



Academy of International Business
1999 ANNUAL MEETING

The Janus Face of Globalization

NOVEMBER 20-23, 1999
CHARLESTON PLACE, CHARLESTON, SOUTH CAROLINA

CONFERENCE THEME

The AIB's 1999 Annual Meeting will focus on the Janus-faced nature of globalization. Ancient Romans, who regarded the god Janus as the doorkeeper of heaven and the beginning of things, represented Janus with two faces looking forward and backward. Janus-faced has come to mean having two contrasting aspects. In the context of globalization, one face promises economic abundance, freedom of political expression, and cultural diversity while the other threatens economic insecurity, political instability, and cultural decay. At next year's conference, we will attempt a reconciliation of the economic, political, and cultural opportunities that globalization has promised with its darker side – evident in the economic crises raging in Asia, Russia, and Latin America. Only by managing the challenges posed by the darker side of globalization can the world's population enjoy the potential benefits that globalization can offer.

As the world economy lurches towards globalization, it leaves huge income disparities in developed and developing nations. Capital market volatility has left millions living in poverty or on its

edge while global brands have created intense pressures for cultural homogeneity. Global supply chain management identifies some of these global brands with unethical labor practices in developing countries. Politically intractable problems – such as global warming, political regimes that retain power by depriving citizens of basic human rights or manipulating ethnic conflict, and a reemergence of old-fashioned political pressures for trade protection – have multiplied. Traditional IMF and World Bank remedies appear increasingly ineffective in promoting economic development and stabilizing the value of a country's currency. As a result of this combination of increased interdependencies and insecurities, the demands on global managers have increased exponentially. While companies have dispersed R&D, manufacturing, and marketing/sales operations to leverage their knowledge assets and scale economies, the pervasive political and economic volatility makes coordinating these activities challenging.

We invite proposals for a track that consists of plenary panels addressing the conference theme: the Janus face of globalization. For this track, we encourage papers and symposia that consider the

public and private implications of the economic, political, and social/cultural transformations that globalization has brought about. In addition to this conference theme track, we invite papers to be considered for competitive paper sessions, workshops, poster paper sessions, as well as symposia in seven tracks. In each track, preference will be given to papers and symposia that incorporate the conference theme. All submissions will be evaluated on a broader set of criteria.

The University of South Carolina will host the conference in historic Charleston. Founded in 1620,

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AIB's 1999 ANNUAL MEETING

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Charleston has some of the best-preserved early American architecture, some of the country's finest restaurants, and some renowned ghosts. While our hosts cannot promise that anyone will actually encounter a ghost, for Tuesday's lunch, the conference will adjourn to a historic local plantation for a "low country" southern lunch buffet and tour. The plantation visit will include a demonstration of Southern music, crafts, and dancing. Our hosts are also working on arranging tours of the Charleston Port Authority and local manufacturing facilities. (For more information about Charleston's rich history, visit www.charlestoncvb.com.) In addition, a Doctoral and a Junior Faculty Consortium will precede the opening session of the conference on Saturday, November 20.

Prospective attendees should note that the conference will take place during one of the year's busiest air travel periods (the weekend before Thanksgiving) and at one of the most popular tourist destinations in the United States. Reserve your flights ahead of time so that you can fly directly to Charleston without driving 90 minutes from USC's home in Columbia, South Carolina.

SUBMISSION REQUIREMENTS

For purposes of reviewing, papers will be categorized into seven tracks (including the track which specifically focuses on the conference theme):

- Track 1:** Plenary –
The Janus Face
of Globalization
(Conference Theme)
- Track 2:** Strategic
Management and
Political Economy

- Track 3:** Economic, Finance,
and Accounting
- Track 4:** Organizational
Sociology and
Macro-organizational
Behavior
- Track 5:** Marketing and
Operations
- Track 6:** Micro-organizational
Behavior and
Human Resources
Management
- Track 7:** Business History

Submissions are invited for competitive, workshop, and poster paper sessions, and for symposia. Papers submitted for competitive sessions should be ready to submit to a refereed journal. Papers submitted to workshop and poster sessions are "works-in-progress" that incorporate a well-articulated research question, a carefully-constructed research design, and a preliminary effort to interpret key results. These sessions will provide authors with an opportunity to exchange views with scholars working on related topics.

All submissions will be subjected to a double-blind review process. Competitive papers should be no longer than 30 pages inclusive of references figures, tables, etc. Workshop and poster papers should be not longer than 20 pages, inclusive. Symposia submissions should consist of a two-page introduction supported by a two-page description of each presentation. Discussants and chairs should be listed. Symposia submissions must include signed letters in which each participant commits to attending the conference session (faxes and e-mails will also suffice).

All submissions must be received by **March 23, 1999** and must comply with the following requirements:

- Clearly label the upper-right corner with the proposed track

(including plenary) and session type (competitive, workshop, poster, or symposia).

- The cover page must include the contact information (name, address, telephone, fax, and e-mail) of the authors. Identify the key contact person.
- The second page must include the title of the paper, the track and the abstract, but not the authors' identities. The abstract should be followed by three keywords.
- Papers/proposals must be double-spaced with margins of one inch (2.5 cm) and printed in a font size of 11 points or larger. Papers must adhere to the paper length requirements explained above. Other standards regarding citations, endnotes, abstracts, etc., must follow the *Journal of International Business Studies* (JIBS) requirements.

Send **FIVE** (5) copies of the paper/symposia (including a postage-paid, self-addressed postcard) to:

*Kate Wagtskold
c/o Professor Stefanie Lenway
Carlson School of
Management
University of Minnesota
Dept. of Strategic Management
and Organization
321 19th Ave. South
Minneapolis, MN 55455 USA*

- Please label the envelope, "AIB Submission."

Questions regarding this Call for Papers may be e-mailed to the 1999 Program Chair, Stefanie Lenway, at slenway@csom.umn.edu or faxed to 1-612-626-1316.

MEETING SCHEDULE

FRIDAY, NOVEMBER 19

3:00pm - 6:00pm *AIB Board Meeting*

SATURDAY, NOVEMBER 20

9:00am - 4:00pm *AIB Board Meeting*
10:00am - 4:00pm *Junior Faculty Consortium*
(with a light snack)
1:00pm - 4:00pm *Doctoral Consortium* (with a light snack)
4:00pm - 4:30pm *Coffee Break*
4:30pm - 6:00pm *Plenary: AIB Fellows Honor Richard Caves*
6:15pm - 8:00pm *Presidential Reception*

SUNDAY, NOVEMBER 21

8:00am - 10:00am *Chapter Chairs Breakfast Meeting*
8:30am - 10:00am *Opening Plenary:*
Framing the Issues
10:00am - 10:30am *Coffee Break*
10:30am - 12:00pm *Concurrent Session*
12:00pm - 1:30pm *Poster Session* (with a light lunch)
1:30pm - 3:00pm *Concurrent Sessions*
3:00pm - 3:30pm *Coffee Break*
3:30pm - 5:00pm *Concurrent Sessions*
5:00pm - 6:30pm *Plenary: Celebrating the Work of Ray Vernon*

MONDAY, NOVEMBER 22

8:30am - 10:00am *Opening Plenary:*
The Future of Global Management
10:00am - 10:30am *Coffee Break*
10:30am - 12:00pm *Concurrent Sessions*
12:00pm - 2:00pm *Awards Luncheon: JIBS Decade Award,*
Farmer Dissertation Award,
Executive of the Year, Dean of the Year
2:00pm - 3:30pm *Concurrent Sessions*
3:30pm - 4:00pm *Coffee Break*
4:00pm - 5:30pm *Closing Plenary:*
Alternative Views of Globalization
5:30pm - 6:30pm *Members Meeting*
5:30pm - 7:00pm *Poster Session* (with wine and cheese)

TUESDAY, NOVEMBER 23

8:30am - 10:00am *Closing Plenary*
10:00am - 10:30am *Coffee Break*
10:30am - 12:00pm *Concurrent Sessions*
12:00pm - 4:00pm *Plantation Luncheon*
(hosted by University of South Carolina)

PRELIMINARY SCHEDULE – SESSIONS ARE SUBJECT TO CHANGE

CONTACT

INFORMATION

REGISTRATION

AIB Secretariat
College of Business Administration
University of Hawaii at Manoa
2404 Maile Way, CBA C-306
Honolulu, HI 96822 USA

Fax: (808) 956-3261
E-mail: aib@busadm.cba.hawaii.edu

HOTEL

(ACTING AS OUR AGENT FOR
ALL CONFERENCE HOTELS)

Charleston Place
130 Market Street
Charleston, SC 29401

Tel: 843-722-4900
or 800-611-5545
E-mail: cpresmgr@orientx.net

PROGRAM

Program Chair: Stefanie Lenway
Carlson School of Management
University of Minnesota
Dept. of Strategic Management
and Organization
321 19th Ave. South
Minneapolis, MN 55455 USA

Fax: 1-612-626-1316
E-mail: slenway@csom.umn.edu

HOST SCHOOL

The Darla Moore School of Business
University of South Carolina
Columbia, SC 29208

E-Mail: arpan@sc.edu
Fax: (803) 777-3609

JUNIOR FACULTY CONSORTIUM

Charleston, South Carolina ● NOVEMBER 20

The AIB invites all faculty active in research and/or teaching in International Business to participate in a Junior Faculty Consortium prior to AIB's 1999 Annual Meeting in Charleston, South Carolina. Preference will be given to those who have been teaching International Business for fewer than four years. The objective of the consortium is to help participants:

- Improve networks with academics and nonacademics
- Increase publications with information on how to structure research, write papers, and improve your chances of receiving positive reviews
- Identify new teaching techniques and resources to improve classroom performance
- Learn about rewarding and nontraditional (nontenure) career paths
- Address career questions in a comfortable and supportive atmosphere

To apply, please send a letter stating your interest by **September 1, 1999**. The letter should include:

- Academic background and current status (including the number of years involved in international research/teaching)
- Current International Business teaching and/or research interests
- Contact information (including e-mail address)

Send your ideas and application (in any format) to:

*Jan Hack Katz
Johnson Graduate School of
Management
350 Sage Hall
Cornell University
Ithaca, NY 14853-4201 USA*

Tel: (607) 255-7395
Fax: (607) 254-4590
E-mail: jhk14@cornell.edu

DOCTORAL CONSORTIUM

Charleston, South Carolina ● NOVEMBER 20

Organized by S. Tamer Cavusgil of Michigan State University, the AIB's Consortium for doctoral students will be held on **Saturday, November 20, 1:00pm to 4:00pm** at AIB's 1999 Annual Meeting in Charleston, South Carolina.

A number of leading researchers will serve as speakers for the event, lead discussions on several topics, and present their interpretation of important and emerging research areas in the field of International Business. Emphasis will be placed on issue-oriented research which transcends traditional functional boundaries.

Candidates must be carefully selected and nominated by a faculty member who will write a letter stating the

student's interests and abilities.

Preference is given to doctoral candidates who have finished the equivalent of doctoral examinations, but who have not yet completed the bulk of their dissertation work. Since the number of participants will be capped at 20, selection criteria will be focused on quality, as well as the achievement of diversity in disciplinary and interdisciplinary orientations.

The AIB will provide limited travel assistance to needy students who are unable to find funds elsewhere. Travel stipends will be awarded on a case-by-case basis.

Send two copies of the letter (including the contact person's e-mail address) and supporting material (which

includes a 300-word maximum abstract of the student's current research topic) by **June 25, 1999** to:

*S. Tamer Cavusgil
The John W. Byington Endowed
Chair in Global Marketing
The Eli Broad College of Business
Michigan State University
N356 North Business Complex
East Lansing, MI 48824-1122*

E-mail: cavusgil@pilot.msu.edu

PLACEMENT CENTER

Placement service will be provided at AIB's 1999 Annual Meeting in Charleston, South Carolina. Individuals and schools may send an e-mail attachment (Word or WordPerfect format) to the Placement Center coordinator, Dr. David A. Ralston, for inclusion in the Placement Center Directory. Acknowledgment of e-mail receipt will be provided. Or, applicants may mail fifteen copies of their one-page resumé or position announcement(s) by **September 10, 1999**, to:

*Dr. David A. Ralston
Management Department
University of Connecticut
368 Fairfield Road, U-41
Storrs, CT 06269 USA*

Tel: (860) 658-4445
Fax: (860) 658-4446
E-mail: dar@dr.com

All candidate resumé should include:

- Name and address (including e-mail address)
- Areas of teaching
- Academic background
- Date of availability and visa status (if applicable)
- Dissertation topic and and/or other scholarly research
- Indication of whether you are attending the AIB meeting

Schools wishing to announce positions must indicate:

- Name of institution
- Type of position available
- Position characteristics
- Starting date
- Salary range
- Name of individual to contact (1) directly, (2) at the AIB meeting

TRAVEL INFO

AIRLINE RESERVATIONS

Through special arrangements with Worldview Travel, AIB offers preferential airfares for our Annual Meeting at Charleston Place in Charleston, South Carolina on **November 20-23**. Before purchasing more expensive, restrictive, or nonrefundable tickets through other sources, we suggest exploring the Worldview Travel option, which offers special fares that are lower than most published fares.

Since the number of available seats at the negotiated levels are limited, you should make reservations as early as possible. Ticketing may be delayed within four weeks prior to departure; ticketing within four weeks may result in additional charges in Express mailing and last-minute handling.

For reservations, e-mail worldvu@cobweb.net, call **1-800-562-6664** (ask for Cindy or Debbie), or fax **(412) 856-9609**. Please identify yourself as an attendee of the AIB's Annual Meeting at Charleston Place.

RENTAL CARS

The AIB offers Hertz rental car discounts by dialing **1-800-654-2240**. You must provide the CV code, #011E0001 - *Contacts Unlimited*.

FARMER DISSERTATION AWARD

The 1999 "Richard N. Farmer Award" for Best Dissertation in International Business is open to Ph.D. and D.B.A. students who successfully defend their dissertations between June 1, 1998 and May 31, 1999. Any topic that contributes to basic or applied knowledge in International Business is eligible to compete for this award, even if the dissertation has been entered in other competitions.

Finalists will be selected by the Farmer Award Committee, which is chaired by Kendall Roth (University of South Carolina) and consists of Jean-Francois Hennart (University of Illinois), Raj Aggarwal (John Carroll University), and Nakiye Boyacigiller (San Jose State University). Finalists must submit their complete dissertations for review and present their dissertations at the AIB's 1999 Annual Meeting in Charleston, South Carolina, on **November 20-23**. The

winner will receive a US\$1,000 cash award. Nominations must be submitted before **May 31, 1999**, to:

*Professor Kendall Roth
Chair, Farmer Award Committee
The Darla Moore School of Business
University of South Carolina
Columbia, SC 29208 USA*

Tel: (803) 777-3604
Fax: (803) 777-3609
E-mail: kroth@darla.badm.sc.edu

The nomination packet must include: (1) a nomination letter from the student's supervising professor and (2) five copies of a fifteen-page (maximum) abstract of the dissertation. The abstract must describe the dissertation's objective, theoretical foundation, methodology, findings, limitations, and contributions to the International Business field.

AIB's 1999 ANNUAL MEETING HOTEL INFORMATION

Charleston Place, Charleston, South Carolina ● November 20-23, 1999

CHARLESTON PLACE THE CONFERENCE HOTEL

130 Market Street
Charleston, SC 29401
Tel: 843-722-4900, 800-611-5545
E-mail: cpresmgr@orientx.net

With an open-arm staircase, a hand-blown, Venetian glass chandelier, and a stunning, marble-floored entrance reminiscent of antebellum grandeur, Charleston Place is an Orient-Express Hotel that captures the best of both the past and the present. Guests may relax in the Lobby Lounge (which serves afternoon tea and classical music) or the health club, which is equipped with a massage and spa therapy service, indoor/outdoor pool, tennis court, sauna, and Jacuzzi. With traditional Charleston colors, furnishings, and antique reproductions, the premier guest rooms are over-sized and *elegance dosiex*. Charleston Place offers an exclusive selection of shops and bilingual staff.

DOUBLETREE GUEST SUITES HISTORIC CHARLESTON

181 Church St.
Charleston, SC 29401
Tel: 843-577-2644, 800-527-1133
Fax: 843-577-2697

Located in the center of Charleston's Historic District at the Market, Doubletree Guest Suites is just steps away from carriage tours, restaurants, and historic sites. Accommodations include one-bedroom suites with a king-sized bed or two doubles, a sleeper sofa, and a kitchenette or wet-bar in the living room. All rooms are equipped with a coffee maker, iron/ironing board and hair dryer. Doubletree will serve hot, complimentary buffet-breakfasts to conference attendees as well as daily afternoon refreshments (except Sunday). The hotel offers concierge service and dinner room service from Hank's, the best seafood restaurant in Charleston.

THE EMBASSY SUITES HISTORIC CHARLESTON

337 Meeting Street
Charleston, SC 29403
Tel: 843-723-6900 • Fax: 843-723-6938

Offering an unmatched array of amenities and services, each two-room Embassy suite features a private bedroom, a separate living room with a sleeper sofa, a work/dining area, and a wet bar with a refrigerator, microwave, and coffee maker. Each suite houses two remote control televisions with in-room movies, as well as two dual-line telephones with personalized voice mail and data connections. The Embassy Suites also offers complimentary, cooked-to-order breakfasts, morning newspapers, evening beverages, snack receptions, and a full-service concierge.

HAMPTON INN HISTORIC

345 Meeting Street
Charleston, SC 29403
Tel: 843-723-4000

A restoration of an 18th Century building, Hampton Inn Historic is adjacent to the Charleston Visitor's Center, City Music Hall, and Museum. All rooms are equipped with a coffee maker, hair dryer, and iron/ironing board. A continental deluxe breakfast (over 15 items) is served daily.

THE KING CHARLES INN

237 Meeting Street
Charleston, SC 29401
Tel: 843-723-7451, 800-528-1234

Just steps away from Charleston's main tourist attractions and minutes away from beautiful gardens, the Inn is ideally located on Meeting Street in the beautiful Historic District of Charleston. The newly-restored Inn, which was Edgar Allen Poe's favorite weekend retreat while soldering at Fort Moultrie, is uniquely decorated in the old Charleston tradition of poster beds and armoires. A perfect blend of Southern Ambiance and modern amenities, the King Charles Inn symbolizes the finest traditions of Southern Hospitality.

COMPARISON OF AMMENITIES AT CHARLESTON

	Charleston Place	Doubletree Suites	Embassy Suites	Hampton Inn Historic	King Charles Inn
RANKING	4-Star	3-Diamond		3-Diamond	3-Diamond
PARKING (PER DAY)	\$10/\$14	\$10	\$9	\$9	Free
FREE CONTINENTAL BREAKFAST				deluxe	
FREE FULL BREAKFAST		X	X		
BUSINESS CENTER	X				
ROOMS:					
SINGLE RATE	\$159/\$109*	\$99	\$125	\$89	\$99
DOUBLE RATE	\$159/\$109*	\$99	\$125	\$89	\$99
PRE/POST CONF. RATE	\$159	\$119/\$99	\$125	\$89	\$99
COFFEE IN ROOM		X	X	X	
HAIR DRYER	X	X	X	X	Available
IRON/IRONING BOARD	X	X	X	X	Available
KITCHEN		X	X	Available in Lobby	
DAILY NEWSPAPER	X	X	X	X	
SATELLITE/CABLE TV	X	X	X	X	X
DATA PORTS	X		X		
POOL	In/Outdoor		Outdoor	Outdoor	Outdoor
OUTDOOR TENNIS COURTS	X				
WORKOUT ROOM	X	X	X		
HAPPY HOUR		X	X		
DISTANCE TO CONFERENCE HOTEL		1 Block	5 Blocks	6 Blocks	1 Block

Charleston Place Rates: US\$109 (Nov. 21-25), US\$159 (Nov. 18-20)
Pre-Conference Rates: Nov. 18-19 • Post-Conference Rates: Nov. 25-26

H O T E L R E S E R V A T I O N F O R M

AIB's 1999 ANNUAL MEETING

Charleston Place, Charleston, South Carolina ● November 20-23, 1999

MARK YOUR HOTEL SELECTION

Fax this form to **843-724-7215**, Charleston Place Hotel.
ATTN: AIB Conference.

- CHARLESTON PLACE** (Conference Hotel)
US\$109.00 (*Nov. 21-24 only*) per room
US\$159.00 (*Nov. 18-20, 25,26 only*) per room
- DOUBLETREE GUEST SUITES**
US\$99.00 per room
- EMBASSY SUITES HISTORIC CHARLESTON**
US\$125.00 per room
- HAMPTON INN HISTORIC**
US\$89.00 per room
- KING CHARLES INN**
US\$99.00 per room

ROOM CATEGORY

- Single Occupancy**
- Double Occupancy**
- PREFERENCE:** **Twin Beds**
 Double Bed

Arrival Date: _____ **Time:** _____

Departure Date: _____ **Time:** _____

- Hotel bills are subject to state and local tax currently listed at **12%**.
- Room rates do not include optional gratuity for portage, housekeeping or valet parking.
- Since space is limited, please make your reservations early.
- **THIS FORM MUST BE RECEIVED AT THE HOTEL NO LATER THAN SEPTEMBER 1, 1999.** Reservations received after that date will be accepted on a space-available basis. Please notify the hotel immediately of any changes. To avoid forfeiture of deposit, reservations must be canceled no later than **three days** prior to arrival.
- If you have any questions regarding accommodations for AIB, please call *Charleston Place Hotel* at **1-800-611-5545**.

PLEASE PRINT OR TYPE ALL INFORMATION CLEARLY

FAMILY (or LAST) NAME	
FIRST NAME	MIDDLE INITIAL
ADDRESS Line 1	
ADDRESS Line 2	
CITY	STATE
POSTAL CODE	COUNTRY
TELEPHONE	FAX
E-MAIL	

CREDIT CARD INFORMATION

FOR ROOM RESERVATIONS

CHECK ONE: MasterCard VISA AMEX

CREDIT CARD NUMBER
EXPIRATION DATE
NAME ON CARD
SIGNATURE

AIB's 1999 ANNUAL MEETING **EARLY REGISTRATION**

Charleston Place, Charleston, South Carolina ● November 20-23, 1999

PLEASE MARK THE APPROPRIATE BOX(ES)
PRINT OR TYPE ALL INFORMATION CLEARLY

- Registration for AIB,s 1999 Annual Meeting
- Renewal of current AIB Membership
- Application for New Membership in the AIB
- Updating address or other info (Current Member)

FAMILY (or LAST) NAME		MEMBER ID#
FIRST NAME (for name tag)		MIDDLE INITIAL
ADDRESS Line 1		
ADDRESS Line 2		
CITY	STATE	
POSTAL CODE	COUNTRY	
TELEPHONE	FAX	
E-MAIL	PERSONAL WEB PAGE	
POSITION/TITLE	ORGANIZATION	
ARRIVAL DATE	AIRLINE	FLIGHT #
DEPARTURE DATE	AIRLINE	FLIGHT #
SPOUSE/GUEST'S NAME (for name tag if purchasing the Spouse/Guest Package)		

Make cheques payable to the Academy of International Business. Foreign checks must have micro-encoded banking information, a US bank address, and the US dollar amount imprinted on them.

REFUND POLICY for cancellation:
100% prior to October 1, 1999
50% prior to November 15, 1999.

Return this form (or a copy) with your payment to ensure proper recording of your payment.

MAIL: Academy of International Business
James R. Wills Jr., Executive Secretary
UH College of Business Administration
2404 Maile Way
Honolulu, Hawai'i 96822-2223 USA

FAX: (808) 956-3261

REGISTRATION FEES

(Includes meeting registration, Presidential Reception, Awards Luncheon, Plantation Gala, and Abstracts Proceedings.)
Non-members must pay the registration fee and one year of membership to join.

AIB MEETING REGISTRATION FEE \$ _____

REGULAR AIB MEMBER REGISTRATION - US\$300.00
(with one year of membership - US\$368.00)

STUDENT AIB MEMBER REGISTRATION - US\$175.00
(with one year of membership - US\$220.00)
(need valid university ID - include photo copy)

LOW INCOME AIB MEMBER REGISTRATION - US\$175.00
(with one year of membership - US\$220.00)
(gross annual income less than US\$25,000)

ADDITIONAL FEES AND EARLY DISCOUNTS

For payments received BEFORE August 1, 1999
Subtract US\$25.00 from the above registration fee - \$ _____

For payments received AFTER October 1, 1999
Add US\$50.00 to the above registration fee + \$ _____

For payments received AFTER November 1, 1999
Add US\$100.00 to the above registration fee + \$ _____

SPOUSE/GUEST PACKAGE - US\$100.00
 (includes *Reception, Luncheon, & Plantation Gala*) \$ _____

DONATIONS

ADOPT-A-LIBRARY - US\$35.00 per subscription. \$ _____

AIB FOUNDATION - Any amount appreciated. \$ _____

TOTAL \$ _____

Federal Employee ID #23-744298

DUNS #797963394

METHOD OF PAYMENT

CHEQUE or MONEY ORDER (Enclose with form)
Cheque No. _____ Cheque Date ____/____/____

CREDIT CARD (Check one)
 MasterCard VISA AMEX Discover Diners

CREDIT CARD NUMBER

Expiration Date ____/____ (Month/Year)

Total Amount \$ _____

SIGNATURE (if Credit Card payment)