The annual NAJAC Business, Industry and Education Day will be held Wednesday with over 450 representatives of major companies arriving in Bloomington to attend. Among those participating in the Business, Industry and Education activities are Business Hall of Fame members Royal Little of Textron and Thomas Watson of IBM. Also attending will be Frank T. Carey, chairman of IBM and present national chairman of Junior Achievement, and Richard L. Terrell, vice chairman of General Motors and past chairman of Junior Achievement.

Mr. Cary will be the keynote speaker at a dinner Wednesday evening for the visiting dignitaries and Mr. Terrell will receive the Gold Achievement Award, the highest citation given by Junior Achievement.

Included in the schedule for the day will be a luncheon meeting of Junior Achievement's board of directors and an orientation session for all executives. Following the orientation, Achievers will guide the businessmen, educators and media representatives around the campus in small groups. The visitors will sit in on discussion groups during the course of the day and then attend the dinner which will be held in the Student Union at 7:15.

Conference Chairman Joseph Francomano stated that "the results have been excellent in involving new people in Junior Achievement" and that the number of returnees from past years is quite substantial.

"I have many hopes and will do whatever I can to see that Junior Achievement becomes the leading youth organization in the world," he said.

What is this man of history really like? "I don't know how other people would assess me, but I assess myself as a rather outgoing individual who has a deep interest in how young people get involved in the business world."

and ambitions as far as Junior Achievement is concerned are "to remain in touch with the organization and to be involved."

After forty-four years, Mr. Francomano claims that the JA event he most enjoys is the first night at NAJAC. "That, to me, is the most exciting experience connected with Junior Achievement."

In 1933, as a young man from Brooklyn, New York, Mr. Francomano joined Junior Achievement and he has been on the scene ever since. Forty-four years of involvement as an Achiever, an adviser, and a staff member is a long time. Mr. Francomano says he has been involved with the program for so long "because it's been interesting, exciting, and challenging for me."

His involvement has given him duties and responsibilities of all sorts throughout the years. He has worked as program director and executive director in various areas, and has been in charge of fund raising and expansion programs for the national organization.

He has held the office of Executive Vice President for the last fifteen years.

"As Junior Achievement grew and various responsibilities developed, I had an opportunity to grow with it," Mr. Francomano said. That growth is worldwide—he has helped to start Junior Achievement programs in other countries such as Canada, Mexico, and Venezuela.

Mr. Francomano serves as Conference Chairman and Director of Visitors at the Conference.

Since Mr. Francomano's Achiever days, the program has changed considerably.

"Junior Achievement companies have come a long way," claims Mr. Francomano. "Junior Achievement company activities have gone from what were primitive record systems and procedures to a very sophisticated program."

Shuttle buses will take the visitors from their hotels to the campus and from group to group so that they may have a good overview of the JA experience. Francomano said, "These business people and educators are coming to learn what Achievers are thinking about current issues and their involvement in JA. I hope that all Achievers will express their personal support and appreciation by introducing themselves and exchanging their ideas with the visitors. That is the whole purpose of their being here."
JA discovers ‘roots’

Springfield is JA birthplace

Due to the widespread popularity of Alex Haley’s novel, Roots, Americans have been flocking to their public libraries in search of information leading to their own “roots.” Junior Achievement did some checking of its own, and found out some interesting information concerning its own beginning.

Ask any Achiever who founded JA, and before you know it the name Horace A. Moses will be confidently stated.


Moses is generally considered the sole founder, because it was mainly through his efforts that the organization developed as it did.

Moses has had an inherent faith in the American business system, and he also believed strongly in America’s youth as is best seen in the following statement: “I made in 1927: “Boys and girls are inherently constructive in instinct and desire. Junior Achievement Club Work stimulates and directs this constructive impulse. It is the education of boys and girls in craftsmanship of hand and head, conducted on a business basis.”

Moses’ concern for young people is evident by his involvement in many civic organizations such as the 4-H and the YMCA. He saw Junior Achievement as the opportunity to instruct young people into a business atmosphere and the ways of a working society.

Strathmore Paper Co. was located in the Springfield, Mass., area, and as a result JA began in the Pioneer Valley. Springfield is a city with a rich historical and industrial background. The game of basketball was invented there in 1891 by Dr. James Naismith, and the first successful commercially sold automobile was constructed there between 1892 and 1893.

Springfield’s industrial community has a wealth of well-known companies like, American Bosch (fuel injection systems), Spaulding (sports equipment), and the W.F. Young Co. (Absorbine Jr.).

It was only fitting that the oldest economic education organization should have its roots in this progressive business atmosphere. It was 58 years ago that a group of boys gathered together at the Springfield Vocational High School to learn about a new organization that let you operate your own business. The organization was called Junior Achievement Club Work, and by the end of the meeting those boys formed the first JA company. They named their company The Mechanical Club and then set a date for their weekly meetings.

They worked for a 12-month period, spending nine months on mechanical work and three months on repairing and distributing household furnishings.

Soon after the success of The Mechanical Club, other clubs began forming in the Springfield area. JA offered a variety of areas in which clubs could operate including the areas of red work, sheet metal and wire work, textile manufacturing, pyroxylin and fish, woodworking, and home improvement.

Club membership was open to both boys and girls between the ages of 8 and 21. Most of the clubs allowed mixed membership except for two sewing clubs which were restricted to girls only. They were known as the “Doll to Mother” and the “Head to Foot” clubs.

The management organization of the club is similar to that used by JA companies today. Club officers consisted of President, Secretary-Treasurer, Manager of Production, Manager of Advertising, and the “Head to Foot” clubs.

The public must not mistake them for toys. All of them in early stages give promise of doing credit to established manufacturing concerns,” a local reporter wrote of the products. He said the Achievers were “little business people who know where they are and how they’re headed.”

The Wee Willie Woodmakers soon followed, spending their first night electing a president, vice president, treasurer, secretary, production manager, and sales manager. They also authorized the sale of 100 shares of stock at prices of 50 cents each. On August 2nd, the Woodmakers began production of “Worth While Woodwork.” One of the orders they produced and sold was a marble top table for a local church.

Like the Special Order Shop, the Woodmakers paid rent for their operating space in the ex-factory building that housed the Junior Achievement Laboratory.

The Woodmakers were followed by the organization of a group of boys selected by the city’s businessmen. These boys later formed under the name of Handy Man Products Company and produced “handy wood articles for the home.” They issued 70 shares of stock.

The fourth company, the Junior “A” Printers, formed in early August, but equipment problems kept it from beginning production until December. The intervening time was spent hunting for the printing equipment needed to produce personalized printed items. The company did elect officers and after debate, capitalized at 300 shares but authorized the sale of only 150.

In the early days of JA, stock was sold to any interested party, but Achievers often bought and traded shares among themselves, careful to keep a controlling bloc within the firm.

Until the formation of the fifth company, membership in Middle­town Junior Achievement was limited to boys. But in mid-August, 15 girls were brought together to form the Priscilla Crafters.

The Crafters capitalized at 120 shares of stock. Ten girls stayed with the company to manufacture serving trays, tea trays, wastepaper baskets, flower baskets, coasters, and handbags.

The girls met in the basement of the Presbyterian Church, not in the factory with the boys. The Crafters began selling their products through Helen’s Gift Shop, a local retailer, in early December.

Despite the fact that the girls started later than most of the boys and that society had not yet modernized its thinking on women’s roles, the Middletown News-Journal reported that Priscilla Crafters was the most efficient company of the six.

The last company formed in that year was the Lakeside Cavaliers. Meeting in late August, the company issued 70 shares of stock and manufactured plastic products.

With 75 Achievers involved in the program, Junior Achievement moved from the H.D. Marindale factory structure to the basement of...
The National Junior Achievers Conference is proud to announce the following are semi-finalists:

**President**

Stuart Baum, Los Angeles, CA; Deborah Beacon, Canton, OH; Frank Crivello, Glendale, WI; Lisa Diehl, Toledo, OH; Kathleen Dullaghan, Indianapolis, IN; John Paddock, Pittsburgh, PA; Elizabeth Herrmann, Warren, OH; Robert Johnson, Dallas, TX; Keith Kroch, San Francisco, CA; Charles Kreczinski, Grand Rapids, MI; Steven Ladd, Orlando, FL; Donna Leary, Philadelphia, PA; Dawn Lee, Fort Worth, TX; Michael Liis, Puerto Rico; Kimberly Marshall, Winston Salem, NC; Russell Merritt, San Diego, CA; Sandra Meser, St. Louis, MO; St. Paul, MN; Cindy Rolen, Richmond, VA; Robert Sellers, Charleston, WV; David Skolnick, Arlington, VA; David Smith, Oak Ridge, TN; David Smith, Fort Wayne, IN; Ronald Stevens, Springfield, IL; Randall Trovato, Johnstown, PA; Glen Turner, Burlington, VT; Bradley Werth, Boise, ID; Steve Zeller, Minneapolis, MN; Karen Ziekle, Cleveland, OH.

**Corporate Secretary**

Rosemary Abowed, Detroit, MI; Debra Capon, Boston, MA; Ivey Cohen, Ft. Lauderdale, FL; Cecile Deffner, Pittsburgh, PA; Michele Folsom, Salt Lake City, UT; Shirley Giles, New Orleans, LA; Maria Given, Orlando, FL; Cindy Hall, Sioux City, IA; Lori Hecht, Cincinnati, OH; Robin Hill, Tulsa, OK; Jean Jeske, Chicago, IL; Suzette Keefe, Springfield, IL; Linda Lance, Syracuse, NY; Angela Miller, Battle Creek, MI; Lisa Million, Anchorage, AK; Kristine Paliokus, Washington, DC; Judy Prangley, Grand Rapids, MI; Thomas Revay, New Haven, CT; Lyndia Ricks, Norfolk, VA; Sheryl Simandell, Omaha, NE; Sharon Smith, Toledo, OH; Margaret Szczecinski, Cleveland, OH; Melissa Williamson, Allentown, PA.

**Treasurer**

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Ronald Bodischer, Los Angeles, CA; Candy Bos, Grand Rapids, MI; Lisa Cortese, Stamford, CT; Lori Factor, Hartford, CT; Diane Gallant, San Jose, CA; Judith Haffele, Louisville, KY; Dianne Jenkins, Dubuque, IA; Daniel Kim, Charleston, WV; Robert Linman, Miami, FL; Seth R. Marzolla, New York, NY; Kathleen Paliokus, Washington, D.C.; Diane Rosanski, Baltimore, MD; Wendell Welch, Youngstown, OH.

**Marketing Executive**

Shelley Burrell, Lafayette, IN; Gena Cadieux, Johnstown, PA; Ellen Clark, Cincinnati, OH; Michael Dreyer, Louisville, KY; Keith Duclos, Springfield, MA; Henry F. Eggers, Orlando, FL; Robert Fye, Cedar Rapids, IA; Patrick Hunt, Miami, FL; Christine Judge, Detroit, MI; Stanley Kaminski, San Diego, CA; Lisa Kampfman, Hartford, CT; Carol Kears, Ashland, KY; St. Joseph, OH; Kathleen Kison, Charleston, WV; Robert Bentzel, Mount Vernon, OH; R. Jeffrey Klump, Wilmington, DE; Deborah Macfarlan, Washington, D.C.; Fred Pasche, Boston, MA; Javier Peasante, Carolina, Puerto Rico; Joel Samuels, Los Angeles, CA; Abby Shapiro, Phoenix, AZ; Jill Louise Sopko, Akron, OH.

**Production Executive**

Donna Bolthouse, Grand Rapids, MI; Katy Campagna, Dallas, TX; Jacqueline Dempsey, Jr., Buffalo, NY; John Egeston, Jacksonsville, FL; Timothy Fleming, Pittsburgh, PA; James Foti, Akron, OH; Patrick Gribbin, Colorado Springs, CO; Randle Howard, Fort Worth, TX; Paul Jablonsky, Minneapolis, MN; Allen Moore, Denver, CO; Rita Morrin, Philadelphia, PA; James Smith, Hartford, CT; Marie-Anne Suizzo, Washington, D.C.; William Torbeck, Cincinnati, OH; Steven Woots, Los Angeles, CA; George Werner, St. Petersburg, FL; James Wilber, Miami, FL.

**Safety Director**

Diane Boncella, Akron, OH; Marshall Cannon, Miami, FL; Larry Caudill, Baltimore, MD; Bradley Cruse, Tulsa, OK; David Dunning, Midland, MI; Kathy Gillison, Chicago, IL; Jeanne Huffman, Columbus, OH; Mary Hurstrell, New Orleans, LA; Paul Konah, Charleston, WV; Eric Lopez, Orlando, FL; Brian O'Donnell, Hartford, CT; Dan Taylor, Indianapolis, IN; Scott Thon, Minneapolis, MN; Barry Tiedt, Houston, TX; Paul Work, Washington, D.C.; Dennis Zerby, Cleveland, OH.

**Purchasing Manager**

Sue Ardussi, Detroit, MI; Gladys Davis, Wilmington, DE; Bob Henry, Jacksonville, FL; David Hodde, Houston, TX; Zenon Kramarchuk, New York, NY; George Mulder, Akron, OH; Peter Shumski, Buffalo, NY; Richard Spada, Hartford, CT; Lisa Tondreau, Charleston, WV.

**Banking Company of the Year**

American Consolidated Trust, Terian Zimmerman, Orlando, FL; Step Ahead Bank, Elizabethayer, Washington, D.C.; Chang-Buck, Sandra Timmons, Johnstown, PA; Last National Bank; Debbie Gansen, Dubuque, IA; JABCO, Susanne Stagner, Tucson, AZ.
Candidates for national offices:

ROSEMARY ABOWD
Rosemary Abowd
Conference President
Age: 18
School: Class of '77, Our Lady of Mercy High School, Farmington Hills, Michigan.
JA activities: NAJAC (4 years); MIBCO '77; JA Reader's Digest Seminar; secretary of the year; OYBW; speaker of the year; company of the year (twice); regional annual report of the year; member, Achiever Business Council of the Southeastern Michigan JA Board of Directors.
School activities: National Honor Society; student government; model United Nations; music/dance troupe.
Awards: French honor society; JA/Reader's Digest Seminar; valedictorian, Class of '77; Who's Who Among American High School Students.
Plans: To attend Notre Dame University to study for a career in finance and banking. "I am enthusiastic about JA and NAJAC and, if I had this position of leadership I would try to spread this enthusiasm to more Achievers."

JOHN SWART
John Swart
Conference President
Age: 18
School: Class of '77, Catholic Central High School, Grand Rapids, Michigan.
JA activities: NAJAC (3 years); JAMCO (2 years); MMCO; area outstanding young business executive (2 years); best salesman; annual report; state MMCO speaker's contest; Region 2 JAMCO president; Achiever's Association president; speakers corps.
School activities: Drum major of the band; valedictorian; National Honor Society; baseball, wrestling; yearbook business manager and advertising editor.

"The office of Conference President entails not only leadership, but representation. I feel my past achievements along with my present ideas qualify my candidacy. I feel I have the qualifications, and I have the platform."

RANDY TRAVATO
Randy Travato
Conference President
Age: 18
School: Class of '77, Johnstown High School, Johnstown, Pennsylvania.
JA activities: ROJAC, NAJAC, and PENJAC (2 years); JAMCO; president of the year; best salesperson (2 years); executive award (2 years); junior executive award (2 years); Achiever award (3 years); 100% attendance award (3 years); vice president and then president of Johnstown and Ebensburg Achiever Association; president of PENJAC; vice president of National Achievers Association.
School activities: Senior representative in student government; co-editor school newspaper; forensics league; persuasive speaking, leadership and development course; Explorers; government post; voter registration campaign.
Awards: First place in Pennsylvania District 8 in persuasive speaking; "Join Junior Achievement" Pennsylvania High Speech League; personal leadership and development course.
Plans: To attend Dickinson College; business management.

STUART BAUM
Stuart Baum
Conference President
Age: 17
School: Class of '77, Van Nuys High School, Van Nuys, California.
JA activities: National contests — 3rd place OYBM; 2nd place Purchasing Manager; semifinalist president of the year; Regional contests — top achievement company; president of the year; Area contests — president of the year ('76, '77).
School Activities: REP Council President; senior class boys vice president; Knights; debate president; football.
Awards: JA/Reader's Digest Seminar; Who's Who Among American High School Students; California Boys State; National Forensics League; California Scholarship Federation; California Speech Championships.
Plans: Corporate law, business management, politics.

"I feel my enthusiasm and enjoyment of speaking to people about JA qualify me for NAJAC president."

SHELLY TUCKER
Shelly Tucker
Conference President
Age: 18
School: Class of '77, Catholic Central High School, Grand Rapids, Michigan.
JA activities: NAJAC (3 years); JAMCO (2 years); MMCO; area outstanding young business executive (2 years); best salesman; annual report; state MMCO speaker's contest; Region 2 JAMCO president; Achiever's Association president; speakers corps.
School activities: Drum major of the band; valedictorian; National Honor Society; baseball, wrestling; yearbook business manager and advertising editor.

SHELLY TUCKER
Awards: National Merit Scholar; Michigan Legislative Scholar; American Legion award; $1,000 JA scholarship; University of Michigan Regents Scholar; Dale Carnegie scholarship.
Plans: Business management with a combined business engineering degree.

"I have the enthusiasm to serve you and the energy and experience to perform effectively."

LINDA WEBER
Linda Weber
Conference President
Age: 18
School: Class of '77, North Miami High School,
NAHUM CHANDLER

Miami, Florida.
JA activities: NAJAC (3 years); ROJAC (1 year); area safety director of the year; area vice president of manufacturing of the year (2 years); national commercial development contest, public speaker.
School activities: Debate; National Honor Society; computer club; newspaper copy editor.
Awards: 1976 Brown University award; American Legion school award; National Merit Scholarship finalist.
Plans: To major in electrical engineering with possibly a second degree in business management. "My primary assets are strong motivation and perseverance in pursuing goals I choose."

Nahum Chandler
Conference Vice President

Age: 18
School: Class of '77, Bakersfield High School, Bakersfield, California.
JA activities: NAJAC (2 years); JAMCO; Bay Area Management Conference; vice president of sales award; vice president of production award; president award; Achiever of the year; Achievers Association; NAA Council.
School activities: National Forensics League president ('75-'77); class president ('75-'76).
Awards: Ford Dimension Youth Program Scholarship '76 and '77; Who's Who Among American High School Students; Lions Club award; American Legion Oratory award.
Plans: To work in international economics and law and to be an international financial consultant. "I have ideas I believe others think about, yet lack initiative to act on. I wish to inspire action."

Fred Gaines
Conference Vice President

Age: 17
School: Class of '77, Grant High School, Van Nuys, California.
Candidates Announced

SHARON KAY DIXON
Conference Secretary

Age: 17
School: Class of '77, Chartiers-Houston High School, Houston, Texas.
JA activities: NAJAC (2 years); JAMCO; speaker of the year; speakers corps; public relations corps.
School activities: Business Club secretary; Spanish Club secretary; varsity volleyball; class chairman; yearbook staff; varsity track; newspaper staff.
Awards: Dale Carnegie graduate; 3 Progressive Awards; Speaker of SWPA '77; Who's Who Among American High School Students.
Plans: International studies.

"I have some great ideas that I would like to incorporate into the Junior Achievement program, and I want to be of service to Achievers around the world."

Ellen Flemke
Conference Secretary

Age: 17
School: Class of '78, Granada Hills High School, Granada Hills, California.
JA activities: BAMCO; JAMCO; President's Conference finalist; finalist in president, salespersonstanding undergraduate contests; editor, annual report.
School activities: Student body secretary; junior class president; sophomore class senator; varsity girls swim team captain; president, Senior Steering Committee; secretary, Desoles Sorority.
Awards: Dale Carnegie scholarship; AAU swimming national record holder; Who's Who Among American High School Students; Honor Society; Society of Distinguished High School Students.
Plans: To attend Notre Dame University and major in business administration, then to start a company of my own, using my Junior Achievement experience as background.

MELISSA WHEELER
Conference Secretary

"I've had experience in dealing with people and in public speaking. I've also held the position of secretary in various organizations and been employed as a secretary."

Melissa Wheeler
Conference Secretary

Age: 17
School: Class of '78, Upper Arlington High School, Columbus, Ohio.
JA activities: Secretary of the year; Achievers Association recording secretary; Achievers Association Center Council secretary; speakers corps.
School activities: American Field Service, GAA.
Awards: 100% attendance; $100 sales club; editor of best regional report.
Plans: Would like to attend Ohio State University for a business education.

"I feel I have the needed qualifications for Conference Secretary. Communication is a vital element for our next Conference, and I will dedicate myself to that."

Melissa Wheeler
Conference Secretary

Age: 17
School: Class of '77, Lake Brantley High School, Forest City, Florida.
JA activities: NAJAC (2 years); EMCO; treasurer of the year, OYBW; Toastmasters.
School activities: Keyettes; Future Business Leaders of America (secretary-treasurer); Church Youth Program Director; Golf Cadettes.
Awards: Arthur Anderson JA scholarship; nomination to American Society of Christian Scholars.
Plans: Corporate law.

"I think I possess leadership ability. I'm also a good listener, and have two years of shorthand, three years of typing, and motivation and determination."

Teri Zimmerman
Conference Secretary

Age: 17
School: Class of '77, Beloit High School, Beloit, Wisconsin.
JA activities: NAJAC and JAMCO (4 years); JA; Reader's Digest Seminar; president of the year; best salesman (2 years); best annual report; NAA Regional Coordinator; Achievers Association president, vice president and secretary; National Speakers Corps; JAMCO co-chairman.
School activities: president of student senate; art editor of school newspaper; Wisconsin Boys State appointee.
Awards: $3,000 from JA of Rockford; named "Young American of 1977" by Rockford Newspapers, Inc.
Plans: To attend the University of Minnesota with a major in business administration and marketing. Someday I hope to own my own business.

"I have organizational ability, speaking experience, NAA background, and determination."

Jim Andreoni
NAA Chairman

Age: 17
School: Class of '78, Lakeview High School, Battle Creek, Michigan.
JA activities: MAMCO; JAMCO; NAJAC (2 years); Achievers Association chairman; winner, vice president of sales contest.
School activities: Class president (3 years); Forensics; National Honor Society.
Plans: To go to college.

"I have participated in my local AA, and my involvement will be even greater in the future. Being president of my class for three years I feel has given me the knowledge and experience to successfully lead the NAA."

Kevin Mead
NAA Chairman

Age: 17
School: Class of '78, Lakeview High School, Battle Creek, Michigan.
JA activities: MAMCO; JAMCO; NAJAC (2 years); Achievers Association chairman; winner, vice president of sales contest.
School activities: Class president (3 years); Forensics; National Honor Society.
Plans: To go to college.

"I have participated in my local AA, and my involvement will be even greater in the future. Being president of my class for three years I feel has given me the knowledge and experience to successfully lead the NAA."

Sharon Kay Dixon
Conference Secretary

Age: 17
School: Class of '77, Chartiers-Houston High School, Houston, Texas.
JA activities: NAJAC (2 years); JAMCO; speaker of the year; speakers corps; public relations corps.
School activities: Business Club secretary; Spanish Club secretary; varsity volleyball; class chairman; yearbook staff; varsity track; newspaper staff.
Awards: Dale Carnegie graduate; 3 Progressive Awards; Speaker of SWPA '77; Who's Who Among American High School Students.
Plans: International studies.

"I have some great ideas that I would like to incorporate into the Junior Achievement program, and I want to be of service to Achievers around the world."

Ellen Flemke
Conference Secretary

Age: 17
School: Class of '78, Granada Hills High School, Granada Hills, California.
JA activities: BAMCO; JAMCO; President's Conference finalist; finalist in president, salespersonstanding undergraduate contests; editor, annual report.
School activities: Student body secretary; junior class president; sophomore class senator; varsity girls swim team captain; president, Senior Steering Committee; secretary, Desoles Sorority.
Awards: Dale Carnegie scholarship; AAU swimming national record holder; Who's Who Among American High School Students; Honor Society; Society of Distinguished High School Students.
Plans: To attend Notre Dame University and major in business administration, then to start a company of my own, using my Junior Achievement experience as background.
NAJAC candidates

Andrew Rome  
NAA Chairman

Age: 18  
School: Class of '77, Long High School, Longmeadow, Massachusetts.

JA activities: Management Conference and NAJAC (2 years); ROJAC (3 years); ROJAC Achiever award; junior executive award; executive award; Achievers Association; NAJAC (2 years); treasurer of the year; 2-year nominee for president of the year; semifinalist for regional outstanding young businessman.

School activities: National Honor Society; guidance aide; lyrics-publicity chairman.

Plans: To attend Muhlenburg College and then go on to medical school to become a pediatrician.  
"I listen to people, and I am dedicated to helping people. Once I make a promise and commitment I don't break it."

Shelly Tucker  
NAA Chairman

Age: 18  
School: Class of '77, Eastern Hills High School, Fort Worth, Texas.

JA activities: Sessions '77; President's Council; Speakers Corps.

School activities: secretary-treasurer of German Club; drama; debate; speech; science fair.

Awards: TCU Chancellor's scholarship; JA Merit Scholarship; valedictorian, summa cum laude; National Honor Society; National Merit Commended Student; Who's Who in Math.

Plans: To be a CPA or possibly a lawyer.

"I enjoy leading and speaking, and I like to write letters. Above all, I am willing to give my time and myself."

Linda Weber  
NAA Chairman

Age: 17  
School: Class of '77, Arroyo High School, San Lorenzo, California.

JA activities: BAMCO; WARMCO; NAMCO; NAJAC (2 years); regional winner, best sales contest; Achievers Association; LITE-CO.

School activities: Student body treasurer; varsity badminton; Spanish Club; California Scholarship Federation Club.

Awards: Outstanding Student Award, California Bank Association; Gemo scholarship; Kiwanis Club scholarship; Masonic speech contest winner; Dale Carnegie scholarship; JA scholarship.

Plans: To major in business in college and then obtain an M.B.A.

"I feel I have leadership ability and I know I'm hardworking and determined."

Jury deliberates in ‘trial’

Twelve Achievers listen intently to the witness’ testimony during the trial.  
"Mrs. Lynch, you have testified that you don’t believe your husband committed suicide, correct?" asked Achiever Marty McLendon, Pearl, Mississippi, the Achiever attorney.  
"Yes," replied the witness.  
"But isn’t it true that just prior to your husband’s death he gave away his entire set of art supplies for no apparent reason?"

So goes the new NAJAC Business Law “Mock Trial” Seminar where Achievers participate in a real life trial situation from start to finish. Achievers will spend two mornings interviewing witnesses, gathering facts, and analyzing police and medical reports. On Thursday, Achievers will climax their efforts by presenting the trial in “court” before twelve Achiever jurors unfamiliar with the case.

The jury will decide whether the decedent involved died by a hit and run truck accident, or whether he committed suicide by jumping off a roof when the truck passed by. Life insurance benefits of $50,000 are at stake. If the attorneys for the insurance company successfully convince the jury of suicide, the company need not pay the widow.

"These Achievers are fantastic," commented Ember Reichgott, the Duke Law School graduate and 6-year NAJAC counselor who leads the seminar. "Their enthusiasm is infectious. Several Achievers even asked to use University Library facilities to better understand certain medical terms used in the case."

"I can’t get away from it," agreed Achiever Karen Boltz of Tulsa, Oklahoma. "I’m playing the widow in the case, and attorneys are constantly asking me questions every time they see me."

The 26 Achievers in the seminar each have an assigned part in the proceedings. Three Achievers play witnesses and are given secret instructions concerning their role. The remaining Achievers are divided into teams for the plaintiff and defendant.

Coordinated by one team leader, the team divides the preparation and trial duties among themselves. Achievers may conduct pre-trial interviews or present a portion of the case in court. Courtroom Achievers either direct examine their own witnesses, cross examine opposing witnesses, or present the opening statement or closing argument.

"This has been a really good group," continued Marty, team leader for the defense. "All it boils down to is good teamwork. Everyone is cooperating really well."

Many of the Achievers in the seminar hope to continue in law after college.

"I’ve wanted to be a lawyer for 6 or 7 years now," commented Karen, who has already taken business courses in high school. "I thought the seminar would give me additional information to make a decision. Besides, I have to admit I’m a ham."

Other Achievers simply wanted to get a general idea about trial procedures and law. Robin Pefrey of Battle Creek, Michigan, another witness, feels it would be helpful in her business studies at college.

"The seminar develops skills necessary for all people interested in business," agreed Ms. Reichgott, who will play the judge at the trial. "A good business person must know how to effectively interview prospective employees and clients. He or she should never accept facts at face value, but analyze the situation for weaknesses and inconsistencies."

The Achievers will present the trial in the most courtroom of the Indiana University Law School. According to Ms. Reichgott, "There is no correct answer to this trial. The facts are evenly balanced and the verdict can come out either way. The case rests on what facts the attorneys discover and how they present those facts to the jury."

The trial is based on a real life situation that Ms. Reichgott modified for use in the 6-hour seminar. "I had to take out certain witnesses just for the sake of time," she explained. "Naturally, the Achievers are frustrated by their inability to interview these witnesses. Their insight is terrific. They have already come up with facts and theories I hadn’t thought of myself."
Moses founded JA

From page 2.

Sales, and Manager of Publicity.

In the early years of JA, sponsoring firms, as they are known today, did not exist. JA operated through existing organizations like schools, churches, and the YMCA. The organization would establish JA Foundations in their areas, and would then purchase "boy and girl certificates" at a cost of ten dollars each. Once this was accomplished an area could undertake one of five different programs.

The first was known as "quantity production" and is the one program which is most similar to present JA companies. The objective of quantity production was to provide the club members with business experience. Next was "individual production" which sought to encourage individual initiative and development. The "research and experimental" program had clubs investigate, through experimentation, the scientific principles used in certain fields of industry in the community. The fourth program was "club extension" which provided homework programs for those industrious individuals who wanted to carry on their JA work at home under the guidance of a parent. The last program was known as "summer extension" and it centered around camps and playgrounds.

The main concern of each JA company at the beginning of the year was the question of how much money they should raise for initial capital. The early clubs had the option of selling either "units of ownership" or applying for a modest bank loan.

Helping to make these decisions were men and women who volunteered their time to serve as advisers. The JA Club Work also had advisers who were called leaders, and they would provide the same service as the present day adviser. The first JA adviser was Mr. Thomas J. Morrison, who served as the leader of The Mechanical Club. A few years after the first JA Club was formed the JA Bureau (as it was then known), in accordance with its original policies, began establishing its roots in an effort to become a national program. Foundations were established in the New England area and the expansion drive grew from there.

Junior Achievement has since become a national organization which is constantly expanding its own programs. Membership in JA has grown from the 31 boys, who attended the meetings of The Mechanical Club, to almost a quarter of a million young adults who attend JA meetings in the U.S. and several foreign countries. Junior Achievement has expanded its scope with economic education programs for eighth and ninth graders (Project Business) and college students (Applied Management) and is continually experimenting with new projects. Even with this broadening of its program it has still maintained its original purpose, "To provide young people with practical business experience."

JA formed in Ohio

From page 2.

F.W. Gorman's auto sales building.

Mr. Hook became interested when he heard an Achiever by the name of Joe Francomano speak in New York in 1938. (Mr. Francomano is now Executive Vice President of Junior Achievement Inc.) Hook became familiar with operations of JA and began plans to bring it to Middletown.

J.S. Mendenhal, JA's executive director in New York, spoke to a group of businessmen in Middletown in February, 1938. All of those present at the meeting endorsed the project and on February 25th the Middletown Civic Association, a group of nonprofit agencies, appropriated the funds to sponsor Junior Achievement.

The local JA Board chose Murray A. Jacobs to serve as executive director. Jacobs was selected as "a man of high standards and training who could associate himself with the youth of the city." Jacobs was sent to New York for two weeks of training. When Jacobs returned he recruited advisers from several professions. A list of their occupations includes: hardware salesman, dairyman, industrial accountant, bank employee, sales manager, teachers and department store operators.

The Achievers these advisors worked with were not primarily school students but most were graduates who had not yet found jobs. It was hoped that JA could fill the gap between commencement and the work force. "In those tender years of 18 and 19 when schools are through with youth, girls and boys are left on their own to find their own answer," Middletown High School Principal Wade Miller said at the program's year-end meeting. "Lost in a wilderness of confusion and trying to adjust themselves to new conditions, they find Junior Achievement a friend in need."

Junior Achievement's local supporters gathered at that meeting to hold elections and recap the year's success.

N.J. Lawler, elected chairman of the board, told his audience of 40, "Junior Achievement substitutes constructive thinking for destructive scheming...It is America's way of teaching youth the ways of business and to develop creative thinking in the business of tomorrow."

Mark Davis, President of the Special Order Shop and the Achiever representative at the meeting said "Junior Achievement, which gives youth something to think about besides the discouragement of being jobless, is one means of keeping youths' chin up."

Junior Achievement not only impressed the Achievers and the businesses in its first year of "big little business," but it also won praise from the press. The Cincinnati Enquirer called Junior Achievement "an industry whose by-products are more important than its merchandise."

"These joiners are imbued with restless energy and bubbling with the ambition of youth," Alice Lloyd of the Middletown News-Journal wrote about a group of Achievers.

After observing a company in operation Bob Casey of the Cincinnati Enquirer wrote "The shiftless are voted out, given back pay and not allowed to return unless the board of directors votes them back in. The president is not allowed to be a snob or a straw boss - he works with the rest."

"The president of the company may be merely a production worker in his own company while the stockholder may be the production foreman," the Dayton Journal Herald wrote. "Operation of their own concerns not only gives them mechanical training, business background, and a sense of responsibility, but will add to their desirability as citizens."