

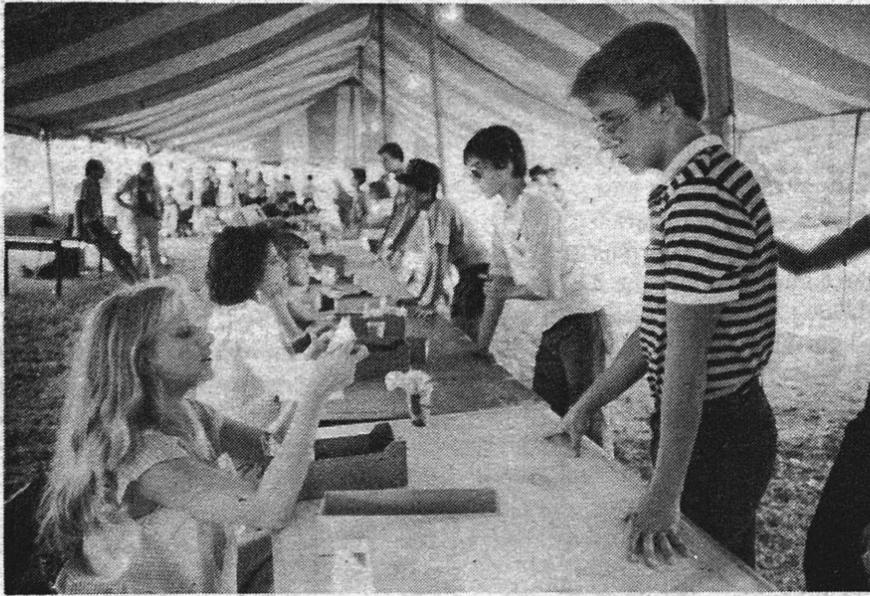


The Achiever

News of the 39th National Junior Achievers Conference

Monday, August 9, 1982

Tired Travelers Tell Tall Tales



M. Root

Sunday is a busy day for more than 2,900 Achievers as they go through the rigors of registration.

It was a beautiful day to arrive in Bloomington. The sun was hot and the sky piling up with dark puffy clouds, but a breeze blew fitfully, cooling the hundreds of arriving Achievers and their long-suffering bus, van, camper and automobile drivers.

The Muncie and Richmond, IN delegations were in the notorious NAJAC holding pattern in the parking lot about 1:00 p.m. Bubbly, blonde Jeanette Colter jumped out of her bus, glad to be here, but no worse for wear since their air conditioned bus had been on the road for only two-and-one-half hours. "We sang, reminisced, and cheered and nothing went wrong," she volunteered. "Richmond and Muncie delegations didn't know each other when we started out, but we sure do now."

Then there were the four Achievers in a camper who had been traveling for seven hours from Grand Rapids. They were surrounded by luxury. Blue and white shag carpeting covered walls, floor and ceiling. A neat little table was stacked with piles of contest study papers, and Garfield dominated the scene. "We're glad the trip is over, though," they confessed. "We couldn't plug the fan in, and it got mighty hot in here."

Dan Heidenga and Mary Van Bragt, also from Grand Rapids, were luckier. They rode in air conditioned comfort on a large bus listening to Lover Boy records and dining in style at McDonald's.

Meanwhile, over in the Kokomo, IN van, things were in a bit of a turmoil. In a shiny new wagon beside the van sat Achiever Chuck Meinger

with his adviser Steve Middleton. "That's his punishment," explained an exuberant Bill Miller. "We were all set to take off, in fact we were clear across town, when Chuck discovered he'd forgotten his luggage. We weren't about to go back across town, so we punished him by making him ride with Steve."

Only three in the Sturgis, MI delegation had a word for their five-hour ordeal, "boring." Oh well, you can't win 'em all.

Mobile, AL, had a more earthy complaint: "The restrooms were too far apart." Since they had been on the road since Saturday morning, they ought to know. They had a wonderful time, and were ready to head back anytime, after the Conference, that is.

When the solitary van from Owensboro, KY with nine delegates rolled in, Steve May volunteered that there had been a caravan of three when they started out two-and-one-half hours ago, but they had lost the other two somewhere down the pike. They were not concerned.

Mobile's trip wasn't without its tribulations, though. A flat tire (which was being carried on the other bus) held them up, and just when they thought they were home

free, they lost the keys to the van. That's when they were unloading their luggage in front of McNutt, and every weary bone was aching. After they had pushed their van out of the way of the other incoming buses they found the keys again.

We may have a couple of NAJAC firsts here:

Fort Worth's delegation was stopped by the police for driving too slow in the fast lane.

Chandra Davenport from Richmond, VA slept 15 hours of an 18-hour trip.

Beth Lively from Raleigh, NC won their exciting cow-counting contest by spotting 36 cows.

The Salt Lake City delegates graciously responded to their pilot's call for help by spinning the propellers on their hats at takeoff time.

However they arrived, there were nothing but smiles on the IU campus yesterday, as the excitement of being at the Conference again or for the first time accelerated and friends greeted friends in the annual ritual of hugs, tears, shrieks and shouts.

Chairman Greets Delegates

NAJAC Conference Chairman Gil Folleher officially opened the 1982 Conference in the Indiana University auditorium last night with a speech punctuated by raucous cheering and standing ovations. Folleher chairs the Conference in addition to his job as senior vice-president of Programs at the National Junior Achievement Office.

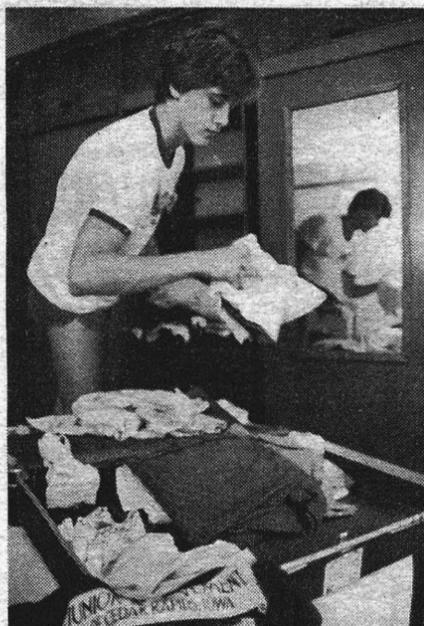
This year's Conference is reportedly the largest ever, with 2,939 delegates attending. Also present on the I.U. campus this week are 375 staff, 180 visitors, and about 350 special guests are expected at the Business, Industry, and Education (BI&E) Day program. Delegates and visitors attending represent all of the United States as well as Puerto Rico, the Bahamas, England, Ireland, San Salvador, El Salvador

and Sweden.

Folleher revealed another interesting statistic, there are 2.5 female delegates to each male delegate at the Conference. This announcement brought the men in the crowd to their feet in one of the several standing ovations that occurred during the program.

Another first at NAJAC this year is the use of a computer for registration and room assignments. Folleher requested, jokingly, that the two male delegates assigned to a girls room in McNutt report to the stage. Folleher challenged the crowd to strive for excellence in the "NAJAC Experience" during the Conference, as chosen representa-

(continued on page 3)



M. Root



D. Repp

Finding their dorm rooms, unpacking and making new friends at the start of the "Best Week of their Lives."

Election Process Toughens

"Extremely rigorous competition" is what delegates to the 39th NAJAC should expect from this year's elections, according to Neal Unger, elections coordinator. Over 120 delegates will be vying for the chance to be selected to run for one of the four newly restructured Conference offices. The new offices are a President and three Regional Directors.

In order to compete for these offices, the candidates will undergo a series of tests and interviews just to qualify for validation. The competition gets even tougher after the candidates have been validated.

All validated candidates are required to present speeches during Tuesday night's General Assembly.

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Officer Update

The Conference Officers wish to invite all regional, sectional and area conference officers to the COEP reception tonight at 6 p.m. in the Briscoe Basement.

The Conference Officer Exchange Program (COEP) was originally founded to aid officers in the planning and management of their conference. By sharing ideas and program suggestions, we are confident that conferences at all levels can be expanded and improved.

We look forward to meeting you and hearing your recommendations tonight at the reception.

Good luck on your contest/election exams and have fun in your group discussions. Remember, this is your week to shine!

Thought for the day: Obstacles are what you see when you take your eyes off the goal.

—Mike, Chip, Julie and Karen



Employment Opportunities

Wanted: Bright and personable Pink Finks who are interested in learning about careers in JA. To learn about salary, benefits and other advantages offered to professionals in Junior Achievement, sign up for one of the following workshops being conducted by Jim Goodman, national personnel director.

Place: The Briscoe "C" Rec Room

Time: Monday: 4:30-5:00 p.m.

Tuesday: 10:30-11:00 a.m.;

1:00-1:30 p.m.; 4:30-5:00 p.m.

Wednesday: 10:30-11:00 a.m.;

1:00-1:30 p.m.

Merger Meets Twin Cities Approval

Have you ever suffered from an identity crisis? That might be the feeling ascribed to by delegates from the cities of Minneapolis and St. Paul, MN, whose separate JA programs merged into one of the largest JA operations in the nation July 1st.

Not so, says Achiever Chris Bjorkman. "With more people and more resources, it will give us a greater opportunity to do things," he commented. Prior to the merger, outlying areas and urban areas competed for the same awards. Now, there will be three contest structures—one for Minneapolis, one for St. Paul, and one for outlying areas.

"More people to meet, more things to do," added Todd Gross of St. Paul. Gross echoed the feelings of most of the Achievers from what is now called "Junior Achievement of the Twin Cities." The delegates insisted on combined transportation to NAJAC.

Another positive result will be growth, as one-third more Achievers will participate in the high school program in the Twin Cities this year. Four additional areas have been added.

The merger between the two JA operations creates the sixth-largest JA franchise in the United States, according to Dick Barcomb, vice president-operations for the combined programs.

"We are now Junior Achievement of the Twin Cities, Inc.," says Barcomb. "In the eyes of the state, the corporation has existed since February, but the official merger was accomplished when the two staffs combined July 1st."

Although the merger has major impact on the overall administration of JA in the area, especially in fund raising, management and staffing, individual Achievers and advisers

will see few changes, Barcomb predicts. "Our goal is to remain as personal as we've always been. In fact, we don't want the kids to see much change," he related.

"One of our goals in the consolidation is that the kids and advisers are still as happy as they were before we consolidated operations. We believe [by combining staffs] we have a better management base to do a better job."

That doesn't mean, however, that no attempt is being made to create a new identity among the NAJAC delegates. In the weeks prior to the Conference, the entire delegation met several times (in both cities), plus the Twin Cities delegates involved in contests had a more intensive training program.

Like many delegations at NAJAC, the commitment of the Achievers to their JA programs doesn't end when the Conference ends. "Each of the delegates will become a school representative for JA," Barcomb stated. "They will each be asked to invite 20 friends to JA, plus make telephone calls to other students from their school who have signed up for the program."

JA of the Twin Cities hopes to involve 13,500 students in the program this coming year, including Project Business, Business Basics and the high school program. 5,800 of that number will be participating in JA companies, about 220 in all.

The commitment of business from the Twin Cities to this effort will be seen Wednesday at NAJAC, when 18 executives arrive in three corporate jets for the annual Business, Industry and Education Day at the Conference.

Welcoming the executives will be two members of the JA staff, Mark Lease and Hamner Williams, who are leading the 79-member NAJAC delegation and serving the Conference as visitors. Lease, a senior program manager, formerly served JA in St. Paul; Program Manager Williams was formerly on the Minneapolis JA staff.

If you meet a Twin Cities delegate this week, make him feel welcome at NAJAC. They're one of the charter members of the first JA of the Twin Cities delegation at the Conference.

You might receive a Minnesota hello. —A. Hippelheuser

1982

Workshop Schedule

The Achiever will publish a daily listing of the Workshop / Group Discussion schedule. The schedule is divided into morning and afternoon times (please consult your Conference Agenda for the specific times), and provides locations. The numbers to the right of the workshop titles are Group numbers.

	TUES A.M.	TUES P.M.
SELLING Morrison 007	31, 32, 33 34, 36	1, 2, 3 4, 6
COMMUNICATIONS Ballantine 013	40, 41, 42 43, 44	10, 11, 12 13, 14
CREATIVE TRAINING Swain West 007	45, 46	15, 16
INTERVIEWING SKILLS Geology 126	47, 48	17, 18
LEADERSHIP Business 102	49	19
PROBLEM SOLVING Business 103	50	20
MONEY & BANKING Business 219	51, 52, 53	21, 22, 23
COMMUNICATIONS Business 400	55	7
PUBLIC SPEAKING Woodburn 100	38, 56, 57 58, 59	25, 26, 27 28, 29
MOTIVATION Ballantine 142	35	9
PERSONAL GOAL SETTING Swain West 119	37, 39, 54 60	5, 24, 30 8

Sports Locations Announced

SPORTS SCHEDULE

The sports information desk, located by the Coke Tent, is open Monday through Thursday from 12:00 p.m. to 1:45 p.m. and 4:00 p.m. to 6:00 p.m. During these times, equipment may be checked out by leaving your room key with the sports desk personnel. Visit the sports desk for more information concerning court reservations and group competition. Building locations can be found on page seven of your delegate manual.

ACTIVITY	TIME	LOCATION
Basketball	Free time	Wildermuth
Football	Free time	Behind Foster
Soccer	Free time	10th St. near old stadium
Softball	4:00 - 6:00	Sembower Field
Swimming	4:00 - 6:00	17th & Fee (\$2 charge)
Ping Pong	Free time	Briscoe C Basement
Tennis	Free time	Woodlawn courts
Volleyball	Free time	Wildermuth (by reservation)
Track	4:00 - 6:00	New Field House (white soled shoes only)
Video Games	Free time	McNutt Central Basement
Night Games	After evening General Assembly	McNutt Central Snackbar

100,000 Welcomes

“Cead Mile Failte” say the Irish

“Mhol an óige agus Eiofhaich sí.” This gaelic phrase which means “Praise youth and it will develop,” could serve as a motto for the new Junior Achievement program in the Republic of Ireland. The first JA representatives to come to NAJAC from Ireland are adding another notch to the conference's growing international tree with six countries now sending delegations to Bloomington.

The eight Irish Achievers arrived in this country on Saturday following a 17-hour flight between Dublin and Indianapolis. The group represents 500 Achievers from two Irish areas, Dublin and Cork.

Each of the eight contest winners in their local area, like their American counterparts, won a trip to NAJAC with their accomplishments. According to Scottie Pascual of contest department, this will be the first time international Achievers are competing in NAJAC's contests.

The delegation's travel leader is attending NAJAC as the winner of a contest which has no American equivalent. Dermot Kelly, is Ireland's Adviser-of-the-Year. Kelly, employed with Bank of Ireland, was chosen from among over 50 advisers who wrote a 3,000 word essay about their Junior Achievement company.

Travel costs for each Irish Achiever's trans-Atlantic trip were paid by businesses in their hometowns. Next year's delegation will be sent over by the Irish Junior Achievement program itself.

The Ireland JA program, was started by Andrew Duffin, a 12-year JA veteran and 1974 NAJAC visitor who started the program after moving to Ireland.

The Irish program is basically identical to the American JA program, although becoming a member is much more competitive. Only highly-interested and motivated secondary school (equivalent to high school) members are accepted. Some companies required each prospective member to develop and present a possible product for the company.



Irish delegates (left to right) Tony McDonnell, Godfrey Nolan and Robert Kane discuss their first impressions of NAJAC.

Activities of the companies, sponsored by firms such as the Bank of Ireland, Hallmark Cards and Guinness Breweries, included the videotaping of board meetings to recruit more sponsoring firms, a football (soccer) match, ice skating, and a local Trade Fair.

Commenting on the first impression of NAJAC, Irish delegate Thomas Neville said, “It's a new experience for us. Our main goal is to learn and bring back ideas to Ireland to put into practice.”

Finnuala McLoughlin of Dublin, intends to put her NAJAC experiences into practice when returning to Ireland by starting her own business.

“I'm looking forward to the Product Fair,” she says. “I want to get some good ideas for my business.”

According to the Irish delegates, Americans are very friendly and receptive. “We've gotten so many hugs and kisses from not only Achievers, but also people at the airport.”

The only problem these new travelers seem to find difficult is the American sense of humor. “Some things aren't funny to us—just as Americans don't understand our dry wit,” commented Tony McDonnell.

“Americans also take for granted their opportunity to go to college,” claims Joanne McCloskey. In Ireland, college is not as readily available. Joanne's advice is to take advantage of every educational opportunity possible.

“It doesn't matter what you are—manager, teacher, or bus driver. You are still somebody.”

The Irish delegation plans on visiting Boston prior to concluding their visit to the U.S. In preparation for their trip, they hope to talk with Boston delegates in order to learn about the city.

—T. Wicklin

Elections (Continued)

In addition, the presidential candidates will participate in a question and answer session featuring a series of impromptu questions covering current events and business topics.

The presidential candidates will participate in another question and answer session on Wednesday afternoon at 1:00 p.m. in the McNutt Boy's courtyard. Later in the day, the Regional Director candidates will take part in a similar session from 4:00 p.m. to 6:00 p.m.

Finally, after two days of speeches and campaigning the delegates will go to the polls and cast their ballots. Voting will take place on Thursday at 12:00 noon in the basement of each dorm. Delegates should cast their ballots prior to going to lunch.

“I believe everyone can look forward to a genuinely exciting campaign this year,” said Unger. “I just hope all of the delegates take advantage of the opportunities provided to look over the candidates, and elect those who represent their interests the best.”



Conference Greetings

(continued from page 1)

tives of the nearly half-million participants in the “JA Experience” in 1982. This includes participants that number 228,000 in the High School Program, 212,000 in the junior high program Project Business, and 42,000 in the Business Basics program for fifth- and sixth-graders.

Several well-known speakers and guests will appear on the auditorium stage this week, according to Folleher. The Monday night general session speaker is Charlie Plumb, a decorated veteran who spent six years as a Prisoner of War in Vietnam. Plumb is a former Kansas City Achiever. The Distinguished Graduate Award will be presented Thursday to Steve Brown, president of the Fortune Group, an international consulting firm. Brown is a graduate of the Atlanta JA program.

BI&E Day on Wednesday will bring Dennis Hendricks, national JA chairman and chairman and CEO of Texas Gas Transmission Company; Vernon Jordan, former president of the National Urban League and now with a distinguished Washington, D.C. law firm; David Kearns, chairman and CEO of Xerox Corporation; Jim Rosenfeld, head of the CBS Broadcast Group; and Karl Flemke, new president and CEO of Junior Achievement, Inc.

Another special guest, Kathy Lee Crosby of ABC television's “That's Incredible” show, will speak on Wednesday morning. “Guest speakers can motivate you, can educate you, can make you feel real good. Feeling real good is important because you want to feel like a very special group—a group of winners,” remarked Folleher.

Frank Evans, Conference director and national JA director of program operations, gave his formula for success at the Conference. Evan's hints included; pace yourself, eat and sleep well, respect the guests and speakers; and respect the I.U. staff and students on campus.

Frank McCloskey, mayor of the City of Bloomington, welcomed the Achievers on behalf of the town. McCloskey spoke of the city's recent recognition as an “All-American City”, and of the major motion picture “Breaking Away” that was filmed on location in Bloomington.

I.U. track star Jim Spivy spoke on his formula for success, which consisted of simply two things; confidence and the ability to enjoy life. Spivy, a world-class runner, was the first cross-country athlete to be named the Big Ten Conference Athlete of the Year. He is a senior in Business Administration at the University, and currently the NCAA champion in the 1500 meter track event.

—T. Johnston

News capsules

BULAWAYO, ZIMBABWE.. Two Americans and four other Westerners kidnapped by guerrillas were seen alive after a death-threat deadline expired July 30, villagers claim.

NEW YORK.. Financial analysts are putting aside earlier predictions of a stock market rally, and some now fear that the worst is yet to come.

WASHINGTON.. The narrow defeat in the House of Representatives of a resolution calling for a nuclear weapons freeze is being hailed as a victory by both sides.

WASHINGTON.. The United States plans to expand military aid and arms sales abroad by billions of dollars in the next few years to try to gain political influence and access to foreign bases.

PANAMA CITY, PANAMA.. Panama's national guard has toppled the civilian president in a palace coup that clears the path for a military man to take over the strategic nation's highest office.

MANILA, THE PHILIPPINES.. President Ferdinand Marcos has appointed his wife Imelda to the executive committee that would take over the presidency if he should be incapacitated or die in office.

KISSIMMEE, FLORIDA.. A burglary was foiled at a hotel when the 6-foot, 170 pound robber was seized and stopped with a punch to the jaw by the hotel's 5-foot-1, 120 pound, Susie Petrucci, 71.

Gag me with spoon?

What really happens behind the scenes of a typical Junior Achievement company? First, it can't be typical, because typical doesn't exist. All JA companies are either phenomenally successful or phenomenally weird. So, what really happens behind the scenes at a typically phenomenal JA company?

To understand the inner workings of said business one must first adequately familiarize himself with the trade talk, lingo, jive and standard policies and procedures of the Junior Achievement company....

net profit - a disproportionately large profit reported when "there is something fishy going on with the financial reports."

productivity - a term negated by Mondays. Adviser - usually an innocent bystander, this species of leader soon succumbs to peer pressure and begins using unusual vernacular such as "gross me out to the max..." "excellent"; and "gag me with a spoon." Major revisions are needed to make this type ac-

"Bagarubik"

This year, go home with a "Rubik" reminder of your NAJAC stay from the basement of McNutt. There you will find the official NAJAC Souvenir Shop. You will see either NAJAC or JA on all merchandise in this shop. Included are stuffed animals, key chains, and Rubik's cubes, shirts, mugs, cards, and stickers.

The prices range from 25¢ for a NAJAC plastic bag to \$12.00 for a gold shirt.

Hours are 11 am-2pm, Mon.-Thurs.; and 7:30-8:30am and 11 am to the end of the conference on Friday.

ceptable to the corporate scene again. trade talk - otherwise interpreted as "I'll give you three flyswatters for one of your terrariums and a solemn oath that you won't tell the company president what I said about him at the banquet."

JA, NAJAC, JAMCO - examples of a newly developed language related to COBOL. Note: you will never be able to convince an Elks member that JA has nothing to do with the Jaycees. (To be continued)

Indulge yourself

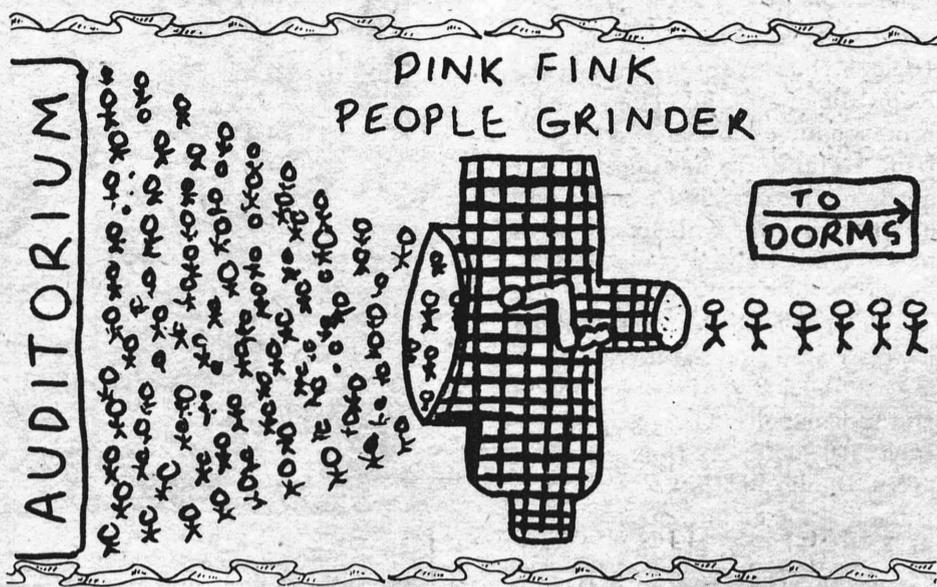
The week has just begun,
And you're in for lots of fun.
Take a look around you,
See all the things to do,
The contests, elections,
the president's ball,
Have a great time,
doing it all.
It all has started,
everything's new.
Thousands of people,
unfamiliar to you.
Things happen so fast,
you make new friends.
Already you dread,
the day it ends.
The JA spirit does many
great things,
Indulge in the experience NAJAC brings.

GOURMET

Monday--5:15-6:30
Fried Chicken/Meat Loaf
Mashed Potato-Broccoli
Salad-Choc. Cake/Pear

Tuesday--7:00-8:30
Orange Juice-Grits
Sausage-Hotcakes
Cereal-Toast-Beverages

Tuesday--5:15-6:30
Tacos/Franks-Carrots
Relish Plate-Cottage
Cheese-Fruit-Bread



Any Maine delegate can give you a Maine pinch. The Maine delegation arrived with Southeast, NH; Nashua, NH; and Boston, MA after a 27 hour bus ride.

The first annual meeting of the Scott Palmer (Girls only please) Fan Club will take place at the Coke tent at 6:30 pm Tuesday. We want to spread the legend of Scott Palmer nationwide. For reservations, please call ahead.

My delegation is lost, no one wants to talk to me and my roommate isn't here yet! I wanna go home! - Brenda Houlihan, Worcester, MA

Chicago, heart of the Midwest and home of 16 inch softball, challenges all delegations, groups, and dorms to a softball game. We play with ten member teams, 7 inning games. If you'd like to try to beat us, talk to a Chicago delegate. Watch out, the Windy City's got a team that will blow you away.

The President's Ball Committee will meet Monday at 4 pm by the Foster Registration tent. This is a change from the Harper Rec. Room.

There will be a meeting of the Talent Show Committee at 4 pm, Monday in McNutt Flame Room. See Tony Viscogliosi if you have questions.

The Public Relations Committee will meet at 4 pm in the Public Relations Office, Briscoe A, at 4 pm Monday.

Group 36 (Spanish Group - 1981) Reunion will be at 4:50 pm Monday at the McNutt flagpole.

Group 33 (1979) will meet at Foster flagpole Monday at 4 pm.

Group 28, 1981, will hold their reunion at 4:45 p.m. Tuesday in McNutt horseshoe.

Happy belated birthday to Bill Sowers. Love, Another 8-8-63.

Happy belated 19th birthday to Conference President Michael Bishop! Thanks for the cab ride from Memorial to McNutt, Thursday, last year. "Ah, does anyone have a quarter for the tip?"

Former Achiever and Public Relations Grad Staff member Ember Reichgott is running for Minnesota State Senator.

To announce a reunion, birthday, meeting or anything else simply fill out an Achiever Expression Tip Sheet which may be found at any dorm info desk or cafeteria line. Return it to The Achiever Expression Office, Public Relations Office, Briscoe A Lounge, by noon of the day before publication.