



The Achiever

News of the 39th National Junior Achievers Conference

Sunday, August 8, 1982

Excitement mounts as delegates arrive

39th NAJAC is ready to roll

It's finally here! The 39th annual National Junior Achievers Conference (NAJAC). All your efforts during the past year have led to a coveted spot on the campus of Indiana University for a week of fun and study.

"Reach for Success," theme of the 39th National Junior Achievers Conference, has been selected to spotlight the abilities of outstanding Achievers chosen as delegates and contestants by their local Junior Achievement areas. Conference Chairman Gilbert P. Folleher will set the theme in motion tonight at 8 p.m. in the auditorium, when he greets the 3,000 delegates, 350 staff members and 130 area staff persons and volunteers who have been invited for the week.

He will then turn the meeting over to the National Conference Officers—President Michael Bishop, Vice President Chip Hardt, Secretary Julie Wetherell and NAA Chairwoman Karen Hill—and the week will be officially underway.

As in years past, the Conference theme is the subject on which the National Public Speaking Contestants will build their presentations.

Since delegates are chosen from among those Achievers and officers

most active and successful in their local programs, this year's Conference theme is an appropriate one. All delegates attained a degree of success during the past year, and will reach for more by taking part in discussions and workshops offered here on various aspects of the private enterprise system.

Roughly 30 percent of the delegates attending NAJAC will be involved in competitions for national awards such as President-of-the-Year, Marketing Executive and Finance Executive. The Conference serves as a final round of competition for titles and scholarships provided by the national associations sponsoring each event.

Representatives from national business associations judge the contests on the basis of written tests, interviews and extemporaneous presentations.

This year, a new contest, judged earlier in the year, has been added to the already impressive list of competitions. Sponsored by the National Association of Investment Clubs, it is a National Essay Contest. Rules required that entrants write an essay in at least 1,000, but not more than 1,500, words on "The Importance of Stock Ownership in America."

Deadline for submitting essays to



Delegates arrive on Bloomington campus

JA Headquarters was May 15, and winners will receive their awards this week.

The Conference schedule includes a wide variety of activities to reflect the many different interests of Achievers. In addition to those delegates entering the first stages of contests and validations for elections, hundreds more will work on committees and another 200 will attend the National Achievers Association meetings. Delegates will also be participating in workshops on such topics as Stock Market/

Investments, Selling, and Public Speaking.

Thursday is always an exciting day. Delegates vote for their new Conference Officers at noon, enjoy final discussion groups that review the NAJAC experience, and dance 'til midnight at the semi-formal President's Ball.

Every NAJAC is better than the one before, and with the speakers, entertainment and executive visitors waiting in the wings for this one, NAJAC should, once again, top them all.

Survival is for everyone



Charlie Plumb

This year's guest speaker Charlie Plumb has written a book called "I'm

No Hero," but heroes come in all sizes, and Charlie's handling of his experiences during nearly six years as a POW in Vietnam prisons surely qualifies him for the role.

Plumb grew up in Kansas. He was interested in music, drama, sports and fishing, and was always an active member of religious youth groups in the towns where he lived.

In 1960, when he left his home for the United States Naval Academy in Annapolis, Maryland, he became a part of the drum and bugle corps and played in the Naval Academy orchestra. His religious affiliation at Annapolis was through the Officers' Christian Union, which prepares

Naval Officers for lay work aboard ships where Chaplains are not available.

Following his graduation from the Academy, he entered flight training, stepping onto the path that led directly to the USS *Kitty Hawk*, bound for the South China Sea.

On May 19, 1967, he was shot down just south of Hanoi while he was on a fighter cover mission, captured immediately, and taken to the Hanoi prison complex.

During the next five years and nine months, he suffered brutality, degradation and humiliation at the hands of his captors. He became an expert in underground communica-

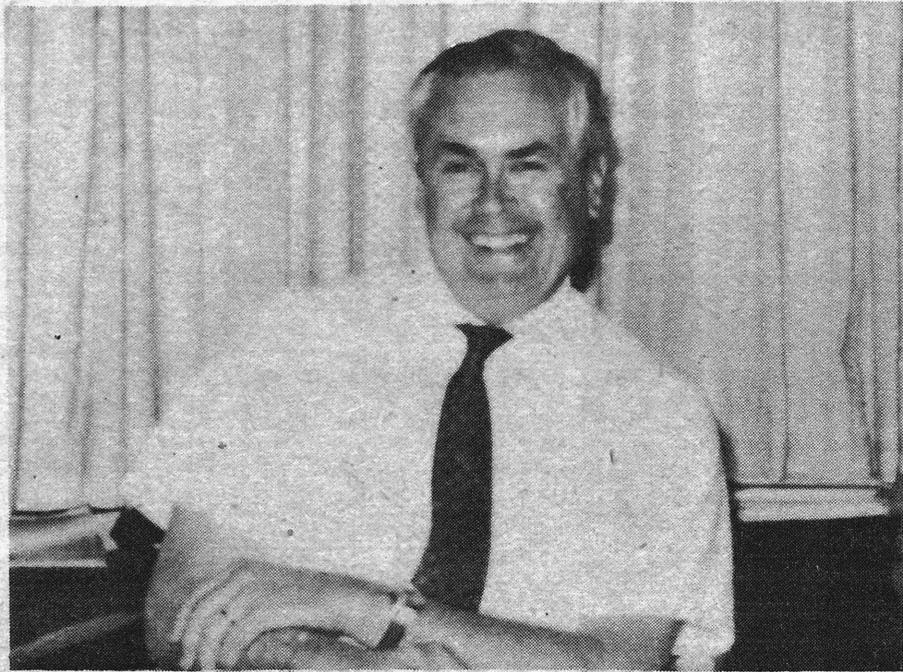
tion and did his best to keep up the morale of his fellow prisoners with his quick smile and words of encouragement.

In 1970, his fellow prisoners appointed him Chaplain of his prison unit, and he served them in that capacity for two years.

United Press International wrote of him, "As a POW, his body stagnated but his soul flourished."

Plumb's message brings pride to all Americans. It's not a story of war, nor a diary of imprisonment, but a message telling how one man dealt with adversity, and how self-discipline, personal strength and faith can be applied in everyday life.

New National President welcomes delegates



Junior Achievement National President and Chief Executive Officer, Karl Flemke

Welcome to the 39th National Junior Achievers Conference. As the new National President of Junior Achievement, it is my pleasure to congratulate all of you on earning the high honor of representing your area in Bloomington this week. We are proud of you. You should be equally proud of your achievement.

Of the more than 227,000 Achievers enrolled in JA, only 3,000 of you have made it to Bloomington, which puts you in the top percent of an already outstanding group. NA-JAC delegates are JA's showcase of winners.

Some of you I know, having worked with you in Los Angeles, and some of the staff are friends from my days in Pittsburgh and New Bedford. However, I feel as though I know you because you're Achievers, and as Achievers you possess those qualities that I have come to recognize and respect. You're great!

All groups reflect the standards of their leaders. As JA leaders, you'll help recruit ambitious, intelligent, and friendly new members when you return home, because you care about the future and the world of tomorrow.

The Johnston Report On The Teen Environment, which Junior Achievement sponsored recently, reveals that peer pressure is one of the most important influences on teenagers today. I'm sure you all know this, because you are teenagers — tomorrow's hope.

Think of the effect each of you can have as you influence your peers to give a little extra to the community and themselves through membership in JA. Individually you are powerful. Collectively, you're an overwhelming force for greatness that is sorely needed in our nation today.

While you are here, enjoy yourselves. This is your conference...your reward for excellence that has brought you new experiences, new friends, and additional self-confidence that will never desert you.

Although workshops and contests are major functions of this conference, it is also filled with entertainment, as returning Achievers know.

A high point of the week is on Wednesday — Business, Industry and Education (BI&E) Day — a combination of learning and fun. On that day, hundreds of your supporters from the corporate world will break their busy routines to spend a day in Bloomington talking to you.

They believe in Junior Achievement, and are as proud of you as we are. Among them will be Dennis R. Hendrix, National JA Board Chairman and Chairman and Chief Executive Officer of Texas Gas Transmission Corporation. All of the executives are here to answer your questions, ask some of their own, and share ideas and business knowledge with you.

Talent night is another high point of the week, as is the President's Ball — the night when the shorts, jeans, and crazy hats vanish for a few hours, and the glamour of long dresses and suits and ties take their place.

Best of luck to all you contestants who have worked so hard in your competitions. You won't all win, but you'll all be better people for having tried.

Give everything you've got this week, and you'll leave with memories that will last a lifetime.

You are our best!

Editors Note: Karl Flemke was elected National Junior Achievement President in June by the National Board of Directors. He succeeds Richard Maxwell, who retired after 12 years of outstanding leadership, which is reflected by JA's record growth.

Top ten AAs

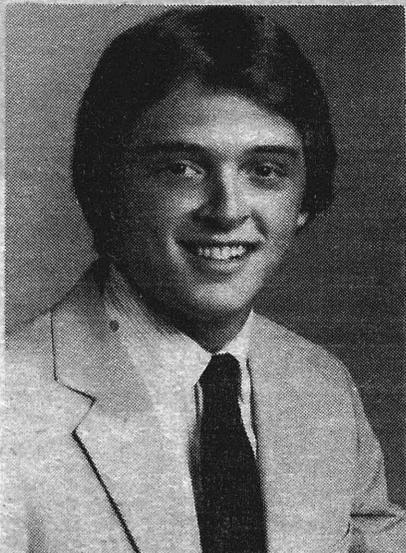
Representatives of the top Achievers Associations (AA) arrived on campus today, ready for the final round of judging this week.

AAs sponsor all kinds of activities to support both their local JA and their community as a whole. They hold dance-a-thons, bowl-a-thons, rock-a-thons and many other kinds of thons. They host dances, picnics, barbecues and hayrides. They present valentine chocolates to sponsors and advisers, and flowers to the JA office secretaries who do so much to help them.

In short, they deal in fund raising, public relations and fun, and here are the ten AAs judged top-of-the-heap for the 1981-82 program year.

Bridgeport, Mass.; Detroit, Mich.; Eugene, Ore.; Louisville, Ky.; New Bedford, Mass.; Owensboro, Ky.; Pittsburgh, Pa.; Portland, Ore.; San Juan, PR; Springfield, Mass.

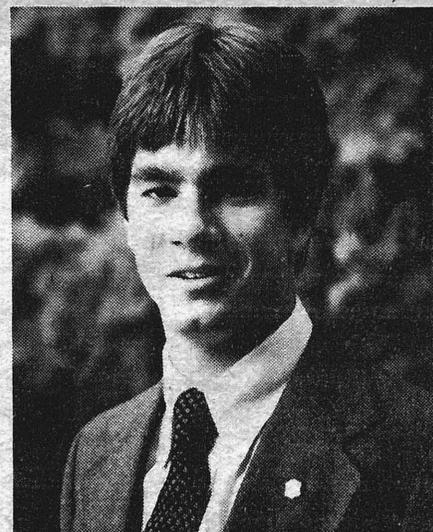
From these ten, the top five will be selected by the NAA Council members and certain JA staff members, through an evaluation of their annual reports and interviews.



Conference President Michael Bishop



Conference Secretary Julie Wetherell



Conference Vice President Chip Hardt

National Officers greet 1982 delegates

Congratulations! You have reached the summit! The long-awaited 1982 National Junior Achievers Conference is finally here, and you are one of the 3,000 Achievers special enough to be a part of it.

This week will be filled with fun and excitement, with making new friendships to last a lifetime, taking part in discussion groups, workshops, contests, committees...not to mention the dances and many social

activities. Of course, what you bring to the conference is what will make it great, so let your own enthusiasm shine through, and help make this one of your best experiences!

When you reach out to your fellow delegates, you'll find that NAJAC becomes more than just a week at Bloomington, Indiana, attending a JA conference. It becomes more even than a happy memory at the end of a productive year in Junior

Achievement. NAJAC is a mixture of emotions, enthusiasm, excitement, and above all, spirit that becomes a part of you. And with that confident, proud spirit, you can do *anything!*

The best thing about NAJAC spirit is that it doesn't just last the duration of the conference — you can take it home and make it part of your life. With it, you can improve your JA company, program, or yourself. Of all the souvenirs you can take from NAJAC, the spirit is the most valuable!

Get in the spirit of NAJAC right now! You're an outstanding Achiever, and you deserve to have **THE BEST WEEK OF YOUR LIFE!!!**

NAA Office is phased out



NAA Chairman
Karen Hill

In the past, the major purpose of the National Achievers Association has been to assist and support Achievers Associations throughout the country. At NAJAC '82, however, the duty of the NAA will be twofold.

Due to the new Conference Officer structure, this week represents the last meetings of the NAA. Working together with every delegate, the NAA is responsible for making it a smooth transition for local associations.

If you're a member of an Achievers Association, you should

be excited about the changes taking place! With less correspondence, and a lot less red tape, area associations can concentrate on activities and involvement. The Regional Vice President in each association's region will offer advice and support, in addition to keeping a file on every area. This is the person local Achievers Associations should write to.

All of these moves toward restructuring don't mean an end to Achievers Associations, but will, instead, remove many roadblocks that have prevented their success in the past. Although regional coordinators and managers have done an outstanding job in the past, including this year, the new system should prove to be the most effective yet.

If you have any questions concerning the NAA or Achievers Associations in general, please feel free to talk to me, to one of the other members of the NAA officer team, or to your area's NAA representative. Your ideas and suggestions are needed! You're encouraged to attend any of the open meetings of the NAA, so listen for scheduled times. Remember, NAA is working to help your AA reach its potential!



Henry Heffner (left) and Frank Lambert, Bucyrus Board President, present special award to Robert Picking

Centenarian receives special award

"I don't want to think of myself as anyone special, I just want to be one of you." With these modest words, Robert Picking, 102, of Bucyrus, Ohio accepted a special National Achievement Award for outstanding service to the local JA program.

Junior Achievement came to Bucyrus in 1969, thanks largely to Picking's efforts. During the past 11 years, he has served as board member and president, fund drive chairman and major contributor. But aside from his formal contributions, he is JA ambassador-at-large and an inspiration to Achievers, who turn to him for guidance as they run their businesses and plan their future careers.

Henry Heffner, National Vice President, Financial Field Services, presented the plaque at the Future Unlimited Banquet where Picking was keynote speaker. The inscription reads:

"In recognition of your lasting and enduring contributions to Junior Achievement. Since 1969, when you became a founding father of Junior Achievement in Bucyrus, your generous gifts of capital, leadership and wisdom have enabled the American private enterprise message to be carried to hundreds of young people, and have strengthened the bonds of understanding among the home, school, and business communities."

Picking spoke directly to Achievers during his talk at their year-end banquet.

"To the young people, I'd like to say, don't ever be afraid to work. It'll pay off in the end. And if your job requires just a little bit more work, do it. It's up to you, though, to have a happy life in the work that you have to do."

Robert Picking exemplifies the truth of his own philosophy. Dedicated to his business, as he is to his community, he still works daily in the copper company established in 1886 by his father. For the past 106 years, D. Picking & Company has been widely known for their fine hand-crafted copper coal shovels,

baskets, kettle drums and kettles.

At 102, his life is full, busy and happy, and JA in Bucyrus, Ohio is a flourishing program because he cares.



ACHIEVER EXPRESSION

The copy, editing, typing, layout and design of Achiever Expression are contributed by Achiever delegates to the 39th National Junior Achievers Conference.

Achiever Expression is the means through which NAJAC delegates can communicate their news and views to the Conference community. Members of the public relations committee will use the back page of The Achiever newspaper to relate the dynamite experiences of fellow NAJAC delegates through original stories, puzzles and cartoons.

All delegates can submit notices of birthdays, reunions, meetings, ideas, contests, records, sports events, etc. by filling out Tip Sheets which can be found near the cafeteria waiting lines. The paper comes out at lunch every day, and the deadline is noon for the next day's paper. Example: Tip Sheets submitted at noon on Monday will appear in Tuesday's paper.

All items will be considered for publication and Achiever Expression is always looking for new ideas, so keep those Tip Sheets rolling in! All Tip Sheets should be submitted to the Public Relations office in Briscoe "A" Lounge.

Members of the Public Relations Committee are requested to stop by the Public Relations office in Briscoe "A" Lounge as soon as possible after arrival Sunday.

Officer duties are restructured

Three of the four elected Conference officers this year will be serving under new titles. Delegates will vote on Thursday, for a President and three Regional Directors, instead of the familiar President, Vice President, Secretary and NAA Chairman.

The change in structure has been designed to provide better service to all Achievers, and to divide duties more equally among the three subordinate officers.

Duties of the three Regional Directors include corresponding with Achievers from their region; monitoring AA activities in their region; working on special projects and assisting with public relations. Responsibilities of the former National Achievers Association Chairman have been divided among these three officers.

Voting procedures remain the same, however. Delegates are required to vote for one candidate for each of the four offices.

Candidate qualifications also remain the same. The Elections Committee looks for knowledge of not only Junior Achievement, but also current issues, as well as abilities to speak, write letters, and quickly organize thoughts into words. A complete understanding of the JA program organization is necessary.

Are You A COEPer?

Are you an Officer of a Local, Sectional or Regional Conference, an Achievers Association or a Chamber of Commerce that sponsors, or would like to sponsor, a JA Conference? If so, you are invited to attend the Conference Officer Exchange Program Reception/Workshop.

The Conference Officer Exchange Program (COEP) was developed by the 1980 NAJAC Officer Team to help develop and strengthen Local, Sectional and Regional Conferences. Because of the great positive response, the program has been continued and once again this year will assist Conference Officers.

The program is designed to aid any size Conference. So, whether you are the President of a 1,000 delegate Sectional Conference or the Secretary of an Achievers Association, just thinking about holding its own one-day, 30-delegate conference, this reception/workshop will be helpful to you.

If you qualify and have not received an invitation, please go to Fine Arts, Auditorium, Room 015.

BULLETIN BOARD

OFFICES

Conference Office	Briscoe "C"	First Aid	Harper, Main Lounge
Contest Office	Briscoe "A"	Main Office	Briscoe "C"
Visitors Desk	Briscoe "A"	Elections Office	McNutt, Upstairs Lounge
Departure Plans & Travel Info	Travel Desk	Lost & Found	Dorm Info Desks or Main Office
NAJAC Newspaper/Broadcast	Briscoe "C"	Souvenir Shop	McNutt, Lower Lobby
	Briscoe "A"	Conference Services	Briscoe "B"

MEETINGS

Event	Time	Place
Church Services	Sunday, 8, 10, & 11.30 a.m. 4.30 p.m.	St. Paul's Catholic Center 1413 E. 17th St. (just east of the pool)
Dance Committee	Sunday, 5 p.m.	Briscoe "C" Rec Room
NAA Council Orientation	Sunday, 6 p.m.	Fine Arts Auditorium, Rm. 015
Visitors Orientation	Sunday, 6:15 p.m.	Briscoe "C", Basement Lounge
Elections Committee	Sunday, 6:30 p.m.	McNutt, Upstairs Lounge
Product Fair Committee	Sunday, 6:30 p.m.	McNutt, Flame Room
Candidates Orientation	Sunday, 7 p.m.	Fine Arts Auditorium, Rm. 015
House/Welcome Committee	Sunday, 7:30 p.m.	Auditorium
First General Meeting	Sunday, 8 p.m.	Auditorium
Talent Committee	Monday, 10 a.m.	Briscoe "C" Rec Room
Public Relations Committee	Monday, 4 p.m.	Briscoe "A" Lounge
Welcome Committee	Monday, 4 p.m.	Coke Tent
President's Ball Committee	Monday, 4 p.m.	Harper Rec Room
Sports/Games Committee	Monday, 4 p.m.	Coke Tent
Open NAA Meeting	Monday, 4 p.m.	Fine Arts Auditorium, Room 015
NAA Council	(T, W, TH) 10-12 noon	Fine Arts Auditorium, Room 015

Where to Register

For Contests: Registration for individual and company contests is Sunday, 8 a.m., to 6 p.m. Register in the contest office in Briscoe "A" Lounge. Contestants will receive instructions for their specific contests when they register.

For Elections: All candidates must register before 6 p.m., Sunday. Registration is in the contest office, Briscoe "A" Lounge. Late registration will be Sunday evening in the elections office, McNutt Lounge (upstairs).

For Talent Night: Talent Night contestants must register with talent director in the contest office in Briscoe "A" Lounge by 6 p.m., Sunday. Information about auditions will be distributed at registration.

For Product Fair: Exhibitors register products Monday, 4-6 p.m., in the contest office in Briscoe "A" Lounge.

For JA Bowl: All participants must register before 6 p.m. on Sunday in the contest office in Briscoe "A" Lounge.

Lunch Today

A special lunch is being provided on Sunday, from 12 noon to 1:15 p.m., in the McNutt dining hall. The cost of the meal is \$3.20. For all other meals, eat in the dining room of your dorm. Your name card is your meal card, so wear it at all times.