotion activities overseas primarily in Latin America, Europe and the Far East. Operations in Africa and the Near East are less frequently found.

The type of person employed for international work usually has a B.S. or M.S. degree in agricultural economics, agricultural chemistry, animal science, soil science or plant science. A Ph.D. degree while less frequently in demand is also utilized. Agricultural economists are preferred for marketing positions while agricultural biological scientists are preferred for more technically oriented work. More important than the particular area of specialization is the requirement that persons have a thorough knowledge of the industry that the group is representing.

Positions are primarily in sales and product promotion but also involve management, export marketing, market development, public relations, and quality control inspection. Assignments usually entail residence in the U.S. with short-term project work abroad or occasional travel to foreign areas. Long-term residence abroad is often required for the larger associations.

A foreign language is frequently required especially when the international representative must deal directly with foreign distributors and government officials. Spanish and French are equally in demand; other European languages are also highly desirable. Japanese is preferred for positions in the Far East. Occasionally a foreign language is not required.

Previous international experience while advantageous is not always essential. A thorough knowledge of the industry which is represented by the producer group, however, is definitely necessary. A farm background is helpful; commercial experience is desirable also. The ability to get along well with

people is extremely useful, especially in public relations work. For specific information on each association, refer to the individual summaries.

AMERICAN HEREFORD ASSOCIATION

utilizes persons with B.S., M.S. and Ph.D. degrees in animal husbandry for short-term project work abroad and occasional travel to foreign areas. A farm background is helpful; Spanish or Portuguese is preferred. Previous international experience is required. For information, write Mr. B. C. Snidow, Asst. Sec., American Hereford Assn., 715 Hereford Dr., Kansas City, Mo. 64105.

AMERICAN INTERNATIONAL CHAROLAIS ASSOCIATION

employs persons with B.S. degrees in general agriculture and animal husbandry in public relations, promotion and sales. Employment entails residence in the U.S. with occasional travel to foreign areas. A farm background is advantageous; Spanish or French is preferred. Previous international experience, while helpful, is not necessary. For further details, contact J. Scott Henderson, Exec. Sec., American-International Charolais Assn., 923 Lincoln Liberty Life Bldg., Houston, Texas 77002.

AMERICAN PLYWOOD ASSOCIATION

utilizes persons with B.S. degrees in agricultural engineering for the promotion of plywood in construction overseas. Employment entails long-term residence abroad. A background in structural engineering would be helpful; German, Japanese or French is preferred. Previous international experience is helpful, but not required. Interested persons may contact William T. Robinson, Director, Field Services Div., American Plywood Assn., 1119 A St., Tacoma, Wash. 98401.

AMERICAN POLLED HEREFORD ASSOCIATION

uses a foreign export representative. This position entails residence in the U.S. with occasional travel to foreign areas. Qualifications are a B.S. in animal husbandry. A farm background is helpful; Spanish is preferred. Previous international experience is helpful, but not required. Information may be obtained from Orville K. Sweet, Exec. Sec., American Polled Hereford Assn., 4700 East 63rd St., Kansas City, Mo. 64130.

AMERICAN SEED TRADE ASSOCIATION

utilizes persons with M.S. degrees in agronomy for market promotion and evaluation abroad. Employment involves short-term project work overseas and occasional travel to foreign areas. A farm background is advantageous; Spanish or French is preferred. Previous international experience is helpful, but not necessary. For information contact John S. Sutherland, Exec. V. P., American Seed Trade Assn., 964 Exec. Bldg., Washington, D. C. 20005.

AMERICAN SOYBEAN ASSOCIATION

engages in the market development of soybeans and soybean products. Work involves both residence in the U.S. and long-term residence abroad, depending upon the particular position. They employ persons with B.S., M.S. or Ph.D. degrees in agricultural economics and/or with specialization in marketing or public relations. Helpful backgrounds include farm, Peace Corps and marketing experience. Foreign languages are not required. Previous international experience is helpful, but not required. For details write either Chet Randolph, Exec. V. P., or Howard E. Grow, Admin. Asst., American Soybean Assn., Hudson, Iowa 50643.

BROWN SWISS CATTLE BREEDERS' ASSOCIATION OF AMERICA

utilizes persons with B.S. degrees in dairy husbandry for promotion, judging and type classification. This entails occasional travel to foreign areas. A farm background is helpful; Spanish is preferred. Previous international experience, while helpful, is not required. For details write Marvin L. Kruse, Secretary-Treasurer, Brown Swiss Cattle Breeders' Assn. of America, Box 1019, Beloit, Wisc. 53511.

BURLEY AND DARK LEAF TOBACCO EXPORT ASSOCIATION, INC.

utilizes persons with M.S. degrees in agricultural economics, agronomy and general agriculture for promotion abroad. Employment entails short-term project work abroad, residence in the U.S., and occasional travel to foreign areas. A farm background is useful; French, German or Spanish is preferred. Previous international experience is helpful but not required. Requests for information should be directed to Frank B. Snodgrass, V. P. & Managing Dir., Burley and Dark Leaf Tobacco Export Assn., Inc., 1726 "M" St., N.W.-Suite 204, Washington, D. C. 20036.

COTTON COUNCIL INTERNATIONAL

is concerned with promoting exports of U.S. cotton. Employment entails residence in the U.S., long-term residence abroad, short-term project work abroad, and/or occasional travel to foreign areas. They employ persons with B.S. degrees in agricultural economics and/or with specialization in international trade, promotion, or market research. Commercial experience is helpful; foreign languages are desirable but not necessary. Previous international experience, while helpful, is not required. For details write Carl C. Campbell, Exec. Dir., Cotton Council Int'l, Room 610, Ring Bldg., 1200 18th St., N.W., Washington, D. C. 20036.

FLORIDA CITRUS COMMISSION

has operations involving sales, promotion of products, and international political affairs. Employment involves long-term residence abroad. They utilize persons with B.S. degrees in agricultural economics and/or with specialization

in marketing. A general background in the area of sales and promotion is desirable; French or German is required. Previous international experience is helpful, but not mandatory. For details write Watler C. Loesche, Foreign Marketing Manager, Florida Citrus Commission, P. O. Box 148, Lakeland, Florida 33802.

FLORIDA FRESH PRODUCE EXCHANGE

anticipates developing international interests sometime in the future. These would involve market development and promotion and would require short-term project work abroad. They will need persons with B.S. degrees in agricultural economics with commercial marketing experience. A background in public speaking and proficiency in English, writing and math would be helpful; French or German will be preferred. Previous international experience would be helpful but not required. Information can be obtained from George M. Talbott, Florida Fresh Produce Exchange, 4401 E. Colonial Dr., P. O. Box 20067, Orlando, Fla. 32814.

GREAT PLAINS WHEAT, INC.

utilizes persons with B.S., M.S. or Ph.D. degrees in agricultural economics for sales, public relations and administrative work overseas. Employment entails long-term residence abroad, short-term project work abroad, and/or occasional travel to foreign areas. A background in international trade would be desirable; Spanish, French, German or Portuguese is preferred. Previous international experience is helpful but not mandatory. For details contact either Joseph Halow, Suite 1008, 1030 15th St., Washington, D. C. 20005; or Charles W. Pence, Suite 292, The New Brotherhood Bldg., Kansas City, Kansas 66101.

HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA

engages in export marketing of dairy cattle. Employment involves residence in the U.S., short-term project work abroad, occasional travel to foreign areas, and/or (possibly) long-term residence abroad. They utilize persons with B.S., M.S. and Ph.D. degrees in agricultural economics (with a knowledge of animal and dairy husbandry), animal husbandry and dairy husbandry. Farm and Peace Corps experience would be helpful; Spanish, French, Italian or Portuguese is preferred. Previous international experience is helpful but not required. For details contact Charles J. Larson, Vice-President, Holstein-Friesian Services, Inc., Box 808, Brattleboro, Vermont 05301.

INTERNATIONAL BRANGUS BREEDERS ASSOCIATION

has limited opportunities for field staff in foreign countries. Employment entails residence in the U.S. and occasional travel to foreign areas. They utilize persons with B.S. degrees in animal husbandry and agricultural journalism. A farm background is helpful; Spanish is preferred. Previous international experience is helpful but not mandatory. Information may be obtained from Roy

W. Lilley, Exec. Sec., International Brangus Breeders Assn., 908 Livestock Exchange Bldg., Kansas City, Mo. 64102.

NATIONAL CANNERS' ASSOCIATION

occasionally utilizes persons with B.S. degrees in agricultural economics and agricultural chemistry for work involving government regulations (tariffs, quotas, food laws) affecting international trade. Employment involves residence in the U.S., occasional travel to foreign areas, and/or long-term residence abroad. A background in import-export trade or government contact work would be desirable; French or German is useful, but not essential. Previous international experience is helpful but not mandatory. Details may be obtained by writing Exec. Vice Pres., National Canners' Association, 1133 20th St., N.W., Washington, D. C. 20036.

NATIONAL HIDE ASSOCIATION

Member firms of this organization utilize persons with B.S., M.S. and Ph.D. degrees in agricultural chemistry and animal husbandry for work involving the promotion of their products. Employment entails residence in the U.S. and occasional travel to foreign areas. General experience with hide products is useful; French, Japanese, German, Italian or Russian is desirable, French being the most in demand. Previous international experience is helpful but not essential. For information about member firms contact John K. Minnoch, Pres., National Hide Assn., 130 N. Wells St., Chicago, Ill. 60606.

NATIONAL RENDERERS ASSOCIATION, INC.

engages in international market development of feed ingredients. Employment would entail residence in the U.S., short-term project work abroad, occasional travel to foreign areas, and/or long-term residence abroad. They utilize persons in agricultural chemistry and animal nutrition; the level of education is dependent upon the particular position. A general background in the feed industry is useful; French, Spanish, German or Japanese is preferred. Previous international experience is helpful but not required. For information contact Robert J. Werner, Exec. Asst., National Renderers Assn., Inc., 3150 Des Plaines Ave., Des Plaines, Ill. 60018.

NORTHWEST HORTICULTURAL COUNCIL

has a large export market in the United Kingdom and Sweden. International employment entails long-term residence abroad and occasional travel to foreign areas. Educational background is not a factor, but applicants must have a thorough knowledge of the fruit industry. The position entails answering questions in reference to supplies and quality, and inspecting shipments and itemizing damages and the causes thereof. Previous international experience would be useful, but is not essential; foreign languages are not required although Swedish would be helpful. At present they have only one such position. In-

quiries should be directed to Ernest Falk, Mgr., Northwest Horticultural Council, 1002 Larson Bldg., Yakima, Wash. 98901.

SANTA GERTRUDIS BREEDERS INTERNATIONAL

employs persons with B.S. or M.S. degrees in animal husbandry for work involving market development and classification of cattle. Employment includes occasional travel to foreign areas. Previous international experience is useful but not necessary; Spanish is preferred. Requests for information should be directed to R. P. Marshall, Exec. Sec., Santa Gertrudis Breeders International, P. O. Box 1340, Kingsville, Tex. 78363.

SOYBEAN COUNCIL OF AMERICA, INC.

employs persons with B.S. degrees in agricultural economics, animal husbandry and/or specialization in marketing and international trade for planning, negotiating and supervising of market development projects. This includes residence in the U.S., occasional travel to foreign areas, and/or short-term project work abroad. A background in marketing is useful; French, Spanish or other languages are preferred. Previous international experience is helpful but not required. For information write President, Soybean Council of America, Inc., 1501 Wilson Blvd., P. O. Box 9153, Arlington, Va. 22209.

SUNKIST GROWERS, INC.

has overseas operations which involve international advertising and promotion, overseas representation relating to special tariff problems, international sales management, and fruit quality control. Employment entails residence in the U.S., long-term residence abroad, short-term project work, and/or occasional travel to foreign areas. They employ persons with B.S. and M.S. degrees in agricultural economics, agricultural chemistry and/or with specialization in marketing. Experience in international marketing or marketing research is advantageous; foreign languages are not mandatory although French, German or Japanese would be helpful. Previous international experience would be helpful, but is not required. For information contact R. L. Hanlin, Sunkist Growers, Inc., P. O. Box 2706 Terminal Annex, Los Angeles, Calif. 90054.

UNITED STATES FEED GRAINS COUNCIL

employs persons with M.S. and Ph.D. degrees in general agriculture and agricultural journalism for market development overseas. This entails residence in the U.S., occasional travel to foreign areas, and/or long-term residence abroad. A farm background is useful; foreign languages are not required. Previous international experience is not necessary. Inquiries should be directed to Clarence D. Palmby, Exec. V. P., U.S. Feed Grains Council, 1030 15th St., N.W., Suite 540, Washington, D. C. 20005.

WESTERN WHEAT ASSOCIATES, U.S.A., INC.

engages in the development of foreign markets for U.S. wheat in Asia. Employment entails long-term residence abroad. They utilize persons with M.S. or Ph.D. degrees in agricultural economics and agronomy. A farm background and experience in grain trade and flour milling are helpful; Japanese and Chinese are useful. Previous international experience is helpful but not essential. Information can be obtained from Richard K. Baum, Exec. V. P., Western Wheat Associates, U.S.A., Inc., 804 American Bank Bldg., Portland, Oregon 97205.



Section III

Professional Assistance and Consulting Organizations

These agencies work on a contract basis for governments, institutions and organizations in every part of the world. The location of operations and the employment recruiting demands depend upon the particular project which the organization is undertaking at the time.

The type of person employed for international contract consulting usually has an M.S. or Ph.D. degree; a person with a B.S. is generally only employed if he also has had extensive professional experience in his field. Agricultural economists and agricultural engineers are employed at a ratio of 2 to 1 over any other area of specialization.

Positions primarily entail consultative work; in its varied forms it might include research, education and technical assistance, project planning and evaluation, conducting feasibility studies and analyses, development planning, master planning, and overall project analysis. Assignments vary from long-term residence abroad to short-term project work and occasional travel to foreign areas, depending upon the particular project and the length of the contract. When an agency contracts only in a particular world area, this information is noted in the summary index.

A foreign language is preferred in most cases. Of the required languages, Spanish and French are requested twice as often as all other languages combined. Of the Eastern languages, Japanese, Chinese, Vietnamese and Hindi are helpful. Several companies have no language requirement.

A few organizations require previous international experience, but this is not usually the case. Previous professional experience is highly desirable, especially for persons who have had no graduate training. Experience with development problems and work related to consultative advising is highly advantageous.

In general, organizations in this category employ persons with higher degrees than do the industrial and manufacturing firms. They also more frequently demand that personnel have previous professional experience. For details about each particular agency, see the individual summaries.

ADELATEC TECHNICAL AND MANAGEMENT SERVICES COMPANY, S. A.

Both the ADELA Investment Co. and its subsidiary ADELATEC Technical & Management Services Co. engage in a wide range of activities related to agriculture. The ADELA Investment Co. has active investment projects covering crop production, storage and processing, cattle-raising, slaughtering and freezing, vegetable oil extraction, and other related activities. The ADELATEC Technical & Management Services Co. advises its parent company on technical matters, but also offers a wide range of consultant services. Their agribusiness staff consists of men with M.S. degrees in agronomy, animal husbandry, agricultural economics, (especially with a marketing bias), food processing and forestry. Previous international experience (usually a minimum of five years) is required. Positions are based in South America and require extensive travel within the area. Spanish and/or Portuguese is essential. Successful Peace Corps experience is regarded highly in evaluating a candidate. For information contact Hernando Franco Bravo, Vice-President, ADELATEC Technical & Management Services Co., S. A., Direccion de Empresas, S. A., Av. Republica de Chile 388, Casilla 5859, Lima, Peru.

ARENCO INTERNATIONAL, INC.

a consulting firm of engineers and architects, offers short-term project work abroad and occasional travel to foreign areas. They hire persons with M.S. or Ph.D. degrees in agricultural economics, agricultural engineering, plant science and agronomy to do short-term consulting work. A background in research and extension would be helpful; Spanish is preferred. Previous international experience would be helpful but is not required. Interested persons may contact Frederick S. Nance, President, Arenco International, 1818 Douglas St., Omaha, Nebraska 68102.

BATTELLE MEMORIAL INSTITUTE

contracts research projects for U. S. and foreign governments and private companies, the scopes and subjects of which vary considerably. International assignments of various types are offered: residence in the U.S., long-term residence abroad, short-term project work abroad and occasional travel to foreign areas. They hire persons with M.S. or Ph.D. degrees in agricultural economics, agricultural engineering, animal husbandry, plant science, soil science and forestry. Background and experience in agricultural technology with graduate training on a developing country problem would be extremely helpful to the nature of the Institute's work; Spanish or French is preferred. Previous international experience would be helpful, but is not required. Those interested may write Donald D. Renwick, Supervisor, Professional Placement, Battelle Memorial Institute, 505 King Avenue, Columbus, Ohio 43201.

BI-NATIONAL DEVELOPMENT CORPORATION

offers short-term project work abroad, consisting of four to eight weeks consulting in Central America. Per diem and transportation expenses are provided, with a modest stipend or partial salary. Qualifications entail an M.S. or Ph.D. (preferred) degree in agricultural economics, agricultural engineering, agricultural chemistry, agricultural education or forestry. Spanish is desired, if possible. Previous international experience would be helpful but is not required. Interested persons may contact Mrs. Sally Jordan, President, Bi-National Development Corporation, 900 28th St., Boulder, Colorado 80302.

CHECCHI AND COMPANY

works in developing countries to help promote agricultural development. Employment entailing various types of assignments is offered: long-term residence abroad, short-term project work abroad, and occasional travel to foreign areas. Persons hired having B.S., M.S. or Ph.D. degrees in any of the specialties involving agricultural development—agricultural economics, agricultural engineering, agricultural chemistry, agricultural education, animal husbandry, plant science, agronomy, forestry, etc. Previous field specialist work in developing countries would be helpful; foreign languages are usually unnecessary. This company now has field teams in Turkey, Liberia, Cyprus, East Pakistan, Thailand, Philippines, Trinidad and Puerto Rico. For more information write Development Services Department, Checchi and Co., 815 Connecticut Ave., N.W., Washington, D. C. 20006.

COLLETT AND CLAPP, INC.

is a consulting firm operating out of Puerto Rico. Employment positions for technicians and consultants—entailing long-term residence abroad, short-term project work abroad or occasional travel to foreign areas—utilize persons with M.S. or Ph.D. degrees in agricultural economics, agricultural education and forestry. A background in economic development, planning and statistics would be helpful; Spanish is preferred. Previous international experience is helpful and in some instances, required. Interested persons may contact Alvin Mayne or Martin C. Clapp, Collett and Clapp, Inc., Consultants to Management, 401 Professional Bldg., San Juan, Puerto Rico 00909.

DANIEL, MANN, JOHNSON & MENDENHALL

is a consulting firm of architects and engineers. They have operations throughout Japan and Brazil and offer opportunities for long-term residence abroad, short-term project work abroad or occasional travel to foreign areas. They hire persons with B.S. or M.S. degrees in agricultural economics and agricultural engineering for work relating to economic and transportation studies, etc. Previous international experience would be helpful but is not required; a knowledge of Asiatic languages would be more advantageous than of other languages. Those interested may contact E. C. Carter, Personnel Director, Daniel, Mann, Johnson & Mendenhall, 3325 Wilshire Blvd., Los Angeles, Calif. 90005.

DEVELOPMENT AND RESOURCES CORPORATION

is a consulting firm specializing in engineering and management. They are constantly in need of short-term specialists and also longer term specialists for jobs which open up on new proposals. Opportunities cover every type of assignment—residence in the U.S., long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas. They need, at various times, experienced persons in every specialty and at each level of education—B.S., M.S. or Ph.D. degrees in agricultural economics, agricultural engineering, agricultural chemistry, agricultural education, animal husbandry, veterinary medicine, plant science, soil science, forestry and/or with experience in fisheries (marine and inland), plantation crops and agricultural processing. Backgrounds in project evaluation for financing and reconnaissance surveys would be helpful; French and/or Spanish is preferred. Previous international experience (minimum of five years) is required. The work would entail project evaluation, reconnaissance surveys (soils, crops, resources), development planning, and technical assistance and advice at high government levels. More specific information may be obtained by writing either of the following persons: Mr. W. Oerlemans, Personnel Director, Development & Resources Corp., One Whitehall Street, New York, N. Y. 10004; or Dr. Paul Peperzak, Deputy Director, Agricultural Development, Development & Resources Corp., 455 Capitol Mall, Sacramento, Calif. 95814.

DOANE AGRICULTURAL SERVICE, INC.

has overseas operations in the Far East and South America. They employ persons having a B.S. degree in agronomy or animal husbandry in administrative and management positions. Previous international experience, such as the Peace Corps, is useful; Spanish or French is preferred. Assignments to foreign areas are made only after personnel have gained experience with the company proper. For more detailed information contact Charles B. Paige, Pers. Mgr., DOANE Agricultural Service, Inc., 8900 Manchester Rd., St. Louis, Mo. 63144.

AGRI DIVISION, DUNLAP & ASSOCIATES, INC.

is actively recruiting persons for short and long-term overseas assignments, particularly for Southeast Asia and Latin America. Opportunities entail economic feasibility analyses, and land development, marketing, and technical advisory services. They hire persons with B.S., M.S. or Ph.D. degrees in agricultural economics, agricultural engineering, agricultural education, animal husbandry, plant science, soil science, forestry and/or with specialization in hydrology and irrigation engineering and food technology. Previous overseas experience in developing areas would be helpful, but is not required; Spanish, French, Portuguese, Arabic, or Hindi is preferred. For further information write Dr. R. E. Seltzer, President, Agri Division, Dunlap & Associates, Inc., P. O. Box 727, Manhattan, Kansas 66502.

FOOD INDUSTRIES RESEARCH AND ENGINEERING

provides consultative services. Employment involves short-term project work abroad and occasional travel to foreign areas. They utilize persons with B.S., M.S. and Ph.D. degrees in agricultural economics and agricultural engineering. Previous practical experience relating to agricultural industry is required; international experience would be helpful. Spanish or French is preferred. For information contact E. W. Carlson, Food Industries Research and Engineering, 33 South 2nd Ave., Yakima, Wash. 98902.

GRAHAM PARKER

offers technical consultative services. Employment involves short-term project work abroad. They utilize persons with B.S. degrees in agricultural economics to conduct feasibility studies, surveys, etc. French or Spanish is preferred. Previous international experience would be helpful, but is not required. For details contact M. Rirard, Graham Parker, 100 Park Ave., New York, N. Y. 10017.

HARZA ENGINEERING COMPANY

is a consulting firm which offers a variety of overseas job assignments—residence in the U.S., long-term project work abroad, short-term project work, or occasional travel to foreign areas—depending upon the particular project. Persons with M.S. or Ph.D. degrees in agricultural economics, agricultural engineering, agricultural education, plant science, and soil science are employed to work on riceland reclamation projects and projects relating to the development and operation of irrigation and agriculture. A general farming background and experience with irrigation practices would be helpful; Spanish or French is preferred. Previous international experience is helpful, and in some cases, required. More detailed information may be obtained by writing Dr. Douglas C. Strong, Head, Land Resources Division, Harza Engineering Co., 400 West Madison St., Chicago, Ill. 60606.

HYDROTECHNIC CORPORATION

is a firm of engineering consultants, which conducts agro-socio-economic studies in connection with regional development plans. Employment entails short-term project work abroad. They utilize persons with B.S. or M.S. degrees in agricultural economics and agricultural engineering. Backgrounds in history, geography and economics are helpful; Spanish or French is preferred. Previous international experience is helpful but not required. Those interested may write A. C. Besobrasow, Sr. V.P., Hydrotechnic Corp., 641 Lexington Ave., New York, N. Y. 10022.

INTERNATIONAL DEVELOPMENT SERVICES, INC.

conceives, plans, directs and executes programs in the field of international development. It also conducts feasibility studies and offers advisory and con-

sultative services to organizations involved in international development. Employment entails both long-term residence abroad and short-term project work abroad. They utilize persons with M.S. or Ph.D. degrees in agricultural economics, agricultural education, animal husbandry, plant science and soil science. Good practical experience in the line of development work is helpful; Spanish or French is preferred. Previous international experience is extremely helpful, but is not required. Interested persons may contact Mr. John F. Lee, President, International Development Services, Inc., 1725 Eye St., N.W., Washington, D. C. 20006.

INTERNATIONAL ENGINEERING COMPANY

is a consulting firm whose work includes planning and/or conducting feasibility studies of major irrigation developments. Employment involves both long-term residence abroad and short-term project work abroad. They employ persons with B.S., M.S. and Ph.D. degrees in agricultural economics, soil science, irrigation or drainage engineering. A background in irrigation farming is helpful; French and/or Spanish is preferred. Previous international experience is helpful, but usually unnecessary. They currently (at the time of this writing) have an opening for an individual on the B.S., M.S. or Ph.D. level with at least 10 years experience in the economic evaluation of water resources projects. Further information may be obtained by writing F. J. Jackson, Personnel Administrator, International Engineering Co., 220 Montgomery St., San Francisco, Calif. 94104.

J. L. JACOBS CO.

is involved in rural land appraisal and agricultural improvement consultation. They hire persons with M.S. or Ph.D. degrees in agricultural economics, agricultural education, plant science, soil science and forestry. Employment entails long-term residence abroad, short-term project work abroad, and occasional travel to foreign areas. Backgrounds in land capability classification, agricultural credit and horticulture are helpful; Spanish is preferred. Previous international experience is helpful, but not required. For further information contact Martin D. Miller, Partner, J. L. Jacobs Co., 53 West Jackson Blvd., Chicago, Ill. 60604.

R. E. JOHNSON INTERNATIONAL AND ASSOCIATES

is an employment agency specializing in international executive placement. They handle requests from employers through the use of an information retrieval system and their files of qualified applicants. Applications are coded into this system and the information is kept in the system permanently and reviewed every time a job requires an applicant's particular qualifications. This agency has over 30 jobs available almost at all times. Most of these positions are related to marketing. Qualifications for employment usually entail a B.S. or M.S. degree in an agricultural specialty plus a knowledge of Spanish or Portuguese. One of the best preparations for international employment through

this agency is a B.F.T. graduate degree from the Thunderbird Graduate School of International Management (formerly the American Institute of Foreign Trade). An M.S. degree plus a foreign language could substitute for the B.F.T. Most positions require previous professional experience. Previous international experience is helpful. For information about current job openings and about having an application coded into the information retrieval system contact R. E. Johnson, Executive Placement Division, R. E. Johnson International and Associates, 4976 N. Milwaukee Ave., Chicago, Ill. 60603.

KAMAN SYSTEMS CENTER

handles program planning and evaluation. Employment entails occasional travel to foreign areas. They utilize persons with a Ph.D. degree in agricultural economics or agricultural engineering. A background in program planning and evaluation would be helpful; Spanish or French is preferred. Previous international experience is helpful, but not required. Further information may be obtained from Dr. G. Ronald Herd, General Manager, Kaman Systems Center, 2930 Del Ray Avenue, Bethesda, Maryland 20014.

ARTHUR D. LITTLE, INC.

conducts feasibility studies to determine agricultural development potential for various agri-businesses. Employment could entail residence in the U.S., long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas. They utilize persons with M.S. or Ph.D. degrees in agricultural economics, agricultural engineering and forestry. Practical experience in farming or agribusiness is helpful; Spanish or French is preferred. Previous international experience is helpful, but not necessary. Information may be obtained by writing Dave Hurley, Arthur D. Little, Inc., 25 Acorn Park, Cambridge, Mass. 02140.

LYON ASSOCIATES, INC.

does master planning for U.S. Government agencies. Employment with this agency entails short-term project work abroad. They utilize persons with M.S. degrees in agricultural economics and agricultural engineering. An economic or engineering background would be helpful; Thai or Vietnamese would also be useful. Previous international experience, while helpful, is not required. Those interested in further details may write F. Everhardt, Controller, Lyon Associates, Inc., 6707 Whitestone Road, Baltimore, Md. 21207.

CHARLES T. MAIN, INC.

engages in agricultural consulting in connection with large irrigation development programs. Employment involves short-term project abroad. They use persons with B.S., M.S. or Ph.D. degrees in agricultural economics and agricultural engineering. A background in irrigation experience would be helpful; Spanish is preferred. Previous international experience would be helpful, but

is not required. Details may be obtained by contacting J. H. Barrett, Chas. T. Main, Inc., 441 Stuart St., Boston, Mass. 02116.

MILLER-WARDEN-WESTERN, INC.

engages in overall project analysis and development. Employment involves short-term project work abroad. They hire persons with M.S. degrees in agricultural economics. Previous international experience in project development work is required; Spanish or French is preferred. Information may be obtained from James A. Miller, Miller-Warden-Western, Inc., 825 J St., P. O. Box 1946, Lincoln, Nebraska 68501.

THOMAS H. MINER & ASSOCIATES, INC.

engages in consulting work which primarily involves the survey of operations. Employment with this agency entails residence in the U.S., long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas. They utilize persons with degrees (at all levels) in agricultural economics and agricultural engineering. Business experience, preferably in marketing, is needed; French or Spanish is preferred. Previous international experience is required. Details may be obtained by writing Ted Yelich, Thomas H. Miner & Associates, Inc., 135 South LaSalle St., Chicago, Ill. 60603.

ROBERT R. NATHAN ASSOCIATES, INC.

provides consultative services in the line of program planning and development projects. Employment entails long-term overseas assignments for senior agricultural economists. Less frequently, two to four month assignments are available in the other specialties. They employ persons with M.S. or Ph.D. degrees in agricultural economics, agricultural engineering, animal husbandry, plant science, soil science and forestry. Backgrounds in graduate level training in research methods, program planning and administration, and experience with developing countries are helpful background experience; Spanish and/or French is preferred. Previous international experience is helpful but not required. Details can be obtained from Margaret P. Davis, Robert R. Nathan Associates, Inc., 1218 - 16th St., N.W., Washington, D. C. 20036.

NATIONAL PLANNING AND CONSTRUCTION CORPORATION

provides consultative services. Employment with this agency entails residence in the U.S., short-term project work abroad, and occasional travel to foreign areas. They utilize persons with M.S. degrees in agricultural economics, agricultural engineering, agricultural chemistry, plant science and soil science. A background in tropical and sub-tropical agriculture would be helpful; Spanish is preferred. Interested persons may write Eldridge M. Hine, President, National Planning and Construction Corp., 2322 Ponce de Leon Blvd., P. O. Box 489, Coral Gables, Fla. 33134.

THE RALPH M. PARSONS COMPANY

engages in engineering, construction and consultation work relating to studies of water resources, sewage systems and municipal water supplies. Employment involves long-term residence abroad, short-term project work abroad, and occasional travel to foreign areas. They utilize persons with B.S., M.S. and Ph.D. degrees in agricultural economics, agricultural engineering and soil science. A knowledge of French, Spanish, Arabic, or other Middle East languages is preferred. Previous international experience is helpful but is not required. Details may be obtained by writing Manager of Employment, The Ralph M. Parsons Co., 617 West Seventh St., Los Angeles, Calif. 90017.

QUINTON ENGINEERS, LTD.

offers consulting and engineering services relating to pipelines, dams, and the irrigation of large areas. They do not presently, but expect in the future to employ persons with B.S. degrees in agricultural engineering and/or with specialization in irrigation for long-term residence abroad. Previous international experience would be helpful, but is not necessary; foreign languages are not usually required. Information may be obtained by contacting A. E. Waters, Quinton Engineers, Ltd., 812 West Eighth St., Los Angeles, Calif. 90017.

RAND CORPORATION

is an independent non-profit corporation performing scientific research on problems relating to national welfare, security, and development problems. Employment entails occasional travel to foreign areas and residence in the U.S. They expect in the future to employ persons with Ph.D. degrees in agricultural economics to work on development problems. A background in economic development relating to agriculture would be helpful; foreign languages are unnecessary. Previous international experience would be helpful, but is not required. Interested persons may contact Dr. Edmund Brunner, Economics Dept., RAND Corp., 1700 Main St., Santa Monica, Calif. 90406.

WILBUR SMITH AND ASSOCIATES, INC.

is principally a consulting firm specializing in transportation, highways, economics and feasibility studies relating to transportation problems. They occasionally utilize persons with B.S. or M.S. degrees in agricultural economics to help with economic problems relating to transportation and the movement of goods. Employment entails short-term project work abroad and occasional travel to foreign areas. A background in economic consulting experience would be helpful; Spanish is preferred. Previous international experience would be helpful, but is not required. Those interested may obtain further information by contacting Gerard L. Draice, Wilbur Smith and Associates, Inc., 155 Whitney Ave., New Haven, Conn. 06510.

STANLEY CONSULTANTS, INC.

handles research studies relating to economics, marketing, and crop potentials. Employment entails short-term project work abroad and occasional travel to foreign areas. They utilize persons with B.S., M.S. and Ph.D. degrees in agricultural economics, animal husbandry, plant science, soil science and/or with specialization in fish breeding, fish meal, and irrigation as applied to crop land. Familiarity with tropical plants and conditions in South America, Africa, or the Middle East would be advantageous; Spanish or French is preferred. Previous international experience would be helpful but is not necessary. More detailed information may be obtained by writing Personnel Director, Stanley Consultants, Inc., Stanley Building, Muscatine, Iowa 52761.

SVERDRUP AND PARCEL INTERNATIONAL, INC.

provides consultative engineering and architectural services. The nature of employment is dependent upon the scope and nature of the required services and generally involves long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas. They utilize persons with M.S. and Ph.D. degrees in agricultural economics, agricultural engineering and soil science for work which principally involves technical-economic feasibility studies relating to land development and utilization of water resources. Experience in water management, irrigation and drainage, and land classification is advantageous. Spanish or French is helpful, but not essential. Previous international experience, while helpful, is not required. For information, contact H. E. Tibbles, Employment Manager, Sverdrup & Parcel Int'l, Inc., 800 N. 12th Blvd., St. Louis, Mo. 63101.

TIPPETTS-ABBETT-McCARTHY-STRATTON

is a firm of consulting engineers and architects whose professional services include the preparation of engineering-economic feasibility reports, area and regional planning studies, and the planning and design for major civil engineering and architectural projects. Employment involves short-term project work abroad. They employ persons with M.S. degrees in agricultural economics and agricultural engineering. Backgrounds in natural resources development and computer application to agro-economic procedures followed by international lending agencies (i.e., AID, IBRD, etc) are helpful; French or Spanish is preferred. Previous international experience is helpful but not required. Work would involve economic and engineering feasibility studies for underdeveloped countries that involve development of the countries' natural resources, transportation, water resources, mining, etc. For details about employment, contact William S. Brayshaw, Tippetts-Abbott-McCarthy-Stratton, 375 Park Avenue, New York, N. Y. 10022.

U.S. CONSULTANTS, INC.

provides consultative services relating to fisheries, fresh water resources and agricultural development. Employment involves long-term residence abroad

(1-5 years). They employ persons with M.S. or Ph.D. degrees in agricultural economics, agricultural engineering, agricultural chemistry, agricultural education, animal husbandry, veterinary medicine, or with specialization in fisheries. Administrative experience would be advantageous; French or Japanese is preferred. Previous international experience would be helpful but is not required. For employment information write Harold J. Hart, Vice President, U.S. Consultants, Inc., C.P.O. 660, Tokyo, Japan.

WEITZ-HETTELSATER ENGINEERS

offers consultative services relating to international marketing, particularly of grains. Employment involves residence in the U.S., short-term project work abroad, and occasional travel to foreign areas. They utilize persons with M.S. and Ph.D. degrees in agricultural economics and agricultural engineering. Previous marketing experience would be helpful; Spanish or French is helpful but not required. Previous international experience is advantageous but not necessary. Information may be obtained by contacting Mr. Vahe Melkonian, Overseas Projects Director, Weitz-Hettelsater Engineers, 427 West 12th St., Kansas City, Mo. 64105.

THE J. G. WHITE ENGINEERING CORPORATION

provides engineering and consultative services relating to irrigation, colonization, accelerated production and introduction of specialized crops. Employment entails long-term residence abroad and short-term project work abroad. They employ persons with M.S. and Ph.D. degrees in agricultural economics, agricultural engineering, agricultural chemistry, soil science and forestry. Experience with agricultural programs for developing countries is helpful; Spanish is preferred. Previous international experience is required. Employment information may be obtained by contacting Bernard C. Stallard, Consulting Dept., The J. G. White Engineering Corp., 80 Broad St., New York, N. Y. 10004.

ADRIAN WILSON

offers general engineering and consultative services. They occasionally utilize persons with M.S. degrees in agricultural engineering and soil science. Employment involves short-term project work abroad and occasional travel to foreign areas. Public relations experience and a background in food storage and preparation are helpful; foreign languages are not required. Previous international experience is helpful but unnecessary. Employment details may be obtained from Richard Dimit, General Mgr., Adrian Wilson and Associates, 621 S.W. Moreland, Los Angeles, Calif. 90017.



Section IV

Educational and Technical Assistance Organizations

This group of agencies consists of non-profit organizations whose primary function is to promote social, economic and technical development throughout the less developed countries of Latin America, Africa, the Near East and the Far East. While a few agencies only recruit volunteers, almost all job positions are salaried.

They generally employ persons with a B.S. or M.S. degree in any of the agricultural specialties. A Ph.D. is required for positions which involve teaching at the university level.

Positions usually involve field project work of various natures and can include research, education, conducting surveys and studies, acting as project directors, advising local citizens on better farming and production techniques, or advising foreign governments and institutions. Assignments more commonly entail long-term residence abroad but also frequently involve short-term project work or occasional travel to foreign areas.

A foreign language is useful in all cases, although it is not usually a prerequisite to employment. Often language training is provided by the agency. Educational institutes and foreign universities frequently conduct classes in English, in which case no other language would be required. Language requirements and training vary widely depending upon the particular country. The native language is preferred especially when the employee must work directly with the local citizens.

Practical and vocational experience related to the activities of the organization is highly desirable. Previous international experience while useful is essential only in a few cases. A farm background is helpful. The ability to communicate well with people and the ability to transfer technical knowledge on a level which can be understood by the local citizens are indispensable. For more detailed information refer to the individual summaries on each organization.

AFRICAN-AMERICAN LABOR CENTER

is a non-profit organization whose purpose it is to further economic and social development in Africa through development projects in vocational training, workers' education, cooperative development, health and housing. They utilize persons with M.S. or Ph.D. degrees in agricultural economics and agricultural education and/or with specialization in the development of cooperatives as cooperative advisors, technicians, teachers, etc. Employment entails long-term residence abroad and short-term project work abroad. Previous international experience in Africa is helpful; French is preferred. Further information may be obtained by writing John P. Hannah, African-American Labor Center, 345 East 46th St., Suite 200, New York, N. Y. 10017.

AGRICULTURAL COOPERATIVE DEVELOPMENT INTERNATIONAL

provides technical assistance to agricultural cooperative development. Assignments are made in the form of long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas. They utilize persons with B.S. degrees in any of the agricultural specialties. Familiarity with cooperative principles in agriculture would be helpful background experience; a foreign language is not a prerequisite for employment. Previous international experience would be helpful, but is not required. For more detailed information write Dr. John M. Eklund, President, Agricultural Cooperative Development International, 1430 K Street, N.W. - 12th Floor, Washington, D. C. 20005.

THE AGRICULTURAL DEVELOPMENT COUNCIL, INC.

is a small, philanthropic organization which sponsors university research programs, special projects, visiting professorships, world conferences and seminars, and which grants fellowships to promising students. They utilize a very limited number of highly specialized, Ph.D. level people on their staff, who engage in such activities such as planning development projects, acting as advisors to foreign universities and institutions, conducting surveys and analyses in the area of underdevelopment, and serving as visiting professors on foreign university staffs. Professional experience in a specialized area is required; previous international experience would be helpful. For further details contact A. Russell Stevenson, Asst. Sec., Agricultural Development Council, Inc., 630 Fifth Ave., New York, N. Y. 10020.

ALLAHABAD AGRICULTURAL INSTITUTE

is partially supported by Christian missionary agencies and recruits persons for missionary service who are qualified to teach the agricultural sciences at the university level. Employment entails long-term residence abroad. They utilize persons with Ph.D. degrees in agricultural economics, agricultural engineering, agricultural chemistry, agricultural education, animal husbandry, dairy technology, veterinary medicine, plant science and soil science. A knowledge of Hindi is helpful; previous international experience is unnecessary. Job opportunities

are salaried. Appointments for service at the Allahabad Agricultural Institute are made by the personnel secretaries of the major U.S. Protestant denominational mission boards. Information may be obtained from Dr. John Bathgate, M. O. Center, Stony Point, New York 10980.

AMERICAN INSTITUTE FOR FREE LABOR DEVELOPMENT

offers employment in the Latin American countries in the form of long-term residence abroad, short-term project work abroad and occasional travel to foreign areas. Persons with B.S. degrees in agricultural education are hired to work with the campesino workers. Spanish and/or Portuguese is necessary; previous international experience would be helpful but is not required. Those interested may write Mr. T. R. Sherry, Chief of Personnel, American Institute for Free Labor Development, 1925 K Street, N.W., Washington, D. C. 20006.

AMERICAN-KOREAN FOUNDATION

aids the achievement of general development programs in Korea. Agriculturally they are concerned with irrigation and water supply, land reclamation, 4-H Club assistance, and crop, livestock and poultry improvement. Employment entails long-term residence abroad. They utilize persons with B.S. or M.S. degrees in animal husbandry. Previous international experience is helpful, but not required; Korean is useful. For information contact Miss Dorothy L. Irvine, Exec. Dir., American-Korean Foundation, 345 East 46th St., New York, N. Y. 10017.

ASIAN-AMERICAN FREE LABOR INSTITUTE

operates in Asia in developing various types of cooperatives and training programs. Employment, both long-term residence abroad and short-term project work abroad, requires persons with B.S. or M.S. degrees in agricultural economics, agricultural engineering, agricultural education, veterinary medicine, plant science, soil science and forestry, or with special competence in rice production and canning. A labor background would be helpful; Hindu, Indonesian or Spanish is suggested if possible. Previous international experience is required, depending upon the particular position in question. For further details, contact Richard S. Willard, Administrative Officer, Asian-American Free Labor Institute, 1741 DeSales St., N.W., Washington, D. C. 20036.

CREDIT UNION NATIONAL ASSOCIATION, INC. (CUNA INTERNATIONAL)

assists in the development and organization of new credit unions and is concerned with the establishment of an agricultural supervised credit program. This agency operates throughout Bolivia, Brazil, Colombia, Ecuador, Panama, Peru, Venezuela, and Tanganyika and plans to expand worldwide. Positions which entail long-term residence abroad utilize persons with B.S. or M.S. degrees in agricultural economics or agricultural education. Experience with co-

operatives and credit unions would be helpful; Spanish or Portuguese is preferred. Those interested may contact any of the following: Mr. Herb Wegner, CUNA/AID, Box J Canal Zone, Panama, Panama; Mr. Edwin Palenque, CUNA International, 1617 Sherman Ave., Madison, Wisc. 53701; or Mr. Harry Culbreth, Global Project Director, CUNA International, 1730 Rhode Island Avenue, N.W., Suite 810, Washington, D. C. 20036.

COOPERATIVE FOR AMERICAN RELIEF EVERYWHERE (CARE)

operates world-wide throughout Latin America, Europe, Africa and the Near and Far East. They employ persons with B.S. or M.S. degrees in agricultural economics and general agriculture as consultants to CARE self-help agricultural projects. Opportunities entail long-term residence abroad. Actual farm experience would be helpful; foreign language requirements depend upon the particular country of operation. Previous international experience is useful but not required. For more detailed information write B. Smucker, Director of Overseas Operations, CARE, 660 First Ave., New York, N. Y. 10016.

COOPERATIVE LEAGUE OF THE U.S.A.

The Cooperative League's function and purpose is to promote the development of cooperative business in the underdeveloped countries of Latin America, Africa and the Philippines. Employment entails residence in the U.S., long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas. Persons with M.S. (occasionally) or Ph.D. degrees in agricultural economics and agricultural engineering are employed for work involving the organization of cooperatives, cooperative training, advising cooperatives on operation, and conducting feasibility studies. Experience in the management of agricultural cooperatives, education and training in cooperative operations, and membership in an agricultural cooperative would all be helpful background experience. Spanish or French is preferred. For further information contact Dr. Allie C. Felder, Jr., Director, International Dept., Cooperative League of the U.S.A., 59 East Van Buren St., Chicago, Ill. 60605.

DAIRY SOCIETY INTERNATIONAL

is a nonprofit educational organization founded to encourage the development and extension of all phases of the dairy industry throughout the world and to develop world markets for existing supplies of milk. Employment in the international line includes residence in the U.S., short-term project work abroad, occasional travel to foreign areas, and/or long-term residence abroad. They employ persons with B.S. degrees in agricultural education, agricultural economics and agricultural engineering (in the order of their preference). A background in dairy plant operation is desirable; Spanish is preferred. Previous international experience is helpful but not required. For information contact George W. Weigold, Managing Director, Dairy Society International, 1145 19th St., N.W., Washington, D. C. 20036.

OVERSEAS EDUCATIONAL SERVICE OF EDUCATION AND WORLD AFFAIRS

provides recruitment services for both universities in developing countries and American faculty. They service colleges in the Middle East, Far East and the West Indies, but most of the vacancies occur in East and West Africa. They are recruiting persons with Ph.D. degrees in agricultural specialties for two-year teaching assignments, but an M.S. with college teaching experience will be considered. The language of instruction is English. The salary is comparable to salaries given to indigenous staff and while it is considerably less than academic salaries in the U.S., due to the lower cost of living it is sufficient to provide for a reasonably comfortable standard of living. Individuals residing outside the U.S. for approximately a year and a half are not normally required to pay U.S. income tax. In addition, transportation for the individual and his family, as well as the shipment of his personal effects is paid for by the colleges. Furnished housing is often provided either free or at a very low rate of expense. Further information may be obtained by contacting the Overseas Educational Service, 522 Fifth Avenue, New York, N.Y. 10036.

ESCUELA AGRICOLA PANAMERICANA

offers opportunities for teaching agricultural sciences at the university level. These opportunities entail long-term residence abroad. They seek persons with B.S. or M.S. degrees in agricultural economics, agricultural education, animal husbandry, plant science, soil science and dairy science. Strong practical and vocational preparation would be helpful; Spanish is preferred. Previous international experience would be helpful, but is not required. For further information, contact R. P. Armour, Director Escuela Agricola Panamericana, Apartado 93, Tegucigalpa, Honduras C. A.

FORD FOUNDATION

is a philanthropic organization whose primary function is to administer grant funds for educational, scientific and charitable purposes throughout the world. International operations are through agreements with foreign governments, institutions and agencies which are assisted with grant funds and technical assistance personnel. They also cooperate with U.S. universities to assist in the development of indigenous institutions and agencies. Service personnel may be employed either directly by the Ford Foundation or through service agreements with a university or other U.S. institution. Ford primarily utilizes personnel in the agricultural-social sciences, predominantly agricultural economics, as program specialists and service personnel whose positions entail providing consultative and advisory services to foreign governments, agencies and institutions. Minimum qualifications usually include previous foreign experience, high-level training in a specialty field, and knowledge of the native language. The number of these positions is relatively limited, both for direct employment and for people under service agreements. There are also a few high-level

agricultural positions in Ford's administrative offices in New York. A considerable amount of Ford's funds is presently being channelled to the Ford-Rockefeller institutes (see CIMMYT, CIAT, IITA and IIRI for specific information about each of these). For more complete information contact Lowell Hardin, Program Officer, Ford Foundation, 320 East 43rd St., New York, N. Y. 10017.

TRAINING ASSOCIATE PROGRAM Ford also employs persons as training associates to work within the Foundation staff or on project teams. Persons with B.S. or M.S. (preferred) degrees or with predoctoral interests in the areas of agricultural education, agricultural development and agricultural economics are utilized as training associates to perform research and administrative duties in the Foundation's offices overseas and in New York, or to work as assistants to project advisors. Appointments of this nature are usually for one year; on occasion they may be extended to two years. The program is small and standards of selection are high. Normally it is expected that a candidate will be nominated by his university dean or department head. Applications for training associate opportunities with the Ford Foundation should be forwarded through deans or academic department heads to the office of Manpower Planning and Development, Ford Foundation, 477 Madison Ave., New York, N. Y. 10022.

HEIFER PROJECT, INC.

supplies livestock, poultry, and services to assist in agricultural development programs. The Project operates in over 30 different countries and has major operations in Bolivia, Brazil, Congo, Dominican Republic, Ecuador, El Salvador, Ghana, Greece, Guatemala, India, Japan, Korea, Mexico, Nicaragua, Peru, and the Philippines. They hire persons with B.S. degrees in agricultural economics and animal husbandry or with a D.V.M. in veterinary medicine. Practical experience and academic training relating to animal husbandry would be helpful; Spanish or French is preferred. Previous international experience would be helpful, but is not required. For further information, contact Thurl Metzger, Executive Director, Heifer Project, Inc., P. O. Box 269, North Manchester, Indiana 46962.

IRI RESEARCH INSTITUTE, INC.

acts as a coordinating agency in the determining of needs and the contracting of technical specialists for various development projects in Latin America and other countries. Employment with this agency may entail either long-term residence abroad or short-term project work abroad. They employ specialists with M.S. or Ph.D. degrees in agricultural economics, agricultural engineering, agricultural chemistry, agricultural education, animal husbandry, plant science, soil science and other agricultural fields. General professional experience in the agricultural area is helpful; Portuguese, Spanish or French is preferred. Previous international experience, while helpful, is not required. For in-

formation contact Dr. S. R. Freiberg, Vice President, IRI Research Institute, Inc., One Rockefeller Plaza, New York, N. Y. 10020.

INTERNATIONAL DEVELOPMENT FOUNDATION

is concerned with social development through technical assistance. Employment entails long-term residence abroad (2-4 years). Persons with M.S. degrees in agricultural economics and agricultural education and/or with agribusiness experience in Latin America, training in political science, or development experience are employed as country directors or project officers on projects in Latin America involved with helping small landholders, working with agrarian reform institutes on training programs, and setting up farmers' associations. Both academic and working experience with a social and agricultural orientation and previous international work, specifically in Latin America, are highly advantageous; Spanish is preferred. Further information may be obtained from Mr. George Wheelwright, International Development Foundation, 205 East 42nd St., Off. 2018, New York, N. Y. 10017.

INTERNATIONAL EXECUTIVE SERVICE CORPS

sponsors technical assistance to business enterprise of less developed countries. Employment is strictly voluntary—transportation and expenses are paid. It entails short-term project work. They utilize persons with B.S. and M.S. degrees in agricultural economics, agricultural chemistry and animal husbandry. Business experience in addition to academic knowledge is very helpful; foreign languages are not required. Previous international experience is unnecessary. Those interested may contact Director of Executive Selection, International Executive Service Corps, 720 Fifth Avenue, New York, N. Y. 10019.

INTERNATIONAL INSTITUTE OF RURAL RECONSTRUCTION

is a world center for international extension, leadership training, and operational research in rural reconstruction and is dedicated to the promotion of economic and social well-being in the underdeveloped countries of the world. Employment entails long-term residence abroad and occasional travel to foreign areas. They utilize persons with Ph.D. degrees in agricultural economics, applied anthropology and rural sociology, and/or with specialization in cooperative organization to engage in operational research. Technical competence and rich field experience are helpful; foreign languages are not required. Previous international experience is helpful, but not required. For information, contact Dr. Y. C. James Yen, Pres., International Institute of Rural Reconstruction, U.S. Off., 1775 Broadway, New York, N. Y. 10019.

INTERNATIONAL MARKETING INSTITUTE

conducts agribusiness investment studies and offers technical assistance in agricultural marketing to underdeveloped countries. Employment involves both long-term residence abroad and short-term project work abroad. They employ persons with M.S. or Ph.D. degrees in agricultural economics, and/or with ex-

perience in agribusiness investment and marketing. Previous experience in the field of international agribusiness investment and agribusiness marketing is required; Spanish is preferred. Information may be obtained from Mr. James A. Hagler, Executive Director, International Marketing Institute, 16 Garden St., Cambridge, Massachusetts 02138.

INTERNATIONAL RESCUE COMMITTEE

provides technical assistance particularly to areas in need of emergency rehabilitative aid. Employment entails long-term (one year) residence abroad. They utilize persons with degrees in poultry husbandry, animal husbandry or general agriculture. Practical farming experience is extremely helpful; foreign languages are not required. Previous international experience would be helpful, but is not required. Further details may be obtained by writing Mrs. Marion H. Schaeffer, International Rescue Committee, 386 Park Avenue South, New York, N. Y. 10016.

INTERNATIONAL VOLUNTARY SERVICES, INC.

provides technical assistance to developing countries and is an organization very similar to the Peace Corps. They are seeking volunteers for two-year tours of duty in developing countries. They need persons with B.S. or M.S. degrees in agricultural economics, agricultural engineering, agricultural chemistry, agricultural education, animal husbandry, plant science, soil science and forestry. A farm or rural background would be helpful; French would be helpful but is not required as the volunteer receives language training. Previous international experience would be helpful, but is unnecessary. For further information write John F. Hughes, Personnel Officer, International Voluntary Services, Inc., 1555 Connecticut Ave., N.W., Washington, D. C. 20036.

INSTITUTE OF INTERNATIONAL EDUCATION (IIE)

employs agricultural specialists in connection with overseas development projects which are administered on behalf of the Ford Foundation and other organizations and in cooperation with universities and similar institutions. At the moment, they employ agricultural specialists overseas in India and Pakistan on Ford Foundation projects which are administered in cooperation with the following institutions: Ohio State University, North Carolina State University, Louisiana State University, the International Rice Research Institute and the International Center for Maize and Wheat Improvement. While employment is handled directly by the particular organization, information about which organizations are currently under contract and are looking for agricultural specialists may be obtained by writing Mrs. Karen C. O'Brien, Head, Overseas Programs Division, Special Projects Dept., Institute of International Education, 809 United Nations Plaza, New York, N. Y. 10017.

MEALS FOR MILLIONS FOUNDATION

The primary purpose of the Foundation is to stimulate food production from indigenous resources in areas of chronic malnutrition throughout the world. They utilize persons with B.S. degrees in general agriculture for work involving research, teaching and demonstration. A farm or Peace Corps background is helpful; Spanish, Hindi, Korean, Portuguese or Swahili is preferred, depending upon the country in which the person is working. For information, write Neal O'Donnell, Meals for Millions Foundation, 215 West 7th St., Los Angeles, Calif. 90014.

NEAR EAST FOUNDATION

works to improve the economic and social conditions of the Near East, Far East and Africa. They are almost always looking for trained American agriculturists in all the specialties—agricultural economics, agricultural engineering, agricultural chemistry, agricultural education, animal husbandry, veterinary medicine, plant science, soil science, forestry, range management, agricultural extension, rural sociology, horticulture, vegetable crops and rural development. They consider all levels of education, but usually an M.S. is preferred for technical assignments while a Ph.D. is required for college teaching assignments. Five to seven years of successful professional experience would be highly advantageous; English is usually sufficient, but French and Arabic would be helpful. Previous international experience would be helpful, but is not required. Those interested may write Executive Director, Near East Foundation, 54 East 64th St., New York, N. Y. 10021.

R TV INTERNATIONAL, INC.

is concerned with agricultural education through radio and television. Employment involves short-term project work abroad. They utilize persons with B.S., M.S. or Ph.D. degrees in agricultural education and/or with a specialization in mass communications. A background in mass media, especially broadcasting engineering, is essential; foreign languages are not required. Previous international experience would be helpful, but is not required. Information may be obtained by writing Marguerite Collins, Office Manager, R TV International, Inc., 405 Park Avenue, New York, N. Y. 10022.

RESOURCES FOR THE FUTURE, INC.

is a non-profit institution funded by the Ford Foundation. Its purpose is to develop improved research and program competence in the area of natural resources. A limited international program is carried on in Latin America. They employ persons with M.S. or Ph.D. degrees in agricultural economics to conduct research and to help stimulate the research capabilities of Latin American agriculturists. Previous professional experience is generally required; Spanish or Portuguese is preferred. Employment entails long-term residence abroad (2 to 5 years). Further information can be obtained by writing Sterling Bru-

baker, Resources for the Future, Inc., 1755 Mass. Ave., N.W., Washington, D. C. 20036.

ROCKEFELLER FOUNDATION

is a philanthropic organization which, in the international area, grants funds and sponsors projects relating to the educational, scientific and agricultural welfare of less developed countries. Rockefeller primarily works through the four International Centers—CIAT, IITA, CIMMYT, and IIRI—but also through agreements with foreign governments, institutions and agencies, which they provide with funds and technical assistance personnel. They also occasionally cooperate through special agreements with U.S. universities to assist in the development of indigenous institutions and agencies. They utilize persons with high-level (usually Ph.D.) training primarily in the agricultural-biological sciences, but also in agricultural economics and agricultural communications. These persons function as program specialists and service personnel whose positions entail providing consultative and advisory services to foreign governments, institutions and agencies. Previous foreign experience is usually required; a knowledge of the native language is essential. Requests for information can be directed either to CIAT, IITA, CIMMYT and IIRI (see section on each for information) or to Sterling Wortman, V. P. of the Board, Director, Agricultural Sciences, Rockefeller Foundation, 111 West 50th St., New York, N. Y. 10020.

THESSALONIKI AGRICULTURAL AND INDUSTRIAL INSTITUTE

is a non-profit organization concerned with agricultural training and education. Employment (volunteer, if possible) entails short-term project work abroad and occasional travel to Greece, where the school is located. They use persons with M.S. degrees in agricultural engineering, agricultural education, animal husbandry, plant science and soil science. A practical education background is helpful; Greek would be advantageous, but is not a prerequisite. Further details may be obtained by writing the Personnel Director, Thessaloniki Agricultural and Industrial Institute, 36 East 61st St., New York, N. Y. 10021, or Personnel Director, American Farm School, Thessaloniki, Greece.

VOLUNTEERS FOR INTERNATIONAL TECHNICAL ASSISTANCE—VITA

refers technical questions from foreign countries to volunteer, professional consultants in the U.S. and abroad for study and answer by mail. They also conduct research and development programs. Employment involves both long-term residence abroad and short-term project work abroad, depending upon the nature of the position. They utilize persons with B.S. and M.S. degrees in agricultural economics, agricultural engineering and agricultural education for work involving agricultural technology on the grass-roots level. General, practical experience is helpful; foreign languages are not necessary. Previous international experience is required. Job opportunities are both salaried and volun-

tary. For details write Dale B. Fritz, Volunteers for International Technical Assistance, College Campus, Schenectady, New York 12308.

WORLD NEIGHBORS

is a non-profit organization which carries on self-help programs in 21 underdeveloped countries. They utilize U.S. citizens as top level advisors (limited number) but rely mainly upon nationals for the bulk of their work. Qualifications of nationals range from Ph.D. degrees to village level workers with minimal schooling. U.S. specialists are used to supervise overseas self-help project areas. The work generally requires long-term residence abroad. B.S. or M.S. degrees in general agricultural specialties are preferred. Overseas experience (minimum of three years) is required; foreign language requirements depend upon the country. Positions are salaried. Requests for further information should be directed to Ralph W. Sanders, Exec. V. P., World Neighbors, 5116 N. Portland, Oklahoma City, Okla. 73112.



Section V

Church-Affiliated Organizations

This category consists of agencies sponsored by religious organizations. Their activities are centered in the underdeveloped countries of Latin America, Africa, the Near East and the Far East, and range from the administering of emergency aid to the establishing of institutions to promote long-term development. In addition, they are also concerned with promoting the establishment of their particular religious sect. Positions are salaried, semi-salaried and voluntary.

The type of person generally employed has a B.S. or M.S. in one of the agricultural specialties. Agricultural education, soil science, plant science and animal science are by far the most in demand. A Ph.D. is rarely needed.

Positions involve field work which includes advising and working with the locals and other activities related to educational and technical assistance. Assignments may be on a career basis, entail long-term residence abroad, or short-term project work abroad.

A foreign language is preferred by all agencies but is not always a prerequisite. Often language instruction is provided by the organization. Spanish and French are more frequently requested than any other language; the language requirement depends upon the particular country. Regional dialects are useful also.

A broad, vocational background is extremely useful, particularly one including 4-H, farm, agricultural education or agricultural extension experience. Some agencies seek technicians who are also convinced Christians. In these instances active church membership of any denomination is preferred. Previous international experience, while helpful, is rarely required. The ability to communicate technical knowledge on a level which can be understood by the local citizens is indispensable. In general, the requirements for this category are less rigid than those of any other group. For specific details check the individual summaries on each organization.

AGRICULTURAL MISSIONS, INC.

provides consultative and training services for various Protestant mission boards. Employment principally entails long-term residence abroad, but also includes occasional travel to foreign areas for expert consultants. They utilize persons

with B.S. and M.S. degrees in agricultural economics, agricultural education, animal husbandry, and/or with specialization in cooperatives and credit, extension and community development. A broad knowledge of rural development would be helpful; the native language of each country is preferred, the most helpful being Spanish. Previous international experience is helpful, but not required. Positions are generally salaried. For more information, contact Rev. Edwin Geers, Assoc. Dir., Agricultural Missions, Inc., 475 Riverside Dr., Room 624, New York, N. Y. 10027.

AMERICAN FRIENDS SERVICE COMMITTEE

handles projects concerned with the social, economic and physical development of certain underdeveloped areas. Employment involves long-term residence abroad, primarily two-year assignments. They employ persons with B.S. or M.S. degrees in agricultural economics, agricultural education and veterinary medicine to supervise rural-agricultural development. Helpful background experience includes a rural 4-H background and agricultural education training; Spanish is preferred. Previous international experience is not necessary. Positions include maintenance expenses plus essential home cost obligations. Information may be obtained by writing Marthelyn Dickson, Coord. of Recrtmt., American Friends Service Committee, 160 North 15th St., Philadelphia, Pa. 19012.

CHURCH WORLD SERVICE

is concerned with pilot projects involving the improved usage of seeds, fertilizers, irrigation and livestock breeding. Employment entails short-term project work abroad. They utilize persons with B.S. degrees in animal husbandry, veterinary medicine, plant science and soil science. The knowledge and ability to translate technical information to the working level of uneducated people, especially in non-mechanized areas where conditions dictate improvisation, is highly advantageous in this type of work; French or Spanish is most helpful. Previous international experience is helpful, but not required. Positions are both salaried and voluntary. Information can be obtained by writing Mr. John Muilenberg, Pers. Offc., Church World Service, 475 Riverside Dr., New York, N. Y. 10027.

LUTHERAN CHURCH IN AMERICA

supports agricultural development programs in underdeveloped countries. Employment entails long-term residence abroad. They utilize persons with B.S. and M.S. degrees in agricultural engineering and agricultural education. General experience in agricultural development is helpful; foreign language training is provided. Previous international experience is helpful, but not required. Positions are salaried. For information, contact Pers. Sec., Board of World Missions, Lutheran Church in America, 231 Madison Ave., New York, N. Y. 10016.

LUTHERAN WORLD RELIEF , INC.

sponsors various rehabilitative, health, self-help and development projects, principally in Asia and Africa. Work involves short-term project work abroad. They utilize persons with B.S. degrees in agricultural education, plant science and soil science to work with the villagers in improving crop and livestock production. Training in agricultural extension and education is helpful; foreign languages are not required. Previous international experience is helpful, but unnecessary. Positions are salaried. For information, contact Ove R. Nielsen, Asst. Exec. Sec., Lutheran World Relief, Inc., 315 Park Ave. S., Suite 1940, New York, N. Y. 10010.

MENNONITE BRETHERN CHURCH

is involved in mission work relating also to agricultural development. Employment entails long-term residence abroad and short-term project work abroad. They utilize persons with B.S. degrees in animal husbandry, veterinary medicine and soil science. A background in church-related mission work would be helpful; Spanish or French is preferred. Previous international experience is helpful but not required. Opportunities are both salaried and voluntary, depending upon the particular position. Details can be obtained by writing Board of Missions, Mennonite Brethren Church, 314 South Lincoln, Hillsboro, Kansas 67063.

MENNONITE CENTRAL COMMITTEE

meets emergency needs and conducts projects of rehabilitation and economic development. Agricultural services include demonstration projects, agricultural extension, rural development and nutrition development. Employment entails long-term residence abroad, with a minimum of two to three years duration. They utilize persons with B.S. and M.S. degrees in agricultural economics, agricultural education, animal husbandry, veterinary medicine, plant science and soil science. Practical experience in this area is highly advantageous; Spanish or French plus regional tribal languages are preferred. Previous international experience is unnecessary. Positions are voluntary. For details, write Urbane Peachey, Mennonite Central Committee, Sec. of Pers. Services, 21 S. 12th St., Akron, Pa. 17501.

THE PRESBYTERIAN BOARD OF WORLD MISSIONS

engages in, among their other programs, agricultural extension services related to animal husbandry, veterinary medicine and agronomy. Employment entails long-term residence abroad and short-term project work abroad. They utilize persons with B.S. and M.S. degrees in agricultural education, animal husbandry, veterinary medicine, plant science and soil science. An agricultural extension background would be helpful; Portuguese or Spanish is preferred. Previous international experience is helpful, but not necessary. Opportunities are both salaried and voluntary, depending upon the particular position. For infor-

mation, write Offc. of Recrmt. Sel., The Presbyterian Board of World Missions, P. O. Box 330, Nashville, Tenn. 37202.

REFORMED CHURCH IN AMERICA

is concerned with agricultural education. Work involves short-term project work abroad. They employ persons with B.S. and M.S. degrees in agricultural education and soil science. Work with different cultures is helpful; Arabic is preferred. Previous international experience is helpful, but not required. Opportunities are both salaried and voluntary depending upon the particular position. For information, contact Mr. Leonard De Beer, Offc. of Pers., Reformed Church in America, 475 Riverside Dr., New York, N. Y. 10027.

GENERAL CONFERENCE OF SEVENTH-DAY ADVENTISTS

assists in rehabilitation through self-help projects and educational services. Employment entails long-term residence abroad. They employ persons with B.S. and M.S. degrees in agricultural education, animal husbandry, soil science and plant science to teach in secondary schools and college programs. Previous teaching experience is helpful; Spanish, Portuguese, English and possibly other languages would be helpful. Previous international experience is useful, but not required. Positions are salaried. For information, contact Secretarial Dept., General Conference of Seventh-day Adventists, 6840 Eastern Ave., N.W., Washington, D. C. 20012.

SOUTHERN BAPTIST CONVENTION

operates missions in many underdeveloped countries. They have positions for agriculturists which offer both long-term career opportunities and shorter two-year) tours of duty. They utilize persons with B.S. and M.S. degrees in agricultural education, animal husbandry, veterinary medicine (limited), plant science, soil science and forestry to teach at secondary levels, carry on field operations in developing countries, and to run demonstration farms. Practical experience in any one of these areas is advantageous; Portuguese, Swahili or Spanish is preferred. Previous international experience, while helpful, is not necessary. Positions are salaried. For details, contact Mr. Louis R. Cobbs, Secretary for Missionary Personnel, Foreign Mission Board, Southern Baptist Convention, P. O. Box 6597, Richmond, Va. 23230.

THE UNITED CHRISTIAN MISSIONARY SOCIETY

has major missionary operations in Latin America, Africa, Near East, Far East and India. Employment entails long-term residence abroad and short-term project work abroad. Work involves developing agricultural projects, educating natives in agricultural methods, community development, and the development of cooperatives and credit unions. They utilize persons with M.S. and Ph.D. degrees in agricultural economics, agricultural education, plant science, soil science and forestry (limited). General knowledge of agriculture and active membership in a local congregation are advantageous. Although French is fre-

quently needed, the foreign language preference varies depending upon the particular country. Previous international experience is helpful, but not required. Positions are both salaried and voluntary. For information contact Rev. Ralph T. Palmer, Exec. Sec., Dept. of Missionary Selection & Training, United Christian Missionary Society, 222 S. Downey Ave., Indianapolis, Indiana 46207.

UNITED METHODIST CHURCH

supports development programs in Latin America and is primarily concerned with community and agricultural development. Employment entails both long-term residence abroad and short-term project work abroad. They utilize persons with B.S., M.S. and Ph.D. degrees in agricultural engineering, agricultural education, animal husbandry and veterinary medicine. The native language of the particular country is preferred. Previous international experience is helpful, but not required. Positions are salaried. For information, contact Joint Comm. of Missionary Pers., United Methodist Church, Board of Missions, 475 Riverside Dr., New York, N. Y. 10027.

UNITED METHODIST COMMITTEE FOR OVERSEAS RELIEF

operates programs of relief, rehabilitation and refugee resettlement. Employment involves short-term project work abroad and occasionally, long-term residence abroad. They utilize persons with B.S. and M.S. degrees in agricultural economics, agricultural education, animal husbandry, plant science and soil science. A Christian-oriented background would be helpful; Vietnamese is preferred. Previous international experience is helpful, but not required. Employment is both salaried and voluntary, depending upon the position. For information, contact Dr. James J. Thomas, United Methodist Committee for Overseas Relief, Room 406, 475 Riverside Dr., New York, N. Y. 10027.

UNITED PRESBYTERIAN CHURCH IN THE U.S.A.

has a few requests each year for agriculturists to work on current agricultural projects. This agency also knows when openings occur within other organizations and where to refer interested persons. Employment involves long-term residence abroad (three to five years), short-term project work abroad, and occasional travel to foreign areas, depending upon the particular job. They utilize persons with specialization in agricultural education, soil science, forestry and conservation. The level of education depends upon the particular opening. They generally seek skilled professionals who are also convinced Christians and prefer that the applicant has an active church relationship with any denomination. Previous international experience is usually helpful, but is not necessary. Positions are salaried, voluntary and semi-voluntary. For information write either Pers. Off., Room 935, or Miss Catherine Cottingham, Room 921, United Presbyterian Church in the U.S.A., Commission on Ecumenical Mission and Relations, 475 Riverside Dr., New York, N. Y. 10027.



Section VI

International Agencies

This category consists of a group of agencies sponsored by international organizations such as the United Nations or the Organization of American States, by foreign governments or groups of governments, and by other institutions and organizations. The activities of these agencies are basically oriented towards high level government advising, country development planning, and improving educational and research capabilities at the university level. Persons are employed from all over the world, usually with a definite quota established for each country.

The type of person employed by an international agency usually has an M.S., D.V.M. or Ph.D. degree in one of the agricultural specialties. There is far less demand for the B.S. degree unless the person has also had extensive professional experience. Agricultural economics is more in demand than any other specialty.

Positions with international agencies can cover a wide variety of activities including project evaluation and analysis, high level government consultation, conducting feasibility studies, research relating to major development problems, teaching at the university level, developing indigenous research and educational institutions, and disseminating technical information to the public at large. Assignments may involve career appointments, long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas.

It is often essential that an employee be bilingual. The language requirement is especially necessary for international agencies, not only because they deal closely with foreign governments, but also because they employ persons from all over the world. Thus, a foreign language is important simply because it enables the applicant to communicate with his fellow employees. World-wide agencies such as the U.N. and the World Bank often have official languages, usually English, French and Spanish. In these cases, a proficiency in one of these languages and a working knowledge of one of the others is preferred. International agencies require a foreign language more often than agencies in any other category.

Applicants are usually anywhere from 25 to 60 years old, but all employees must pass a physical examination. Five to 10 years of successful professional experience is generally required. In many cases, depending upon the level of the position, previous international experience is required also. Another

qualification which is sometimes required is the full orientation into the social, economic and cultural environment of the area in which the applicant will be working.

In general, the requirements for employment with international agencies are more rigid than with agencies in any other category. Higher degrees are necessary, more experience is essential, a greater language proficiency is required, and a cultural orientation is preferred. For specific information on each agency, see the individual summaries.

ASIAN DEVELOPMENT BANK (ADB)

is an international development finance institution established for the purpose of lending funds, promoting investment and providing technical assistance to developing member countries. They utilize agricultural economists and agricultural engineers as operations officers and financial analysts whose duties include, depending upon the position, identifying projects for Bank loans, negotiating loans and technical assistance, appraising economic conditions in a particular country, and conducting comprehensive technical studies and analyses of proposed projects. Candidates must be proficient in English. They must have above average academic records and must be acquainted with economic and technological developments, especially in the developing countries of Asia. Candidates between the ages of 25-50 are preferred, and must meet the Bank's medical requirements. A regular appointment with the ADB involves residence in Manila and offers opportunities for professional advancement and periodic assignments to member countries. Positions entail both career and shorter-term opportunities. For information contact Paul A. Mayer, Asst. Dir. for Pers., Asian Development Bank, Commercial Centre P. O. Box No. 126, Makati, Rizal, D-708, Philippines.

FOOD AND AGRICULTURE ORGANIZATION OF THE UNITED NATIONS

This organization's activities embrace the whole field of water resources, fisheries, forestry, agricultural production, marketing and consumption, and involve project analysis, feasibility studies and consultative services. They have a continuing need for Field Project Officers. These positions require a university degree or its equivalent in the candidate's area of specialization, at least five to ten years of professional experience, and a knowledge and sympathetic understanding of the problems of the people in the country in which he will be working. Applicants are usually between the ages of 35 and 60 and while there is no upper age limit, all candidates must pass a thorough medical examination. The three working languages of FAO are English, French and Spanish. A good knowledge of one of these is essential and a knowledge of a second language together with knowledge of local languages is a definite asset. Previous international experience in developing countries is helpful, but not essential, unless it is so specified in the job description. Assignments vary in length from a few months to five years, and cover both short-term and career appointments. Interested persons may write directly to the Chief, Recruitment

Section, FAO, Via delle Terme di Caracalla, 00100, Rome, Italy, or to FAO, North American Regional Office, Washington, D. C.

INTER-AMERICAN CENTER FOR THE INTEGRAL DEVELOPMENT OF LAND AND WATER RESOURCES (CIDIAT)

is an OAS program located in Latin America. It offers training, consultative and educational services to its member countries in order to help them develop land and water resources. They have a limited number of permanent staff members with specialties in the fields of engineering, physical and economic planning, rural sociology, agricultural economics and agricultural irrigation. They also use consultants and part-time assistance in the fields of resource inventory, watershed management, water law and other disciplines related to land and water resource development and administration. A working knowledge of Spanish is essential; a thorough orientation into the social and economic environment of the area in which the staff member will perform is also very important. Practical experience in this field is required. For information contact Cesar Barces V., Acting Director, Centro Interamericano de Desarrollo Integral de Aguas y Tierras, Apartado 219, Merida, Venezuela.

INTER-AMERICAN COMMITTEE FOR AGRICULTURAL DEVELOPMENT (CIDA)

The purpose of CIDA is to coordinate the work of its member organizations (OAS, IDB, FAO, ECLA and ICAS) and while they have no technical staff of their own, they utilize personnel on various projects, as the studies demand. In the past, these have included specialists in agricultural economics, rural sociology, agricultural education, animal husbandry, natural resources, marketing, industrial agricultural development, agricultural diversifications, farm management and others. The level of education is generally M.S. or Ph.D. and wide professional experience is highly desirable. Employment is handled, however, by the particular member organization. Requests for information should be directed to Pedro D. Saavedra, Admin. Sec., Inter-American Committee for Agricultural Development, 1725 I St., N.W., Washington, D. C. 20006.

INTER-AMERICAN DEVELOPMENT BANK (IDB)

utilizes international agriculturists both within their staff and as project consultants. The Bank's agricultural staff consists of agricultural economists and engineers, agronomists and experts in animal husbandry, marketing, credit and irrigation. Consultant staff are hired on the basis of specific development projects and are generally concerned with "operations research" to formulate project evaluation criteria to be applied in making loans. Project evaluation contracts are generally for a period of from one to four years. Applicants for employment must be citizens of the Bank's 22 member countries, bilingual and have at least an M.S. or the equivalent. One of the major determinants for selection is the adaptability to the many cultural, institutional and economic conditions that the applicant is likely to encounter in working with high-level

counterparts in public and private institutions of Latin America. Previous international experience would be very helpful. For information contact Weston A. Williams, Deputy Director, Personnel Division, Inter-American Development Bank, 808 Seventeenth St., N.W., Washington, D. C. 20577.

INTER-AMERICAN INSTITUTE OF AGRICULTURAL SCIENCES (IAIAS)

is an institution dedicated to promoting the development of the agricultural sciences and its main purpose is to strengthen institutions of higher agricultural education, research centers and rural development agencies. This organization performs almost all of its assignments in Latin America. Employment entails long-term residence abroad, usually for a period of three years. They utilize persons with B.S., M.S. and Ph.D. degrees in agricultural economics, agricultural engineering, agricultural education, animal husbandry (including dairy husbandry), plant science, soil science, rural sociology, regional planning, agricultural communications, agro-economic planning, extension education and agricultural law. Positions are in training, research and consultation. Education and/or experience with rural development institutions (Faculties of Agronomy, Agricultural Extension Services, Agrarian Reform Organizations, Ministries of Agriculture, etc.) is advantageous. Inquiries should be directed to Antonio M. Arce, Principal Rural Sociologist, Planning Office, Instituto Interamericano de Ciencias Agrícolas, Apartado 4359, San Jose, Costa Rica.

INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT (WORLD BANK)

The purpose of the World Bank is to promote and provide a flow of capital into productive projects and programs, principally in the developing countries. They make long-term loans at conventional interest rates and most of the projects it finances are large in scale. Employment entails long-term residence abroad, but more frequently, residence in the U.S. with occasional travel to foreign areas. Candidates are usually between the ages of 30 and 50. An appropriate university degree, preferably with post-graduate study, in general agriculture, animal husbandry, agricultural economics, agricultural engineering, and/or with specialization in agricultural credit, financial analysis or irrigation engineering is required. Previous professional experience is required, preferably with government departments, university faculties, research institutions, agricultural credit institutions or large-scale agricultural organizations. Practical experience in farming is an advantage and sound knowledge of agriculture or livestock production (preferably tropical agriculture) is necessary. A high degree of technical specialization is not required. The ability to write clear and concise reports is of great importance; fluency in English and preferably a facility in other languages is essential. A congenial personality is given considerable weight since staff members must work in close cooperation with persons of various nationalities within the organization. Candidates must pass a medical examination and must be able and willing to travel extensively. Agri-

cultural positions generally entail the technical appraisal of agricultural projects, the study and appraisal of the agricultural aspects of transportation projects, the following of the progress of projects for which loans have been made to assure their execution in accordance with the terms of the loan agreement, and the participation in economic and/or general survey missions. These positions include both U.S. citizens and foreign nationals. For information contact R. A. Clarke, Assistant Director of Administration-Personnel, World Bank, 1818 H St., N.W., Washington, D. C. 20433.

INTERNATIONAL CENTER FOR TROPICAL AGRICULTURE (CIAT)

is a new international institute established for research and training on agricultural production and utilization problems in the lowland tropics. Its ultimate goal is agricultural and economic development of the countries and regions through cooperative programs with national agencies and institutions. They have divisions in animal husbandry, agricultural economics, soil science and plant science. All senior staff and most junior staff positions require a Ph.D. degree, although some junior staff may have an M.S. or B.S. degree. Spanish is absolutely essential for all personnel, and while it is not necessary that the candidate be fluent in Spanish when he starts work, he must become fluent in a relatively short period of time. Previous international experience such as the Peace Corps is useful. For details, write U. J. Grant, Director, Centro Internacional de Agricultura Tropical, Apartado Aereo 58-13, Bogota, Colombia.

INTERNATIONAL INSTITUTE OF TROPICAL AGRICULTURE (IITA)

currently under construction, the IITA is planning to conduct research on vegetable and root crops. I will also be concerned with cereal crops, the grain legumes, and forage and pasture species. Approaches will be inter-disciplinary with major emphases being placed on crop production, the soil sciences, plant breeding and genetics, and plant protection—both pre- and post-harvest. It is anticipated that their forage and pasture investigations will lead into animal nutrition, but it is doubted that work concerned with livestock will go much beyond that point. Rounding out the above disciplines will be plant chemistry, agricultural engineering, agricultural economics, information and communications, and library services. While research is its first responsibility, the IITA will develop a rather comprehensive training program designed to provide research experience for young people who are hoping to pursue careers in research and agriculture in the tropics. The IITA intends to employ its research workers on a career basis. A Ph.D. degree is required for senior staff positions. For more information contact J. Robert Mitchell, Principal Administrator for Dir. H. R. Albrecht, International Institute of Tropical Agriculture, Barclays Bank Chambers, Bank Road, P.M.B. 5320, Ibadan, Nigeria.

INTERNATIONAL MAIZE AND WHEAT IMPROVEMENT CENTER (CIMMYT)

is an international center devoted to increasing the production of corn and wheat throughout the world. The major effort is concentrated on the development and utilization of improved varieties and production practices. The central office in Mexico City maintains a large corps of highly trained specialists who engage in all areas of improvement of wheat and corn production. Many CIMMYT staff are involved in developing cooperative research programs in the tropical and subtropical areas of the world and are assisting scientists of various countries in the solution of local and regional problems which have obstructed increases in corn and wheat production. CIMMYT maintains a staff of plant geneticists, plant pathologists, entomologists, cytologists, cytogeneticists, biochemists, other plant soil specialists, and communication-extension specialists. An M.S. or Ph.D. degree is required; a Ph.D. degree is preferred for senior level positions. Operations are based in Mexico but may require short-term project work in other world areas. They are particularly interested in hiring staff on a career basis.

CIMMYT also periodically offers a number of two-year post doctorate fellowships for outstanding persons wishing to gain experience in international agriculture in the plant and soil sciences. Present plans are to implement a program in agricultural economics sometime in the future. The work primarily involves research leading to the solution of specific problems in tropical agriculture. Through this program, they hope to identify capable persons that would be interested in making their careers in some phase of CIMMYT's expanding program. Requests for information should be directed to E. J. Wellhausen, Director General, International Maize and Wheat Improvement Center (CIMMYT), Londres 40, Mexico 6, D. F.

INTERNATIONAL RICE RESEARCH INSTITUTE (IRRI)

is a world center for the study and improvement of rice. The research carried on by the Institute is oriented towards farm application, i.e., applied rather than basic research. Most senior appointments are made in the field of research in the various disciplines which relate to the rice crop or to its environment. Nearly all posts require a Ph.D. degree. Strong basic training in a specific discipline and an aptitude and interest in research are essential. In addition, a farm background would be useful, but is not required. Appointments to the IRRI for senior staff are usually of indefinite duration and are made at the research center in Los Banos, Laguna, Philippines. For information write A. Colin McClung, Assoc. Dir., International Rice Research Institute, Los Banos, Laguna, The Philippines.

INSTITUTE OF NUTRITION OF CENTRAL AMERICA AND PANAMA

offers employment to international agriculturists, subject to the availability of funds allotted to specific projects. The Institute is primarily interested in per-

sons with M.S. and Ph.D. degrees in agricultural chemistry, animal husbandry and veterinary medicine for work involving research and feasibility studies. A knowledge of the language would be most desirable. Assignments are made approximately for one year, extendable in accordance with the type of work undertaken. For information contact Dr. Fernando Viteri, Acting Director, Instituto de Nutricion de Centro America y Panama, Apartado de Correos No. 1188, Carretera Roosevelt, Zona 11, Ciudad de Guatemala, Guatemala, C. A.

ORGANIZATION OF AMERICAN STATES (OAS)

employs a small number of highly specialized agricultural economists in their Washington staff offices. They engage in statistical compilation, economic studies and project analyses. For more detailed information contact the Organization of American States, Washington, D. C.

ORGANIZATION OF THE COOPERATIVES OF AMERICA

occasionally offers opportunities of employment to specialists in agricultural cooperatives, particularly in the marketing field. These professionals conduct feasibility studies and analyses of the structure and operation of farmers' cooperatives, especially at the managerial level. Farm and Peace Corps backgrounds are highly desirable; a knowledge of Spanish or Portuguese is preferred. Assignments vary from short periods of three to four months to one or two years. Requests for information should be sent to Rafael A. Vicens, Exec. Sec., Organization of the Cooperatives of America, Apartado 4130, San Juan, Puerto Rico 00936.

ORGANIZATION FOR ECONOMIC CO-OPERATION AND DEVELOPMENT

is an international agency whose purpose is to promote economic growth, development aid and trade expansion among its member countries. Employment with this agency entails long-term residence or short-term project work in Europe. They utilize persons with B.S., M.S. or Ph.D. degrees in agricultural economics, according to the level of vacancies, to conduct analyses of agricultural policies in industrialized countries and market outlook surveys. Previous research experience either with a university or in government service is advantageous. French is required; languages of other member countries would be helpful. Previous international experience is required. For more detailed information contact the Personnel Division, Organization for Economic Co-operation and Development, 2 Rue André Pascal, 75-PARIS 16ème, France.

PAN AMERICAN FOOT-AND-MOUTH DISEASE CENTER

provides technical assistance to Latin American countries to help control, diagnose and prevent foot-and-mouth disease. The activities of the center include research, the study of the disease, field training and tutoring services, and the maintenance of up-to-date information on the development and investigation

of the disease. They utilize specialists in veterinary medicine, serology, virology, immunology and biochemistry. A knowledge of English is extremely useful; Spanish is preferred also. Contracts are usually made for a period of two years. For information contact the Pan American Sanitary Bureau, Washington, D. C.

PAN AMERICAN HEALTH ORGANIZATION, DIV. OF WORLD HEALTH ORGANIZATION

recruits veterinarians with D.V.M., M.S., or Ph.D. degrees for work involving teaching, consultation and research for major projects throughout Latin America. Post graduate training and at least 5 years of practical experience in the field in which the person is to work would be highly advantageous; Spanish is preferred. Previous international experience would be helpful but is not required. Further information may be obtained by writing Luis Larrea Alba, Jr., Chief, Personnel Section, 525 23rd St., N.W., Washington, D. C. 20037.

UNITED NATIONS DEVELOPMENT PROGRAMME

finances a large number of agricultural projects which are staffed by the Food and Agriculture Organization (see article within this publication for more information of the FAO). They employ a limited number of agriculturists in their headquarters whose primary role is to evaluate Government requests. They also require, on occasion, short-term consultants in various agricultural specialties. The qualifications for staff positions entail at least a masters degree, preferably with some practical experience in a developing country; it is also preferred that the applicant have a knowledge of at least two of their three working languages, i.e. English, French and Spanish. Assignments are usually made on a two-year contract basis, such contracts being renewable. They also have opportunities for career appointments. Information may be obtained from John Birt, Chief, Pers. Div., Bureau of Admin. Mgmt. and Budget, U.N. Development Programme, United Nations, New York, N.Y. 10017.

UNITED NATIONS ECONOMIC COMMISSION FOR AFRICA

includes a joint ECA/FAO Agricultural Division which deals with both agricultural economics and planning and with agricultural development and production. This division conducts studies, analyses and training activities, and offers consultative services to various African governments. Staff members are required to have a degree in agriculture or economics with a specialization in agricultural economics. Professional experience and specialization in one of the agricultural fields is necessary. Fluency in either English or French with a good working knowledge of the other is required. Contract assignments are normally for a duration of 2 to 4 years and are subject to mutual extensions. Although based in Addis Ababa, staff members are required from time to time to go on missions throughout the African region to conduct research and/or render advice to individual governments. Requests for information should be

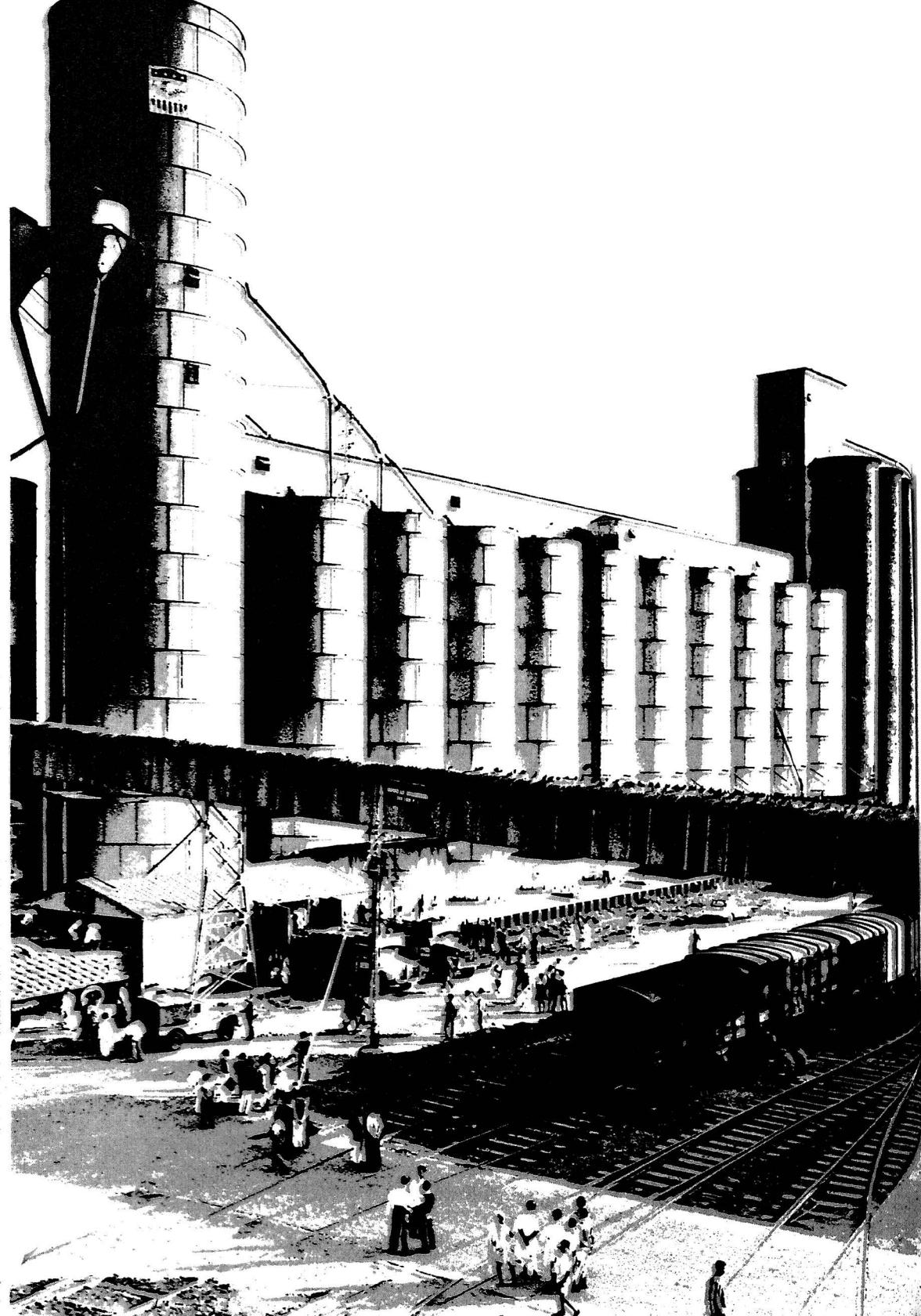
sent to J. G. Rwambuya, Chief, Personnel Section, U. N. Economic Commission for Africa, P. O. Box 3001, Addis Ababa, Ethiopia.

**UNITED NATIONS ECONOMIC COMMISSION
FOR ASIA AND THE FAR EAST (ECAFE)**

within their Special Fund activities, receives requests from time to time for agricultural economists. Most of these assignments are for a year's duration. Candidates are required to have an M.S. or Ph.D. degree plus 8 to 10 years of practical experience. Fluency in French is preferred. Further information may be obtained by contacting M. C. J. Harrington, Technical Assistance Recruitment Service, Office of Personnel, United Nations, New York, N. Y.

WORLD METEOROLOGICAL ORGANIZATION

is frequently called upon to recommend experts to serve on missions to member countries and to assist in projects in this general field as they relate to meteorology. Employment entails long-term residence abroad, short-term project work abroad, and/or occasional travel to foreign countries; the average time length is one to two years, but this varies considerably. They utilize persons with B.S., M.S. or Ph.D. degrees in agricultural meteorology or agricultural climatology for positions involving training, research, education and consultation. Practical experience in this area is highly useful; French, Russian, Spanish and English are the official languages of the Organization, but the language requirement varies with the country. Previous international experience is helpful but not mandatory. For information contact J. R. Rivet, Deputy Secretary-General, World Meteorological Organization, Geneva, Switzerland.



Section VII

U.S. Government Agencies

The U.S. Government is a leading employer of international agricultural specialists. Between 1955 and 1967 AID had assigned 7,865 American technicians to projects overseas. In 1967 alone 370 experts from 17 USDA agencies worked abroad in 35 developing countries. The Peace Corps placed 11,232 persons abroad between 1961 and 1968. Although the activities of U.S. agencies abroad are diverse and difficult to summarize, they are generally aimed at stimulating economic, social and technical progress in the less developed countries of the world.

Persons at every degree level are utilized—B.S., M.S., Ph.D. and D.V.M. Degree requirements vary widely according to the particular position. The B.S. degree is preferred for lower level, in-training positions while an M.S. or Ph.D. is preferred for higher level consultative, supervisory and management positions.

Employment, while highly diverse in nature, is generally related to agricultural technical and advisory positions. It may also include consultation, supervisory assistance, management, conducting analyses and studies, and project evaluation. Assignments are also varied. They may entail career appointments, long-term residence abroad, short-term project work abroad, or occasional travel to foreign areas.

Foreign languages, while extremely useful, are not usually a prerequisite. In those cases where language proficiency is necessary, language training is provided by the agency itself. The requirements vary, depending upon the particular country.

Previous professional experience is not required for lower level positions. It is preferred, however, for higher level personnel. Five to 10 years of professional experience is generally standard. Previous international experience is rarely required. For specific details about each agency, see the individual summaries.

AGENCY FOR INTERNATIONAL DEVELOPMENT (AID)

was created by Congress in 1961 to unify and administer existing foreign assistance programs and currently operates in the developing countries of Asia, Africa and Latin America. Assistance may cover education, agriculture, health,

housing, economic planning, industrial development, finance, transportation and communication. Agricultural advisors are employed in AID missions abroad and in AID/Washington. Technical specialties for which AID employs advisors include: agricultural credit, agricultural economics, agricultural education, agricultural engineering, agronomy, area development, cooperative development, extension, entomology, fertilizer, food processing, food technology, forestry, hydrology, irrigation and drainage, land use and development, livestock development, marketing, nutrition, range management, research and soils. A B.S. degree in an agricultural specialty is required for junior-level positions; an M.S. or Ph.D., preferably in agricultural economics or agricultural education, is required for higher level positions. Senior-level positions require five to ten years of professional experience in a specialized field. Assignments are for a duration of from one to three years, or longer, for career-oriented assignments. The ability to read, write and speak a foreign language is advantageous, but not ordinarily required. When the need for a language is specified, instruction is furnished. Minimum age for appointment is 21, but the majority of appointees are mid-career professionals in their thirties and forties who have accumulated 5 to 15 years of professional experience. The applicant must also be either a native-born or a naturalized U.S. citizen for at least five years to qualify. For information write to Professional Talent Search, Office of Personnel and Manpower, Agency for International Development, Department of State, Washington, D. C. 20523.

FOREIGN AGRICULTURAL SERVICE (FAS), DIV. OF U. S. D. A.

is a service and promotion agency for U.S. agriculture. It conducts foreign market development programs and collects and disseminates to U.S. agriculture the basic information essential to aggressive foreign marketing of U.S. agricultural products and to making necessary adjustments to meet changing situations abroad. There are 58 posts around the world covering over 100 countries. This program requires a regular intake of young agricultural economists (usually B.S. level) into the Junior Professional Development Program. The Junior Professional Development Program provides for the broad orientation into the Agency, its problems, objectives, organization, programs, public relations and intergovernmental relationships. Under the guidance of senior staff members (M.S.-Ph.D. level) junior professionals receive intensive training in FAS program areas. It is preferred that professional employees have a definite interest in performing one or more tours of foreign service on a world-wide basis. A year or more of preliminary service with FAS in Washington, D. C., provides necessary background training for successful overseas duty. Requests for more detailed information should be directed to Joseph L. Phillips, Dir., Pers. Div., Foreign Agricultural Service, U.S.D.A., Washington, D. C. 20250.

INTERNATIONAL AGRICULTURAL DEVELOPMENT SERVICE (IADS), DIV. OF U.S.D.A.

has the task of coordinating the Department of Agriculture's programs to as-

sist the low-income countries in increasing their food production. IADS is primarily a coordinating group and therefore does little direct hiring. They do utilize, however, agricultural technical specialists (370 in 1967) which are assigned to IADS's programs from various U.S.D.A. agencies. For information, contact Joseph L. Phillips, Dir., Personnel Division, Foreign Agricultural Service, U.S.D.A., Washington, D. C. 20250.

INTERNATIONAL ORGANIZATIONS STAFF, DIV. OF U.S.D.A.

coordinates the Department of Agriculture's participation in international organizations and in international conferences and meetings. It also serves as a point of contact to facilitate effective use of all the Department's resources in international organization affairs. Located on the staff is a personnel staffing specialist who maintains a roster of non-U.S.D.A. applicants who have professional training and experience in agriculture. Upon receiving vacancy announcements from various international organizations that require agricultural backgrounds, the roster is screened and those applicants having the required background are contacted concerning the vacancy. Because of their position with international organizations, information about various vacancies and procedures for applying can be obtained from this agency. For further information, contact Larry Hyer, Personnel Staffing Specialist, International Organizations Staff, Office of Assistant Secretary, U.S. Department of Agriculture, Washington, D. C. 20250.

PEACE CORPS

has volunteers working in agricultural projects in more than 40 developing nations throughout the world. Activities of professional agricultural specialists are diverse, including work in extension programs, demonstration projects, cooperative marketing and many other areas. Volunteers work directly with host country farmers, government agencies and other groups. Increasingly, trained agriculturists are taking responsibility for supervising agricultural programs staffed by volunteers with limited agricultural experience. Minimum requirements are a B.S. or practical experience in agricultural economics, agricultural education, agricultural engineering, agronomy and soil science, animal husbandry, horticulture, veterinary medicine or forestry. Language instruction is provided in the Peace Corps training program. Because of its orientation toward international and cultural problems, Peace Corps experience is desirable to many firms and agencies seeking international specialists.

The Peace Corps also has overseas staff positions for Program Technical Representatives in agriculture, who are responsible for giving technical support to Peace Corps volunteers involved in a variety of agricultural programs. Qualifications for a P.T.R. position include a minimum of a M.S. degree in a technical area of agriculture—primarily agricultural economics, agronomy, soil science and animal husbandry; previous overseas experience is highly desirable. For information contact Agricultural Desk Officer, Office of Public Affairs, Peace Corps, Washington, D. C. 20525.



Section VIII

U.S. Educational Institutions

Private, State and Land Grant Colleges and Universities are involved in international activities in a wide variety of ways. Some general information about those activities and the related employment practices can be given, but because of the diversity and changeability of activities as well as the exclusive nature of employment, no attempt was made to research specific information on each institution.

American universities and colleges have an international influence first through the foreign students who come to the U.S. to go to school. In 1967-68 over 110,000 students from other countries were attending institutions of higher learning in the U.S. Thus, American educational institutions have an effect on international development simply by exposing these students to American methods, attitudes and techniques.

Universities and colleges are more directly involved in international affairs, however, through their participation in major development projects abroad. In this type of participation the institution is usually under contract with an internationally oriented organization, such as the Agency for International Development, the Ford Foundation and other similar organizations. Then, in cooperation with the host country government, the university plans, directs and carries out project work aimed at promoting long-term development with specific goals in mind.

Examination of the AID/University projects will serve as an example to help illustrate this type of international involvement. Development projects carried out by other institutions and in conjunction with agencies other than AID operate on relatively the same principle.

Between 1951 and 1966, 35 U.S. universities undertook 68 rural development contracts in 39 countries with the Agency for International Development. On those projects 1,399 people put in a total of 2,845 man years. In 1966 alone 24 universities had 43 contracts in 24 countries. Most of these programs focus on institution building in the broad sense of helping indigenous educational, research or extension institutions to develop adequate resources and facilities in order to promote agricultural development.

A contract with AID generally includes some combination of these basic inputs: 1) U.S. university staff members who serve overseas as advisors to the

host institution, 2) host institution staff members who undertake study programs in the U.S., and 3) commodity assistance to the host institution. Thus through such a contract the university offers opportunities not only for faculty who are interested in working abroad, but it also occasionally has need for graduate students who are interested in doing research abroad. While staff members within the university usually have priority over non-university people looking for international employment, the university will often hire new people specifically for the purpose of working on the development projects.

There is a great amount of attention given to fitting the man to the job. Positions almost exclusively require a Ph.D. degree. Language proficiency is essential. Knowledge of the social and cultural environment of the host country and the ability to adapt well to it is indispensable. Previous professional experience is usually preferred. In some cases, depending upon the position, previous international experience is required.

Besides participating in university development projects, university and college personnel are often hired directly by internationally oriented institutions, such as the Ford and Rockefeller Foundations, to work on non-university development projects abroad. The qualifications for this type of employment are the same as those for university employment.

The typical university involved in international affairs often conducts more than one development project at any one given point in time. It is common for the School of Agriculture to undertake a large development project while individual departments within the school are simultaneously conducting separate projects. In addition to this, individual staff members are often employed by international institutions for non-university project work. Thus, international opportunities exist in a wide variety of ways. But because of the changeability of opportunities, varying according to the particular university as well as with the particular project, no attempt was made to research specific information on each university and college. However, the National Association of State Universities and Land Grant Colleges has general information about current development projects and maintains a roster of project directors. Information may be obtained by contacting the Director, International Programs Office, National Association of State Universities and Land Grant Colleges, Anchorage Building, 1555 Connecticut Avenue, N.W., Washington, D. C. 20036.

International Training Institutions

The following two institutions are designed specifically for the purpose of providing the specialized disciplines necessary for international employment.

NTL INSTITUTE FOR APPLIED BEHAVIORAL SCIENCE

The work done by the Center for International Development of the NTL Institute is designed to supplement technical training in order to prepare people for overseas employment. The NTL programs are designed to either aid university staff to give this "extra training" or to do it for them. The extra training would focus on such issues as developing interpersonal and group skills, becoming aware of what is realistically possible as well as desirable in international assistance programs, development planning, program implementation, cultural sensitivity and cross-cultural communication, institutional renewal, working in temporary systems, conflict management, and the evaluation of assistance. For information contact R. K. Ready, Director, Center for International Development, NTL Institute for Applied Behavioral Science, 1201 16th St., N.W., Washington, D. C. 20036.

THUNDERBIRD GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT (formerly The American Institute for Foreign Trade, AIFT)

provides the initial specialized disciplines for international employment. Thunderbird's three-part curriculum, which was set up when the school was established in 1946, has since undergone no structural change: on the basis of a previous college degree Institute students receive intensive training in the practical techniques of international commerce, in active speaking command of at least one of the major foreign languages, and in general, knowledge of selected world areas and their peoples. The minimum course study required for the Bachelor of Foreign Trade degree or the Certificate of Graduation consists of 32 or more semester hours of study successfully completed over a period of at least two semesters, including a proper choice of course sequences in the three departments of International Commerce, International and Area Studies and Languages. Courses are taught by men and women of significant international experience and course contents are kept in step with the rapidly changing world picture as well as with developments in the field of management. A four-year college degree is the minimum prerequisite for entrance. The particular area of concentration is not important. Entrance is based equally upon the student's general character, commitment and scholastic performance. Over 200 recruiters visit the campus annually to seek personnel from the graduating classes. For further information contact the Registrar, Thunderbird Graduate School of International Management, P. O. Box 191, Phoenix, Arizona 85001.

Where to Get More Information

The following is a listing of the sources that were used in researching this publication. Most of these simply provided the names and addresses of agencies that have international agricultural operations. In some cases, however, information obtained from the questionnaire was supplemented by information found in the sources. This listing is provided for the benefit of those who are interested in researching more thoroughly information that is found in this publication.

The Agribusiness Directory

A consolidated listing of U.S. Government offices, private business organizations and private institutions currently engaged in agribusiness activities.

Office of Commercial and Financial Policy

Agribusiness Unit

U.S. Department of Commerce

Main Commerce Building

Washington, D.C. 20230

College Placement Annual

College Placement Council, Inc.

P. O. Box 2263

Bethlehem, Pennsylvania 18001

Requests for copies of this manual should be directed to the school placement office.

Current Technical Service Contracts

as of March 31, 1968

Contract Services Division

Department of State

Agency for International Development

Washington, D. C. 20523

Directory of Agencies Concerned with Latin American Development

Alliance for Progress Information Team

Organization of American States

Washington, D. C. 20006

Directory of American Firms Operating in Foreign Countries

World Trade Academy Press, Inc.

50 East 42nd St.

New York, N. Y. 10017

Distributed by Regents Publishing Co.

200 Park Avenue South

New York, N. Y. 10003

"Federal Jobs Overseas"

Pamphlet 29, October 1965

U.S. Civil Service Commission
Washington, D. C.

A Guide to U.S. Government Agencies Involved in International Educational and Cultural Activities

Department of State Publication 8405
International Information and Cultural Series 97
September 1968

Superintendent of Documents
U.S. Government Printing Office
Washington, D. C. 20250

"New Careers in International Agriculture"

U.S. Department of Agriculture
Washington, D. C. 20250

Latin America—Technical Assistance Programs of U.S. Non-Profit Organizations 1967

Technical Assistance Information Clearing House
American Council of Voluntary Agencies for Foreign Service, Inc.
200 Park Avenue South
New York, N. Y. 10003

U.S. Market Development Cooperators

Operating under continuing FAS project agreements, July 1, 1968
U.S. Department of Agriculture
Foreign Agricultural Service
Washington, D. C. 20250

U.S. Non-Profit Organizations in Technical Assistance Abroad 1964

Technical Assistance Information Clearing House
American Council of Voluntary Agencies for Foreign Service, Inc.
200 Park Avenue South
New York, N. Y. 10003

U.S. Non-Profit Organizations in Technical Assistance Abroad 1965 Supplement

Technical Assistance Information Clearing House
American Council of Voluntary Agencies for Foreign Service, Inc.
200 Park Avenue South
New York, N. Y. 10003

Summary Index

SECTION I: Industrial, Manufacturing and Distribution Firms

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lot Am	Euro	Afri	Far E	Near E	World Wide		Canada
Albany Felt							x					x	x			x	x						10
Allenberg Cotton			x									x				x	x						10
Allied Chemical								x	x					x				x		x			10
Allied Mills			x										x	x									10
Allis-Chalmers	x		x		x							x	x								x		10
Amchem Products		x						x	x			x	x	x								x	11
Ameri. Cyanamid						x		x	x	x	x	x	x	x		x	x			x			11
N. V. Anaheim			x									x	x				x						11
Ansul Co.	x							x	x			x				x							11
Arabian Amer Oil					x				x				x							x			11
Arbor Acres Farms			x			x							x			x	x			x			12
Archer Daniels Mid.			x		x							x	x			x	x					x	12
Asgrow Seed				x	x			x				x					x						12
Babcock Poultry Farm			x			x				x		x	x		x		x				x		12
H. J. Baker										x		x			x	x	x						12
Beecham Products						x				x		x	x		x	x							13
Brown's Leadbreast			x		x	x				x		x			x	x	x	x	x				13
Buckman Lab Inc.								x						x		x	x					x	13
Cargill, Inc.			x			x						x				x	x		x				13
Case Co.					x							x	x								x		14

Company Name	AGRICULTURAL SPECIALTY												DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide	Canada	
Caterpillar			x		x			x				x									x		14
Central Soya			x										x			x	x						14
Chevron							x		x			x	x	x		x	x						14
Cobb, Int'l			x			x					x	x	x		x	x			x	x			15
Cody Publishing Co.	x											x				x							15
Continental Grain			x		x							x	x				x		x				15
Corn Products		x			x							x	x			x		x	x				15
Cotton States Co.		x										x						x					16
Cyanamid Int'l	x		x			x			x	x	x	x	x	x	x	x							16
Deere & Co.			x		x							x				x	x						16
DeKalb Ag Research			x						x	x		x		x		x	x			x			16
Del Monte		x	x						x			x	x			x	x	x	x				17
Dole Co.									x				x	x					x				17
Du Pont	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x						x		17
Eshelman & Son						x						x	x	x									17
Esso Chemical			x						x	x			x	x		x	x		x				18
Exfin Trad & Ship			x									x	x										18
FMC Corp			x		x							x	x								x		18
FarMar Co			x									x	x	x				x					18
Farmers Export	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x		x		x				18
Firestone	x	x	x		x			x	x	x		x						x					19
First Nat'l Bank			x										x										19
Ford Tractor			x		x							x	x								x		19
Foremost Foods		x			x	x						x									x		19

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada
Funk Bros. Seed Co.									x							x	x						20
General Milk Co.			x			x						x	x			x							20
General Mills		x	x									x	x	x								x	20
Gerber Products									x			x				x							20
B. F. Goodrich								x	x	x		x											21
Goodyear Int'l								x				x						x	x				21
W. R. Grace	x	x	x		x	x			x	x		x	x	x		x	x		x				21
Green Giant		x			x				x	x		x	x			x							21
Gulf Oil				x		x			x	x		x	x				x		x				21
Hawaiian Agronomics	x				x				x	x		x				x					x		22
Heisdorf & Nelson						x					x	x			x	x	x						22
Hercules Inc.									x	x		x		x		x	x	x	x				22
Hesston Corp.			x		x							x					x						22
Hubbard Farms						x					x	x	x	x			x						23
Hy-Line Poultry Farms			x			x					x	x	x	x								x	23
IBEC		x	x			x						x	x			x							23
Int'l Milling	x		x	x		x						x	x	x		x						x	23
Int'l Minerals & Chem		x	x	x					x	x		x	x	x									24
Intertec Publishing	x											x				x							24
Kaiser Aluminum	x	x							x	x		x				x					x		24
Kelly-Springfield	x											x				x	x	x					25
Libby, McNeill									x				x				x						25
Eli Lilly Corp.	x		x			x			x	x	x	x	x	x		x				x			25
Lipscomb-Caribbean						x						x	x			x							25

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada
Massey-Ferguson			x		x								x			x	x						25
McCormick & Co.		x						x					x			x	x						26
Mead, Johnson & Co.			x									x				x	x		x				26
Merck Sharp & Dohme			x							x		x			x						x		26
Mobil Oil Co.	x	x	x							x		x	x				x						26
Nat'l Dairy Product			x			x						x	x			x	x		x				27
Nebraska Cons. Mill	x				x	x						x	x	x		x	x						27
New Holland	x		x									x	x			x	x		x				27
Northrup, King & Co.	x		x						x	x		x	x	x			x						27
Norwich Pharmacal											x				x	x	x						27
Olin Mathieson	x	x	x	x	x	x	x	x	x	x	x		x			x	x		x				28
Oppenheimer					x				x	x		x									x		28
PPG Industries		x							x			x	x	x									28
Pacific Oil Seeds	x		x						x			x											29
Pet Inc.		x			x	x						x	x			x							29
Pfizer	x	x	x	x	x	x	x	x	x	x			x								x		29
Philips Roxane											x				x								29
Pilch Breeders						x					x	x					x		x				29
Pioneer Hi-Bred					x				x			x	x	x		x	x	x	x				30
Quaker Oats			x									x				x	x						30
Ralston Purina	x	x	x	x	x	x			x	x			x	x							x		30
Rohm & Haas		x				x			x		x	x	x	x	x	x	x	x	x				30
Salsbury Labs			x			x					x	x	x		x	x	x		x	x			31
Schering Corp.						x					x	x	x		x						x		31

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada
E. R. Squibb											x										x		31
Standard Fruit & St	x		x		x				x	x		x	x	x		x			x				31
Stauffer Chemical	x	x			x				x	x		x	x	x	x				x				32
Sterwin Chemical						x					x	x			x								32
Texaco, Inc.	x	x	x		x				x	x		x	x		x	x							32
Union Carbide		x										x	x									x	32
Uniroyal, Int'l			x				x		x	x		x	x	x								x	33
Uniroyal Plantation				x		x			x	x		x	x					x	x				33
United Fruit Co.					x				x	x		x	x	x	x				x				33
Universal Foods									x	x		x	x										33
Upjohn Int'l Inc.	x	x				x						x	x		x	x	x	x					34
Ward Foods		x	x		x	x						x	x	x									34
White Motor	x	x	x	x	x	x	x	x	x	x		x											34
World Homes			x		x				x			x	x	x									34

SECTION II: Producer and Commodity Associations

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada
Am. Hereford Assn.						x						x	x	x								x	38
Am. Int'l Charolais	x					x						x										x	38
Am. Plywood Assn.					x							x					x		x				38

Company Name	AGRICULTURAL SPECIALTY												DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT							Page
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide	Canada		
Am. Polled Hereford						x						x	x									x		38
Am. Seed Trade Assn.									x	x			x									x		38
Am. Soybean Assn.			x									x	x	x								x		39
Br. Swiss Cattle						x						x										x		39
Burley & Dark Leaf	x		x						x	x			x									x		39
Cotton Council Int'l			x									x										x		39
Florida Citrus Comm			x									x					x							39
Florida Fresh Prod			x									x										x		40
Great Plains Wheat			x									x	x	x								x		40
Holstein-Friesian			x			x						x	x	x			x							40
Int'l Brangus Breed	x					x						x				x								40
Nat'l Canners Assn.		x	x									x										x		41
Nat'l Hide Assn.		x				x						x	x	x								x		41
Nat'l Renderers		x										x	x	x								x		41
N.W. Horti. Assn.	x	x	x	x	x	x	x	x	x	x		x					x							41
Santa Gertrudis						x						x	x									x		42
Soybean Council			x			x						x										x		42
Sunkist Growers		x	x									x	x									x		42
U.S. Feed Grains	x												x	x								x		42
Western Wheat			x						x	x			x	x					x					43

SECTION III: Professional Assistance and Consulting Organizations

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada
Adelatec			x			x		x		x			x			x							46
Arenco			x		x			x	x				x	x								x	46
Battelle			x		x	x		x	x	x			x	x								x	46
Bi-Nat'l Dev.		x	x	x	x			x					x	x		x							47
Checchi & Co.		x	x	x	x	x			x	x	x		x	x	x			x	x	x			47
Collett & Clapp			x	x				x					x	x		x							47
Dan, Mann, Johnson Devel. & Resources			x		x							x	x									x	47
Doane Ag Service		x	x	x	x	x	x	x	x	x	x		x	x		x						x	48
Doane Ag Service						x			x	x		x				x							48
Dunlap & Associates			x	x	x		x	x	x	x		x	x	x								x	48
Food Indus. Research			x		x							x	x	x			x						49
Graham Parker			x									x					x					x	49
Harza Engineering			x	x	x				x	x			x	x								x	49
Hydrotech Corp			x		x							x	x									x	49
Int'l Dev. Services			x	x		x			x	x			x	x								x	49
Int'l Engr. Co.			x		x					x		x										x	50
J. L. Jacobs			x	x				x	x	x			x	x								x	50
R. E. Johnson	x	x	x		x	x		x	x	x		x	x	x								x	50
Kaman Systems Cent. Arthur D. Little			x		x									x								x	51
Arthur D. Little			x		x			x					x	x								x	51
Lyon Associates Inc			x		x								x									x	51
Chas. T. Main			x		x							x	x	x								x	51
Miller-Warden-West			x										x									x	52
T. H. Miner & Assoc			x		x							x	x	x								x	52

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada
Robert R. Nathan			x		x	x		x	x	x			x	x							x		52
Nat'l Plan. & Const		x	x		x			x	x				x								x		52
R. M. Parsons Co.			x		x							x	x	x							x		53
Quinton Engrs.					x							x									x		53
RAND Corp.			x											x							x		53
W. Smith & Assoc.			x									x	x								x		53
Stanley Consultants			x			x			x	x		x	x	x				x					54
Sverdrup & Parcel			x		x					x			x	x							x		54
Tippetts-Abbott-Mc			x		x								x								x		54
U. S. Consultants		x	x	x	x	x					x		x	x	x				x				54
Weitz-Hettelsater			x		x								x	x							x		55
White Engr. Co.		x	x		x			x		x			x	x		x		x					55
Adrian Wilson					x					x			x								x		55

SECTION IV: Educational and Technical Assistance Organizations

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada
Afri-Amer Labor Cen			x	x									x	x				x					58
Ag-Coop Dev. Int'l	x	x	x	x	x	x	x	x	x	x		x									x		58
Ag. Dev. Council	x	x	x	x	x	x	x	x	x	x	x			x	x						x		58
Allahabad Ag Inst.	x	x	x	x	x	x	x		x	x	x			x	x				x				58
Am. Inst. Free Labo				x								x				x							59
Am. Korean Found.						x						x	x						x				59

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada
Asian-Am. Free Lab.			x	x	x	x	x	x	x	x	x	x	x		x				x				59
CUNA, Int'l			x	x								x	x			x							59
CARE	x		x									x	x								x		60
Coop. League of USA			x		x								x	x		x		x	x				60
Dairy Society, Intl			x	x	x							x									x		60
Educ & World Affairs	x	x	x	x	x	x	x	x	x	x	x		x	x	x			x	x	x			61
Escuela Agricola			x	x		x			x	x		x	x			x							61
Ford Foundation	x	x	x	x	x	x	x	x	x	x			x	x								x	61
Heifer Project			x			x					x	x			x	x			x	x			62
IRI Research Inst.		x	x	x	x	x			x	x			x	x		x							62
Int'l Dev. Found.			x	x									x			x							63
Int'l Exec. Service		x	x			x						x	x									x	63
Int'l Inst. Rur. Re.			x											x							x		63
Int'l Market. Inst.			x										x	x								x	63
Int'l Rescue Comm.						x						x							x				64
IVS	x	x	x	x	x	x	x	x	x	x		x	x									x	64
Inst. Int'l Educ.	x	x	x	x	x	x	x	x	x	x	x	x	x	x								x	64
Meals for Millions	x											x										x	65
Near East Found.	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x			x	x	x			65
R TV Int'l				x								x	x	x								x	65
Resources Future			x										x	x									65
Rockefeller Found.			x			x			x	x				x								x	66
Thessaloniki				x	x	x			x	x			x							x			66
VITA			x	x	x							x	x									x	66
World Neighbors	x	x	x	x	x	x	x	x	x	x		x	x	x								x	67

SECTION V: Church-Affiliated Organizations

Company Name	AGRICULTURAL SPECIALTY												DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide	Canada	
Agri. Missions			x	x		x						x	x								x		69
Am. Friends Serv.			x	x							x	x	x		x	x							70
Church World Serv.						x			x	x	x	x			x						x		70
Lutheran Church				x	x							x	x								x		70
Luth. World Relief				x					x	x		x						x	x	x			71
Mennonite Brethren						x				x	x	x			x						x		71
Menn. Central Comm.			x	x		x			x	x	x	x	x		x						x		71
Pres. Board of World Missions				x		x			x	x	x	x	x		x			x	x	x			71
Reformed Church in Am.				x						x		x	x							x			72
Seventh Day Advent.				x		x			x	x		x	x								x		72
South. Bapt. Conven.				x		x		x	x	x	x	x	x		x						x		72
United Chris. Miss.			x	x				x	x	x		x	x	x				x					72
United Method. Chur				x	x	x					x	x	x	x	x						x		73
U. Meth. Comm. Over.			x	x		x			x	x		x	x						x				73
U. Pres. Chur. USA				x	x					x		x	x	x							x		73

SECTION VI: International Agencies

Company Name	AGRICULTURAL SPECIALTY												DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide	Canada	
Asian Dev. Bank			x		x							x	x	x								x	76
FAO	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x							x	76
CIDIAT			x		x							x	x	x		x							77

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page		
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada	
CIDA	x		x	x		x							x	x		x								77
IDB			x		x	x				x			x	x								x		77
IAIAS			x	x	x	x			x	x		x	x	x		x								78
World Bank IBRD	x		x		x	x						x	x	x								x		78
CIAT			x			x			x	x		x	x	x		x								79
IITA			x		x				x	x				x				x						79
CIMMYT			x						x	x		x	x	x		x								80
IIRI									x	x				x					x					80
Inst. of Nutrition		x				x					x		x	x	x	x								80
Org. of Am. States			x											x										81
Org. of Coop. in Am			x									x	x	x		x								81
Org. Econ. Coop. Dev.			x									x	x	x			x							81
Pan Am Foot & Mouth											x				x	x								81
Pan Am Health Org.											x				x	x								82
UN Dev. Prog.	x	x	x	x	x	x	x	x	x	x		x	x	x								x		82
UN Econ. Comm. Afri			x									x	x	x				x						82
UN Econ Comm. A & FE			x										x	x					x		x			83
World Meteor. Org.	x											x	x	x								x		83

SECTION VII: U. S. Government Agencies

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada
A. I. D.			x	x	x			x	x	x		x	x	x		x		x	x	x			85
F. A. S.			x									x	x	x							x		86
I. A. D. S.	x	x	x	x	x	x	x	x	x	x		x	x	x							x		86
Peace Corps	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x							x	87
U. S. D. A. , I. O. S.	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x							x	87

SECTION VIII: U. S. Educational Institutions

Company Name	AGRICULTURAL SPECIALTY											DEGREE REQUIREMENTS				LOCATION OF EMPLOYMENT						Page	
	Gen Ag	Ag Chem	Ag Econ	Ag Educ	Ag Engr	An Scie	Ento	Fores	Plan Scie	Soil Scie	Vet Med	B. S.	M. S.	Ph. D.	DVM	Lat Am	Euro	Afri	Far E	Near E	World Wide		Canada
Am. Inst. Forn. Trade																							91
NTL Institute																							91
Thunderbird Grad. Sch.																							91
U. S. Univs & Land-Grant Colleges																							89