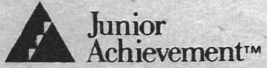


Friday, August 12, 1988

NAJAC DAILY

News of the 45th National Junior Achievement Conference



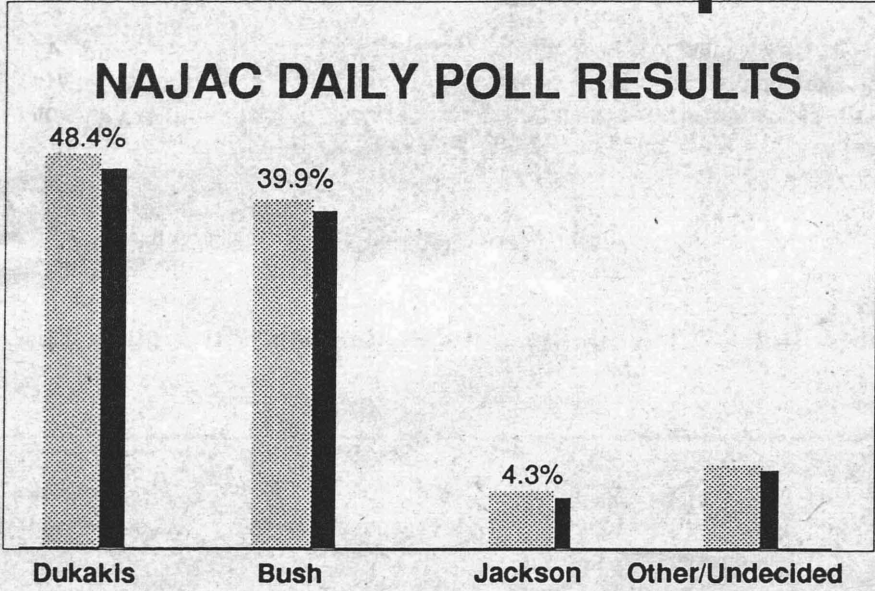
Dukakis defeats Bush in poll

Massachusetts Gov. Michael Dukakis defeated Vice President George Bush in a straw poll of high school economics students one week before the Republican National Convention.

Nearly 1,700 students from across the country participated in the survey conducted by Junior Achievement Inc. on Sunday night. In a similar poll conducted by Junior Achievement in early July, one week before the Democratic convention, Dukakis outpolled Bush by a narrow margin.

The students, delegates to the National Junior Achievement Conference at the Indiana University campus, gave Dukakis 827 votes, or 48.4 percent, compared with 683 votes, or 39.9 percent, for Bush.

A month ago, a smaller sampling of the same business-oriented delegates favored Dukakis 266-263. The 1,800 students at the NAJAC conference were chosen from among the one million young people in Junior Achievement's four economic-education programs last year.



"I think Bush is too associated with the Reagan administration and all the mistakes it made throughout the last eight years," said Renee Erlich of Dubuque, Iowa.

Delegate Eric Bullen of Portland, Ore., agreed: "I don't like what Bush has done in the past and I'm afraid of what he'll do in the future.... Definitely not George Bush."

But Eric Cecil, from Louisville, Ky., said he was a Bush supporter. "Where I'm from, the governor's race is a choice between a lesser of two evils."

I think this is about the greater of two goods. I think they're both good, but I still have to agree with Bush more than Dukakis."

And Ryan Weiss, attending the

conference from Anchorage, Alaska, said he favors the vice president "because I have a belief in the Republican platform and the way they stand towards business."

Jessie Jackson, the man Dukakis defeated for the Democratic nomination, received 74 votes in the straw poll, a 4.3 percent showing.

There were 105 delegates who said they supported other delegates and 21 who said they were undecided.

Junior Achievement, which is headquartered in Colorado Springs, has 237 area offices in cities across the country. The organization operates four economic education programs: Applied Economics, an accredited 18 week course for high school students; Project Business and Business Basics, which supplements social studies curriculums in junior high and elementary schools, respectively; and the JA Company Program, which allows high school students to learn about business and economics in an after-school setting.



Laura Donohue, Stacia Smith, Joe Grigsby and Anne Hale
"I hereby adjourn this 44th National Junior Achievement Conference." This was the statement that brought to an end my year as 1987 NAJAC Conference President. The closing of last years' conference was very emotional for me. I was sad at leaving but at the same time I was excited for my special new friends.

Before closing last years' conference, I swore in four very bright and very enthusiastic new officers! Stacia Smith, Joe Grigsby, Anne Hale, and my replacement, Laura Donohue brought a year of talent and charm to their offices.

Many of the delegates here at NAJAC '88 have been more than curious as to what the year has brought to the officers. They have traveled and spoken on your behalf, worked very extensively in planning for this conference and perhaps the most outstanding trait about this officer team is the powerful team spirit and affection that they have for one another.

I have spoken with each of them at various times during the year and spent a lot of time with them prior to this year's NAJAC. They could accurately be called the best of friends. From trips across the country to a secret conclave in an IU dorm room, the four strangers that met a year ago have become life long fiends.

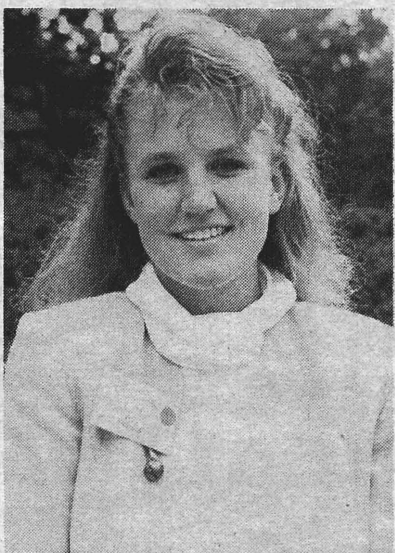
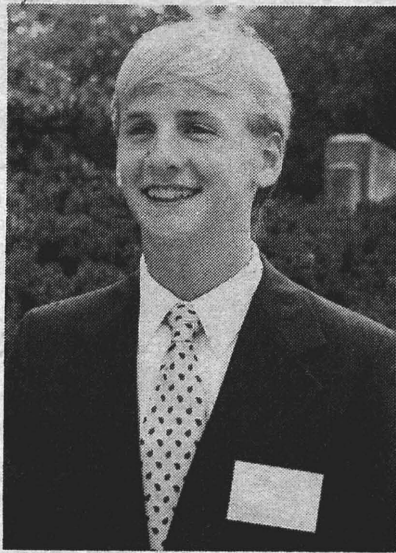
As your officers they have traveled, but most importantly they have been here....at NAJAC! You have seen them not only on stage, but at the various social events here at NAJAC. You might be able to get Joe Grigsby, vice president Mid-America, to teach you a new dance or Anne Hale, vice president Western Region, to give you some tips on your favorite sport!

There is a unique bond between those who have served as NAJAC officers; one that can only be experienced through participation not just observation. Today, as the 1988 officers begin their transition, we look to next year (again) with great expectations for NAJAC 1989. We wish the new NAJAC officers well and welcome you into our fraternity; it is a very special one. By William Harper

With much sadness in our hearts, we write you this last officer update. How better could a week of fun and excitement end so properly than it did last night at the President's Ball? It truly was the icing on the cake for such an incredible week. Hopefully, your *great expectations* for this years' conference were fulfilled, because ours definately have been. We thank you for making this past week so special. You truly are one in a million!

As you return to your individual areas, we encourage you to share with others what you have had the opportunity to experience. It is up to you to ensure the NAJAC tradition. Remember that you can do whatever you set your mind to, or in other words, "believe then achieve." We have *great expectations* for the future. Keep in mind that you are the business leaders of tomorrow. Whether you think you can or think you can't, you're right! Now it's up to you to think that you can. Good luck and God bless.

The 1988 NAJAC Officers



1989 NAJAC officers are (upper left, clockwise) President Dan Chapman of Lexington, KY, VP Atlantic Coast Sheryl Bumgarner of St. Petersburg, FL, VP Mid-Western Robble Steele of Birmingham, AL, and VP Western Derek Brazel of Clute, Tex.

Continuing that unforgettable experience

You've just walked out of the IU Auditorium following the adjournment of the last general session. Everyone scurries off to grab their luggage and roll out of Bloomington to return to their corner of the world.

Your glorious Junior Achievement career culminated with the banging of the gavel. It's now time to move out into the world, however, your fond memories make leaving the program an impossibility. What do you do?

Join the Achiever Alumni Association!

More than 3,000 people have added their name to the growing list of Achiever Alumni according to Shawn O'Hara, director of development for Junior Achievement. They joined

because they wanted to keep in touch with former delegates and to make possible for someone else what they received: an unforgettable experience.

"We all have sentimental attachments to people we haven't seen in a long time," said Jay Nelson, alumni member and 1967 NAJAC conference president. "Being in the Alumni Association helps you re-establish a network among friends."

"It's the ability to know so many people in so many places," said Terri Jones, 1974 graduate. "Some of your Junior Achievement friends will start their own company one day." Jones started her own talent agency company called Talent Express.

"The networking aspect is very

beneficial career-wise," said Al Vicanti, 1969 graduate and now a lawyer. "We all have a common bond."

The Alumni Association was designed to capitalize on that common bond. Its members become part of an extensive network that is beneficial for business and for maintaining contact with friends. It is also a productive avenue of support for the national organization.

"Junior Achievement has set some aggressive goals for growth in terms of providing economic education for young people," said Frank Evans, conference chairman and vice president-administration for Junior Achievement Inc. "The Alumni Association will be a key to our achieving that."

Alumni are Junior Achievement's "biggest success story" and know first-hand the value of the program. The personal and financial commitment of becoming a member of the Association will assist the national organization in meeting its goals for growth.

In exchange for a membership fee, alumni receive invitations to Junior Achievement functions including the prestigious National Business Leadership Conference. All alumni names are published in the alumni directory and the Junior Achievement Annual Report.

"Being a member of the Alumni Association is a chance to say how much Junior Achievement has meant to you," O'Hara said. "It's as if you are staying in Junior Achievement."

Youth dignitaries visit NAJAC

By Laurie Stearn

Tell me and I forget
Show me and I remember
Involve me and I understand

That's the answer Christine Glaubitz shared when asked the question — What have you gotten out of NAJAC so far? Christine is one of five NAJAC delegates representing other American youth organizations this year.

Christine has learned about Junior Achievement and business by being involved in the conference rather than just being told about it.

All five guests are full-fledged delegates playing Management Mania, taking the contest exam, cheering on the way to the Auditorium, and losing their voices.

The guests came to NAJAC to share the goals of their organizations with Junior Achievement members and to learn new ideas they could take back to their organizations.

Amy Baker, the delegate from Girl Scouts USA, noted that both Junior Achievement and Girl Scouts share the ideas that one can make a difference and should strive to be his or her best. Enthusiasm and a positive attitude are two of the similarities Rich Church of the Hugh O'Brian Foundation noticed.

Amy Baker is a member of the Girl Scouts USA National Program Committee. In this role she helps in determining policies for the Girl Scouts. She loves the enthusiasm at NAJAC and showed she caught some when she said "Group 32 is the best."

She hopes NAJAC'ers "set high goals and reach for the stars" after they leave the conference.

"I have never seen people so dedicated

and enthusiastic as the delegates at NAJAC," said Ken Carney, North Atlantic Region Vice President of Distributive Education Clubs of America (DECA). "At conferences such as this, students let down their barriers and share personal experiences, interests and beliefs. This contributes to the family feeling here," Carney added.

Rich Church represents the Hugh O'Brian Foundation. The foundation sponsors seminars for outstanding sophomores stressing success, enthusiasm, leadership, and business.

He finds NAJAC "exciting."

Glaubitz is the American Field Service International Intercultural Program representative. Just back from a year's study in Austria, she found the experience

helped her see the world, perfect her German, learn about others, and make friends from many countries.

Cincinnati made Glaubitz an honorary delegation member when they gave her a "Cincy jacket". She really is enjoying her NAJAC experience and now plans to join Junior Achievement next year.

Kristen Logan won the America's Junior Miss title and a \$30,000 scholarship on June 25, 1988. As America's Junior Miss, Kristen will spend the year making personal appearances around the country and attending Baylor University.

Her favorite part of Junior Miss is the "Be Your Best Self" program, which is designed to help people with disadvantages to be their best. Kristen hopes that the program will become part of classes nationwide.

"Carry your spirit with you when you return home," she advised NAJAC delegates. "Continue to grow, and work hard to realize your expectations."



Guest delegates Amy Baker, Kristen Logan, Christine Glaubitz, Rich Church, Ken Carney

MARKETPLACE USA RESULTS:

Game 1:

BEST HOUSEHOLD: Jenny Aldrich, Toledo; Kim Hubbard, Portland; Shannon Hoover, Twin Cities.

OUTSTANDING MANUFACTURING PRESIDENT: Joe Lucas, Bloomington.

OUTSTANDING RETAIL PRESIDENT: Stephen Reed, Newark.

OUTSTANDING BANK PRESIDENT: Bryant Buttone, New Orleans.

Game 2:

BEST HOUSEHOLD: Philip Kuper, Sioux Falls; Chad Wilkins, Raleigh.

OUTSTANDING MANUFACTURING PRESIDENT: Pam Hill, Toledo.

OUTSTANDING RETAIL PRESIDENT: Chris Golanski, Wallingford.

OUTSTANDING BANK PRESIDENT: Charles Boyer, Toledo.

Game 3:

BEST HOUSEHOLD: Jeff Teeters, Raleigh; Joi Kaulczyk, Grand Rapids; Dave Souesky, Sharon; Inigo Mariscal, Mexico City

OUTSTANDING MANUFACTURING PRESIDENT: Stephen Dodge, Cincinnati.

OUTSTANDING RETAIL PRESIDENT: Mike McEntire, Decatur.

OUTSTANDING BANK PRESIDENT: Bob Jauch, Holland.



Standing (l-r): Stevelyn Buenger, Melanle Gibson, Rhonda Jackson, Sharon Davis, Jeff Anderson, Shandra Thirus, Larry Johnson, Karl Flemke. Seated (l-r): Michael James, Anne Wilson, Albert Scott, Valencia Bradley

Kraft sponsors job program

By Audrea Erickson

Kraft wanted to do something different. They were pleased with their longstanding commitment to local Junior Achievement and the national organization, but they wanted to create a model program that could be duplicated in several Kraft locations.

And do something different they did!

Kraft originated an internship program for minority students to receive practical experience working in an office, earn income from eight weeks of summer employment and learn about Junior Achievement in the process.

The Kraft internship piloted this year with 10 students in Virginia, Chicago, Pennsylvania, Colorado and Texas. The students spent the summer working in their respective Junior Achievement offices, answering phones, typing letters, stuffing envelopes and operating computers.

"I prepared a 15-page report on my first day on the job," said Shandra Thirus of Chicago. "I loved it. Junior Achievement was kind of like a family."

Kraft interns applied for their summer jobs through Applied Economics classes, high school guidance counselors, business teachers and local Junior Achievement offices. The application process resembled a regular job application process—complete with interviews.

The program, however, was not just a regular job. It placed students in an actual office environment, taught them valuable business skills and gave them an edge up on the competition.

"The Kraft program makes it possible for us to get the higher paying jobs," said Melanie Gibson of San Antonio. "It gave us a step up."

In addition to eight weeks paid employment, Kraft internships include a travelship to NAJAC.

For Jeff Anderson of Philadelphia, NAJAC 1988 was his first conference experience. "I just can't believe that after two days, we are the best of friends."

"I have learned that Junior Achievement is a network of people working and learning," said Anderson. "This experience taught me never to doubt my abilities and to always go for the highest goals." Anderson looks forward to returning next year to compete at NAJAC.

Many of the students said that they would like to return to Junior Achievement, after college, as professional staff.

"I look forward to working with the program in the future," said Albert Scott of Chicago. "I want to do something that I enjoy."

Junior Achievement executives said they appreciate Kraft's participation in training tomorrow's business leaders. "Kraft is a wonderful

Top Management Mania Teams

- 1. Air Jam Inc
- 2. Thigsco
- 3. Live
- 4. Concertco
- 5. NaDa

Best Groups

Division I - Group 5

Division II - Group 34

Best Returning Group - 22

example of how corporate America thinks, works and reacts," said John Dickinson, president of Junior Achievement of Chicago.

Plans are under way to increase the program to 15 participants next year and to recruit additional corporate partners to make it a nationwide project.

"Kraft is committed to growing the program," said Stevelyn Buenger, manager of community affairs for Kraft. "We did this as an investment. We also plan to track the students and see how the program helped them. I would like to know how it changed their lives."

"I am excited about Kraft internships," said Karl Flemke, president of Junior Achievement Inc. "This was a wonderful first-year representative group. There will be many others to come after them. We thank Kraft very much for their pioneering efforts."

Management Mania Results

Group	Company Name	Profit This Quarter	Retained Earnings	Group	Company Name	Profit This Quarter	Retained Earnings
Division 1				Division 2			
1	Team Glamour	-\$3,716	\$45,364	22	Six Pack	8,463	48,934
2	Music Master	4,338	24,550	23	Rock	11,763	53,227
3	Kick	8,745	35,220	24	Marc	12,167	48,369
4	ISC Systems	9,465	52,076	25	Vixen	18,887	88,409
5	Lazer Sound	10,386	51,788	26	P.E.U.	9,861	45,911
6	Musi-Tech	23,323	84,845	27	The Master	4,020	29,321
7	In Your Ear	12,996	62,993	28	Skylab Inc.	3,722	37,358
8	NADA	16,542	89,943	29	Ticket Tour	13,859	71,178
9	Live	15,369	51,463	30	Sonic Wave	15,629	72,234
10	Futureistics	10,317	48,104	31	Triplea	7,879	35,518
11	Home Tours	7,731	42,400	32	Wired	10,179	68,082
12	Statovibe	16,490	75,059	33	Sound White	4,745	48,344
13	EXL	10,698	47,186	34	Live	14,425	59,329
14	Air Jam Inc.	23,702	107,703	35	Zada	11,994	62,823
15	Sound Tech	13,848	57,130	36	Def Jams	12,287	58,268
16	Concertco	23,769	94,293	37	Otis	-623	48,243
17	Sansonics	8,475	66,655	38	Thigsco	19,644	106,010
18	Live	21,817	97,059	39	Power	5,544	63,699
19	ABC	10,680	43,903	40	Symphinox	10,272	52,443
20	In-Tune	14,037	71,309	41	Live From	16,057	79,975
21	Cerebrum	10,884	55,530				

Suwyn named Distinguished Grad

Mark A. Suwyn, group vice president of the duPont Company's Imaging System Department, has been selected as the 1988 recipient of Junior Achievement's Distinguished Graduate Award.

The Distinguished Graduate Award was presented at the Wednesday evening general session of the 45th annual National Junior Achievement Conference. The awards presentation was hosted by Karl Flemke, Junior Achievement's president and CEO.

The Distinguished Graduate Award goes each year to a former participant in a Junior Achievement program who has performed with distinction in the corporate world. A native of Denver, Suwyn was an Achiever in the JA Company program there from 1958 to 1961.

Past winners include Bruce Kennedy, chairman of Alaska Airlines; John Roach, chairman of the Tandy Corp.; Charles Walgreen III, Chairman of the Walgreen Co.; and Maynard Parker, editor of Newsweek Magazine.

Suwyn, who joined duPont in 1967 as a research chemist, today has worldwide responsibility for duPont's imaging products, systems and services for the industrial and printing markets.

He held a variety of jobs at duPont before becoming a vice president and general manager of its Employee Relations Department in 1983, becoming one of the youngest vice presidents in the company's history. He was promoted to his present position in 1986.

Suwyn has a chemistry degree from Hope College in Holland, Mich., and a Ph.D. in chemistry from Washington State University.

He is a member of the board of directors of ImagiTex Inc. and the National Association of Photographic Manufacturers.

He is on the board of trustees of Sanford School in Wilmington, Del., and a member of the Alpha Chi Sigma chemistry fraternity and Phi Lambda Upsilon Honors Society.

Suwyn has been a member of Junior Achievement's National Board of Directors since 1986. He is a member of the executive committee of the board of directors of Junior Achievement of Delaware, where he is immediate past president.

In addition, he assumed a leadership role in Junior Achievement's Applied Economics curriculum into Delaware high schools. Because of Suwyn's support, duPont has volunteered increasing financial and manpower resources, and is now the 10th-largest supporter of Junior Achievement nationally.

Since Junior Achievement was founded in 1919, more than 9 million students have been involved in its economic education programs, including about 1,055,000 in the 1987-88 program year.

The visibility for Suwyn and past Distinguished Graduates is increasing and Alumni efforts gain momentum. A nationwide effort is under way to



Mark Suwyn, Junior Achievement's Distinguished Grad

solidify a network of communications and cooperation among those 9 million past program participants.

Alumni efforts, contact Shawn O'Hara, Junior Achievement, Inc. at (719) 540-8000.

For more information about national

Ludington receives Pioneer Award

John S. Ludington, the chairman of Dow Corning Corporation, received Junior Achievement's national Pioneer Award at the Wednesday evening general session here at NAJAC.

The Pioneer Award is given annually to someone instrumental in establishing Junior Achievement programs in an area. Ludington played an important role in the early growth of the JA Company program.

Working closely with Dow Corning's Michigan Division general manager William Schuette, Ludington worked on loan to Junior Achievement as its part time executive director from 1955-57.

Ludington remained active in Junior Achievement programs throughout his career with Dow Corning. The company remains one of the economic education organization's most active supporters.

During his tenure, student participation in Midland quadrupled, to 16 after-school, mini-companies, in a town with a population of only 30,000.

Ludington served on the local board of

directors from 1957 to 1973, including terms as president, vice president and secretary of the board, and chaired Junior Achievement fund drives in 1972-73 and 1984-85.

In 1984, he was awarded the organization's Bronze Leadership Award, one of Junior Achievement's highest honors presented to volunteers.

Ludington began his career with Dow Corning after receiving a bachelor's degree in economics from Albion College in 1951. He became president and a director of the company in 1972, and added the title of chief executive officer in 1975. In 1984 he became chairman and chief executive officer.

Ludington retired in April as chief executive officer, but remains as chairman and a director.

Junior Achievement today reaches more than one million students each year with four economic education programs for students in the 4th through 12th grades. Headquartered in Colorado Springs, Junior Achievement has area operations in 237 cities nationwide.

But 30 years ago, when Ludington



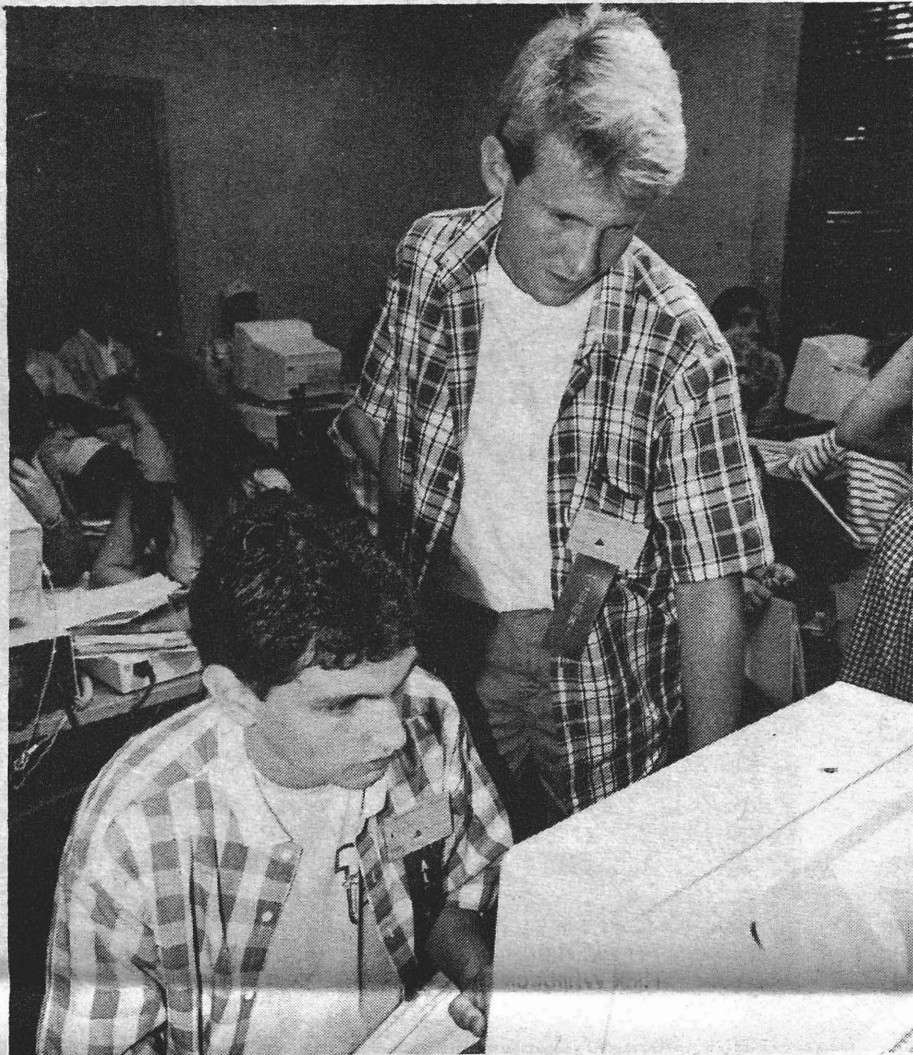
John S. Ludington accepts the national Pioneer Award at Wednesday's general session.

joined hundreds of Junior Achievement volunteers and professionals in helping foster expansion, there were fewer than 50,000 students enrolled in what was then a single-program, after-school effort now known as the JA Company Program..

Over the next 20 years, the ground work laid by these pioneers brought the after-school program to nearly a quarter of a million students annually. In-school programs begun by Junior Achievement in the mid-1970s led to subsequent growth and the attainment of the million-student goal last year.

Junior Achievement national

The National Junior Achievement Conference is proud to announce the following winners in the 1988 NAJAC contests:



Group counsellors prepare for Management Mania exercise

Vice President of Personnel/Corporate Secretary

Sponsored by the American Society of Personnel Administrators and the American Society of Corporate Secretaries.



First place, \$1000; second, \$600; third, \$400; finalist, \$250 each.



Managing Human Resources
American Society for Personnel Administration

First Place:	Marisa Martin	Houston, TX
Second Place:	Kim Moore	Denver, CO
Third Place:	Michelle Lofing	Sacramento, CA
Finalist:	Jon Hamblin	Syracuse, NY
Finalist:	Scott Clark	Orlando, FL

Vice President of Production

Sponsored by the Society of Manufacturing Engineers. First place, \$1000; second, \$600; third, \$400; finalists, \$250 each.



First Place:	Danielle Hartigh	Grand Rapids, MI
Second Place:	Brian Hardee	Raleigh, NC
Third Place:	Anthony Henseler	Twin Cities, MN
Fourth Place:	Jose-Antonio Sesin	Worcester, MA
Fifth Place:	Aaron Veatch	Wichita, KS

Outstanding Young Entrepreneur

Sponsored by the National Federation of Independent Business, Research and Education Foundation. First place, \$2000; second, \$1200; third, \$800; finalists, \$400 each.



First Place:	Matthew Sharp	Denver, CO
Second Place:	David Kensinger	Topeka, KS
Third Place:	Lisa Marie Del Cielo	Chicago, IL
Finalist:	James Chapman	Lexington, KY
Finalist:	Edward Stones	Pittsburgh, PA

President

Sponsored by Young Presidents' Organization, Inc. First place, \$2000; second, \$1200; third, \$800; finalists, \$400 each



First Place:	Sanjay Sharma	San Jose, CA
Second Place:	Joseph Hensler	St. Louis, MO
Third Place:	William Bachman	Hartford, CT
Finalist:	Jake Johnson	Lake Jackson, TX
Finalist:	Robert Weiss	Elkhart, IN

Vice President of Finance

Sponsored by the National Association of Accountants. First place, \$1000; second, \$600; third, \$400; finalist, \$250 each.



First Place:	Brent Heist	Springfield, MO
Second Place:	Greg Grove	Twin Cities, MN
Third Place:	Amanda Ridley	Grayson County, TX
Finalist:	Lewis Book	Los Angeles, CA

Vice President of Marketing

Sponsored by Sales and Marketing Executives International. First place, \$1000; second, \$600; Third, \$400; finalists, \$250 each.



First Place:	Michael Dodge	Cincinnati, OH
Second Place:	Mauricio Rondon	Houston, TX
Third Place:	Lindsay Lee	Orlando, FL
Finalist:	Tammy Starkey	Springfield, OH
Finalist:	Steven Ludwig	Milwaukee, WIS

Public Speaking



Sponsored by Dale Carnegie and Associates. First place, \$1000; second, \$750; third, \$500; finalists, \$250.

First Place:	Ashish Chawla	Wichita, KS
Second Place:	Rizwan Virk	Detroit, MI
Third Place:	Lawrence Jeffries	Washington D.C.
Finalist:	Paul Lehman	Toledo, OH
Finalist:	Daniel Bacalzo	Topeka, KS

contest winners announced

Best Sales

Sponsored by Sales and Marketing Executives International. First place, \$1000; second, \$600; third, \$400; finalists, \$250 each.



First Place:	Emily Brunswick	Detroit, MI
Second Place:	Fred Isensee	St. Louis, MO
Third Place:	Timothy Riley	Milwaukee, WI
Finalist:	Ashok Gupta	Lincoln, NE
Finalist:	Chris Mutchler	Houston, TX

NAJAC Bowl

Sponsored by Coca Cola USA. First place, \$4000; second, \$2000; awards, \$500.



First Place:	ATLANTIC COAST Benjamin Hemmens Phillip Humphries Jim McDonald John Rossell	Portland, ME Griffin, GA Bridgeport, CT Lancaster, PA
Second Place:	WESTERN George Holland Hal LaPray Cory Odegard Patrick Sorrells	Los Angeles, CA Beaumont, TX Spokane, WA Tulsa, OK

Management and Economic Simulation Exercise (MESE)

Sponsored by the American Bankers Association. First place, \$1000; second \$700; third, \$400; team members, \$100 each.



First Place:	Edward Smigiel Joe Koenig	Grand Rapids, MI
Second Place:	Jeff Schonhoff Liz Link	Dubuque, IA
Third Place:	Jon Meyer Ken Green	San Jose, CA
Fourth Place:	Kevin Kill	Toledo, OH

Company of the Year



Sponsored by the National Association of Electrical Distributors.

First place, \$400 to each of three representatives of winning company, plus \$75 savings bond to each additional member; second, \$200 to each of three representatives; third, \$100 to each of three representatives; finalists, \$50 to each of tree representatives.

First Place:	<u>Omega System</u> Kristen Wagle Mike Nuzzo Barbara Rossman	Pittsburgh, PA
Second Place:	<u>Sweetest Things</u> Michael A. Rabie Steve Mond Adam Epstein	Los Angeles, CA
Third Place:	<u>Jump Start</u> Jodie Barnes Angela Hamlin Rick Whitbeck	Alaska
Fourth Place:	<u>The Suncoast Achievers</u> Brian Brown Jason Weeks Dave Fiorino	St. Petersburg, FL
Fifth Place:	<u>Production Plus 2</u> Rick Estep Heather Russell Michalann Chaffin	Ashland, KY

Talent Show



Sponsored by Junior Achievement, Inc.

First Place:	Sabrina Hodge Reading, PA
Second Place:	Truman Leung Honolulu, HI
Third Place:	Markie Menlen Kalamazoo, MI



Victorious Atlantic Coast NAJAC Bowl team.

Grad Staff: The veterans of NAJAC Wiggins, Henriques, Bowman

by Laurie Stern

A governor's aide for the state of Massachusetts, an assistant football coach at Springfield College, an entrepreneur who just started the Novoste Corporation, a university instructor, a mime at Seaworld, a soap opera and TV commercial performer, an advertising account executive, an attorney, a human resources consultant — these are just some of the diverse occupations of the 230 graduate staffers at NAJAC 1988.

Despite their diverse backgrounds, graduate staffers (or pink finks as they are affectionately called here at NAJAC) band together each year to help make NAJAC a success. Some "pink finks" have been coming to the conference for more than 30 years.

Frank Evans, conference chairman and Junior Achievement's vice president of administration, pointed out that "the time, enthusiasm, and dedication that graduate staffers contribute to the conference are invaluable. NAJAC couldn't happen without their efforts."

Who are the people behind the pink tags? Were they once delegates? What keeps them coming back to the conference? Why do they love NAJAC?

What do they do during the other 51 weeks of the year? The following three people are representative of the diversities and similarities of NAJAC's graduate staff.

Gregg Wiggins, NAJAC broadcast bureau director, first came to NAJAC in 1973. He set NAJAC as a goal from the moment he first heard about it in his Charleston, S.C., Junior Achievement broadcast company.

"I wanted to see if all the great stories I'd heard about NAJAC were really true", said Wiggins. "When at Indiana University for NAJAC, I found that the feeling of family, the traditions, the magic spark of enthusiasm just can't be experienced elsewhere."

Jane Henriques, conference officer aide from New Bedford, Mass., first came to NAJAC in 1980 after her freshman year of high school. She too didn't know what to expect when she got here.

But, she caught that "NAJAC fever" and returned as a delegate two more times. The next year, 1983, Jane served as VP Atlantic Coast.

"It was a dream come true," she said. "When I saw the officers on stage at my first NAJAC, I set a goal to be there myself."

"Winning national Company of the Year in 1985 was definitely a highlight of my life," exclaimed David Bowman of Saratoga, Calif. "I had heard so much about the

conference from my Junior Achievement friends," Bowman said. "Naturally, I was very excited when Diversified Interests won regional Company of the Year and I was allowed to come to NAJAC." Bowman is now attending his fourth NAJAC and is a supervisor in Unit A.

Why do they "love" NAJAC? All three love it because they have experienced many memorable best weeks of their lives in Bloomington. They all can point to one "highlight" of the years at NAJAC. For Henriques

members Stephanie Aflague and Laura Donahue, NAJAC 1988 president when their company was named top in the nation.

"What seemed like the impossible had just happened. Our dream came true and we were able to experience it together. I learned the true meaning of teamwork that day," he said.

Bowman added "I relive that moment each time I get together with Stephanie or Laura."



Gregg Wiggins interviewing a delegate



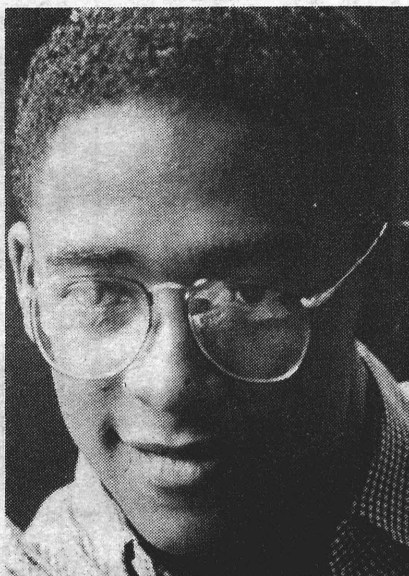
Jane Henriques

it was serving as NAJAC officer. She will never forget that special week. "It was the culmination of a year's worth of planning and hard work," she said.

Wiggins' most special moment at the conference was when a delegate he advised won the national Vice President of Personnel of the Year award. When Wiggins was in Junior Achievement, he was vice president of personnel of his company.

Because he works in the Broadcast Bureau, he was able to be backstage and greet her right as she walked off stage with her trophy. "It was an incredibly emotional moment," Wiggins remembers.

Bowman will never forget standing on the stage with fellow company



David Bowman

All three filled out a staff application after their senior year of high school and soon found themselves returning to the conference as staff. And they've kept returning ever since.

Wiggins has been in the Broadcast Bureau for 14 years. Wiggins interviews delegates, BIE guests, and contest winners. These interviews are then sent back to local stations and the networks.

Jane is in her third year as the officer aide. All the officers she's worked with lovingly call her "Mom." Jane coordinates the officers activities and helps script the general sessions.

David Bowman is serving his first year as a Unit Supervisor. He assists the counselors in Unit A and insures

that the groups get all the materials they need for the day.

Why do they keep coming back when their staff positions can entail hard work and long hours? Wiggins says "one week a year is a small payment in return for all that Junior Achievement has given me over the years and besides it's a lot of fun."

Bowman agrees. He returns to give a portion of what he gained back to Junior Achievement. He really enjoys being able to contribute, if even in a small way, to the lives of students at this conference.

What do they do during the rest of the year? Henriques currently serves as an aide to Michael Dukakis, the governor of Massachusetts and Presidential nominee for the Democratic party.

Jane works in constituent services helping to resolve citizens' concerns. She also briefs the governor on these concerns so he knows what his constituents are thinking.

Henriques works on the Dukakis campaign in her spare time. Henriques says she "couldn't ask for a better job."

Wiggins has worked in broadcasting ever since college. His involvement in the Junior Achievement broadcasting company back in 1973 convinced him that broadcasting was for him.

Wiggins currently works for the Defense Department broadcasting local news to members of the U.S. Marines.

In his spare time he works with Hexagon, a Washington, D.C., theater group recently awarded the Medal for Volunteer Action by President Reagan.

Wiggins was able to eat lunch with Reagan during the medal presentation. In addition, Wiggins has the distinction of being a Jeopardy champion.

Earlier this year, he appeared on the show and won \$11,000 in cash and prizes. "It was my 15 minutes of fame," Wiggins said.

Bowman will begin his senior year at Morehouse College this fall. Currently, he is a human resources intern with Pepsi-Cola in Dallas.

The experience has motivated Bowman to pursue a career in the human resources field.

The second week of August is a definite high point of the year for all 230 staffers at this year's conference.

They enjoy being able to do their part in helping the 1,800 delegates experience "The Best Week of Their Lives."

Contest Semi-Finalists

The National Junior Achievement Conference is proud to announce the following semi-finalists in the 1988 NAJAC contests:

NAJAC Bowl

Sponsored by Coca Cola USA

Atlantic Coast

Benjamin Hemmens	Portland, ME
Phillip Humphries	Griffin, GA
Jim McDonald	Bridgeport, CT
John Rossell	Lancaster, PA

Mid America

Charles Boyer	Toledo, OH
Randy Buehler	Cleveland, TN
Jeff Campbell	Mansfield, OH
John Quattrocchi	Owensboro, KY

Western

George Holland	Los Angeles, CA
Hal LaPray	Beaumont, TX
Cory Odegard	Spokane, WA
Patrick Sorrells	Tulsa, OK

Talent Show

Sponsored by Junior Achievement, Inc.

Jeanette Aguirre	New York, NY
Alisha Breakfield	Beaumont, TX
Emily Brunswick	Detroit, MI
Janelle Cox	Lincoln, NE
Lance Crimm	Rock Hill, SC
Mary Datcher	Chicago, IL
Maria Fielding	Chicago, IL
Marc Fragos	Tampa, FL
John Hobdy	Canton, OH
Sabrina Hodge	Reading, PA
Angie Jones	Toledo, OH
Christin Jorgen	Group 35
David Kensinger	N.E. Kansas
Truman Leung	Honolulu, HI
Markie Menlen	Kalamazoo, MI
Sandhya Parikh	Southeastern MI
Laura Peno	Southeast TX
Frances Ramirez	Brazosport, TX
Padja Rao	Midland, MI
Donna Shiffler	Toledo, OH
Laura Talley	Brazosport, TX
Jennifer Vance	Fall River, MA
Brian Williams	Findlay, OH
Mecca Williams	Western Mass.
Michelle Stevens	S.E. Conn.
Lisa Tsai	New York, NY
Anthony Velasquez	New York, NY

Management and Economic Simulation Exercise (MESE)

Sponsored by the American Bankers Association

Andrew Alton	Cedar Rapids, IA
Matthew Hoskins	
Robert Estep	Dallas, TX
Mary Barnhouse	
Alexander Blair	Dallas, TX
Danny Henley	
Nick Pranger	Davenport/
Tony Alt	Moline, IA
Jeff Schonhoff	Dubuque, IA
Liz Link	
Edward Smigiel	Grand Rapids, MI
Joe Koenig	
Marc McCurry	Muskegon, MI
Gary Nelund	
Kimberly Werth	Omaha, NE
Robert King	
Svetlana Gorodetsky	Rochester, NY
Brian Scudder	
Jon Meyer	San Jose, CA
Ken Green	
Kevin Kill	Toledo, OH
Matthew Schober	
Sushil Kambampati	Wichita, KS
Bryan Sanders	

Best Sales

Sponsored by Sales and Marketing Executives

International

Stephanie Beckman	Lafayette, IN
Emily Brunswick	Detroit, MI
Kristie Caudill	Grayson Co., TX

Ashok Gupta
Fred Isensee
John Marcotte
Anne Luise Montgomery
Louis Montulli
Chris Mutchler
Edward Palacios
Andrea Picciotti
Janel Richardson
Timothy Riley
Lucy Sciarpa
Rebecca Wales
Wendy Walser

Public Speaking

Sponsored by Dale Carnegie and Associates

Daniel Bacalzo	Topeka, KS
Derek Braziel	Lake Jackson, TX
Ashish Chawla	Wichita, KS
Scott Dressman	Cincinnati, OH
Kristine Fry	Dallas, TX
Angela Gosner	Grand Rapids, MI
Lawrence Jeffries	Washington D.C.
Paul Lehman	Toledo, OH
Catherine McCarthy	Wilmington, DE
Richard Olson	Reading, PA
Richard Rickels	Omaha, NE
Kathleen Skemp	Dubuque, IA
Rizwan Virk	Detroit, MI

Vice President of Personnel/Corporate Secretary

Sponsored by the American Society of Personnel Administrators and the American Society of Corporate Secretaries

Derek Christensen	Wichita, KS
Tanya Christiansen	Lincoln, NB
Scott Clark	Orlando, FL
Michelle Dean	Portland, OR
Jon Hamblin	Syracuse, NY
Chafica Homs	St Petersburg, FL
Jessica Katz	San Jose, CA
Jodi Kowalzyk	Grand Rapids, MI
Michelle Lofing	Sacramento, CA
Marisa Martin	Houston, TX
Kim Moore	Denver, CO
Ritchie Taylor	Raleigh, NC
Holly Tiemann	Lake Jackson, TX

Vice President of Production

Sponsored by the Society of Manufacturing Engineers

R. Alex Bratton	Chicago, IL
Vi Bui	Los Angeles, CA
Brian Hardee	Raleigh, NC
Danielle Hartigh	Grand Rapids, MI
Anthony Henseler	Twin Cities, MN
Mike Pomeroy	Phoenix, AZ
Terry Reichel	Dubuque, IA
Veronica Ruspini	San Jose, CA
Jose-Antonio Sesin	Worcester, MA
Michael Steenerson	Birmingham, AL
Aaron Veatch	Wichita, KS

Vice President of Finance

Sponsored by the National Association of Accountants

Brian Becker	Reno, NV
Lewis Book	Los Angeles, CA
Jeffrey Fitzgerald	Roanoke, VA
Greg Grove	Twin Cities, MN
Brent Heist	Springfield, MO
Thomas Kasprzak	Grand Rapids, NY
Jens Richter	Bakersfield, CA
Amanda Ridley	Grayson Co., TX
Jenny Rolston	Sacramento, CA
Lisa Severtis	Canton, OH

Vice President of Marketing

Sponsored by Sales and Marketing Executives Int.

Steven Braddom	Cincinnati, OH
Michael Dodge	Cincinnati, OH
Ronald Kos	Pittsburg, PA
Monica Lehman	Dallas, TX

Lincoln, NE
St. Louis, MO
St. Louis, MO
Louisville, KY
Wichita, KS
Houston, TX
Chicago, IL
Muskegon, MI
Toledo, OH
Milwaukee, WI
Rochester, NY
Toledo, OH
Dubuque, IA

Lindsay Lee
Steven Ludwig
Vivek Mehta
Mauricio Rondon
Michael Settlemyre
Tammy Starkey

President

Sponsored by Young Presidents' Organization

William Bachman	Hartford, CT
Raymond Boettcher	Twin Cities, MN
Stephen Dodge	Cincinnati, OH
David Eaton	Albany, NY
Joseph Hensler	St. Louis, MO
Jake Johnson	Lake Jackson, TX
Daniel Martin	Cedar Rapids, IA
Chris Pixler	Denver, CO
Stephen Post	Mansfield, OH
Sanjay Sharma	San Jose, CA
Robert Weiss	Elkhart, IN
Steven Weller	Grand Rapids, MI

Outstanding Young Entrepreneur

Sponsored by the National Federation of Independent Business, Research and Education Foundation

Manali Amin	Danville, IL
Christina Bell	Dallas, TX
Eric Bowen	Portland, OR
Elizabeth Braswell	Owensboro, KY
James Chapman	Lexington, KY
John Daggett	Toledo, OH
Lisa Marie Del Ciello	Chicago, IL
Tracy Foertsch	Marion, OH
David Kensinger	Topeka, KS
Greta Mowry	Pittsburgh, PA
Matthew Sharp	Denver, CO
Michael Simpson	Battle Creek, MI
Gretchen Skaff	Twin Cities, MN
Edward Stones	Pittsburgh, PA
Ebru Ural	Orlando, FL

Company of the Year

Sponsored by the National Association of Electrical Distributors

A Touch of Glass	York, PA
Cooperating Achievers	
Succeed Together	Dubuque, IA
Deliteco	Kokomo, IN
H.I.P.	Sioux Falls, SD
Jump Start	Alaska
Omega System	Pittsburgh, PA
Production Plus 2	Ashland, KY
Sweetest Things	Los Angeles, CA
The Suncoast Achievers	St. Petersburg, FL

1989 Conference President

James Chapman	Lexington, KY
Joseph Hensler	St. Louis, MO
Jake Johnson	Lake Jackson, TX
Christina Kirch	Seattle, WA
Catherine McCarthy	Wilmington, DE

1989 Conference Vice President - Atlantic Coast

Sheryl Bumgarner	St. Petersburg, FL
Anne Dwane	Syracuse, NY
David Steranko	Reading, PA
Christine Viera	Fall River, MA
Amy Waibel	Wilmington, DE

1989 Conference Vice President - Mid-America

Lisa Del Ciello	Chicago, IL
Stephen Dodge	Cincinnati, OH
Robert Jauch	Muskegon, MI
Michael McEntire	Decatur, AL
Allen Putman	Owensboro, KY
Robbie Steele	Birmingham, AL

1989 Conference Vice President - Western

Derek Braziel	Lake Jackson, TX
Tanya Christiansen	Lincoln, NB
Michelle Lofling	Sacramento, CA
Minnhat Nguyen	Houston, TX

Kasprzak, Lahoti Win GMI Scholarships

By Matt Okamoto

"Junior Achievement has been such an influence, it's changed my life," said Tom Kasprzak, one of this year's winners of the GMI Scholarship. Kasprzak, of Grand Rapids, Michigan and Rajesh Lahoti of Worthington, Ohio, were both awarded scholarships from the GMI Engineering and Management Institute in Flint, Mich.

"This is the fifth set of scholarships we've awarded" said Andy Powell, of the GMI Institute, "and we are going to award two more next year."

GMI offers a unique learning environment as each student alternates 12 weeks in the classroom and 12 weeks on the job in a cooperative experience at one of over 300 sponsoring companies in the United States and Canada. This cooperative employment provides students at GMI with a source of income to help defray the costs of attending the Institute. While the income students earn on co-op vary considerably, the average freshman in 1986 received about \$7,200 gross.

In addition to the academic prerequisites of gaining admissions to GMI, entering freshman must also be hired by a sponsoring firm. While at GMI, students can earn degrees in the areas of engineering or management.

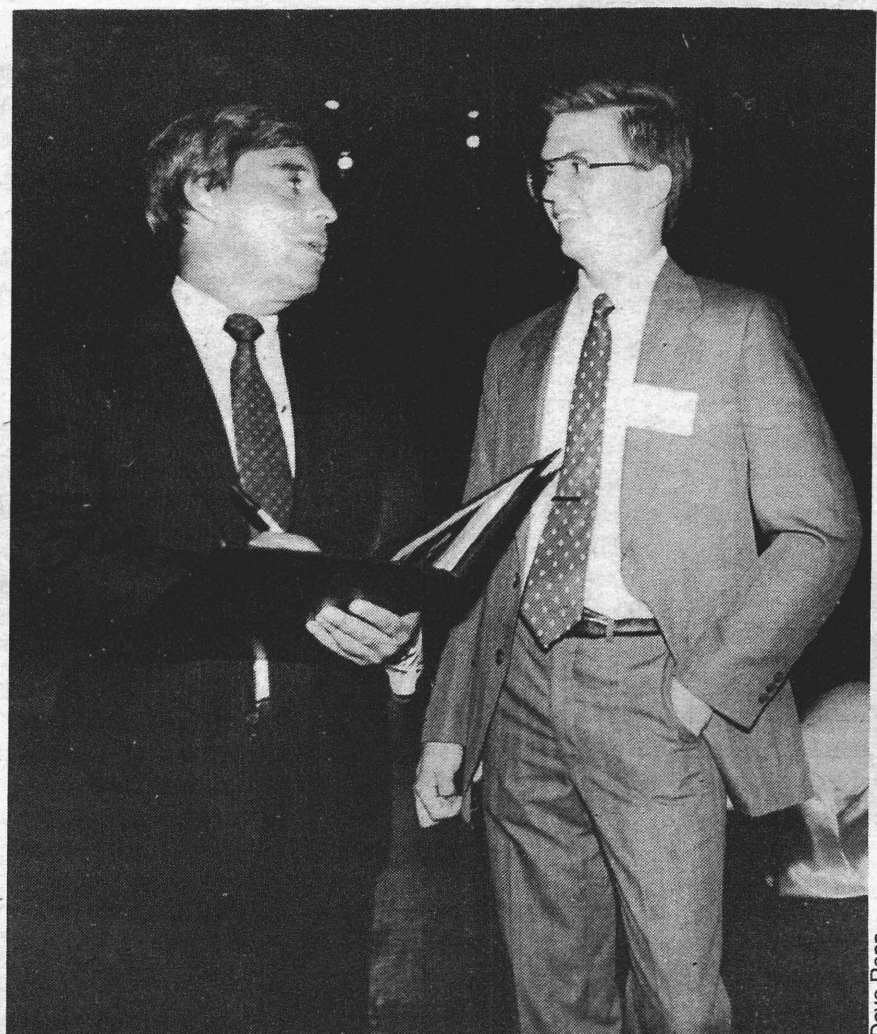
Majors are offered in the management systems emphasis in dealership management, financial management, information systems management, manufacturing management, marketing, and materials and logistics management.

"GMI gives students two and one half years of work experience by the time they graduate," said Powell, "and they also gain political savvy, in that they get to know the corporate culture. I feel that our management students are ready for a managerial or supervisory position by the time they graduate."

Kasprzak agrees that being able to gain work experience while attending college is definitely one of the reasons he became interested in GMI. "Also, the size of GMI was attractive to me," he continued, "there's only 1,500 students in each session."

During his five years at GMI, Kasprzak is planning on majoring in information systems management. "I've always been interested in computers, but I don't like the idea of having to sit at a desk all day, said Kasprzak, "Being able to help people through something they don't understand is very rewarding."

Kasprzak, who is attending his second NAJAC, has had the opportunity to participate in all four programs of



Dave Repp

Andy Powell of GMI visits with 1988 scholarship recipient Tom Kasprzak

Junior Achievement, from Business Basics to Applied Economics. He has also won local Junior Achievement competitions in his office of Vice President of Finance and in Company of the Year.

"I've gain a lot from Junior Achievement," said Kasprzak, "In

working with people, I've gained communication skills I couldn't get elsewhere."

Lahoti, the other Junior Achievement recipient of the GMI Scholarship was unable to attend the conference due to a conflict in his exam schedule at school.

Students rewarded for service

"I've grown so much through my participation in Junior Achievement," exclaimed Tracy Chastain, President of the Eastern North Carolina Achievers Association and a 1988 National Student Service Award (NSSA) winner. "Because my experiences meant so much to me, I really wanted to give something back to the organization," Chastain added.

Chastain's quote summarizes what motivated the 1988 NSSA winners to give countless hours to their communities and Junior Achievement offices. National Student Service Awards recognize involvement outside of Junior Achievement program participation. Any student that was a member of the JA

Company Program or Applied Economics is eligible. In addition, alumni serving as Business Basics consultants and groups of students (such as Achievers Associations) can be nominated. Candidates are nominated by area staff members and must write a brief statement on their Junior Achievement involvement.

As in the past, this year's seven NSSA recipients had an impressive record of community service, showed a dedication to aiding Junior Achievement staff, and exhibited leadership ability.

Members of the Achievers Association of Puerto Rico raised \$40,000, held a very successful conference

(PRIJAC), conducted 82 Business Basics classes, and planned a local trade fair.

Lori Downs of New Orleans, Louisiana won the 1987 National VP Production of the Year award. She was her area's first national winner in ten years. Lori participated in many public relations efforts including appearances on local television programs, speeches to civic groups, and interviews on radio shows.

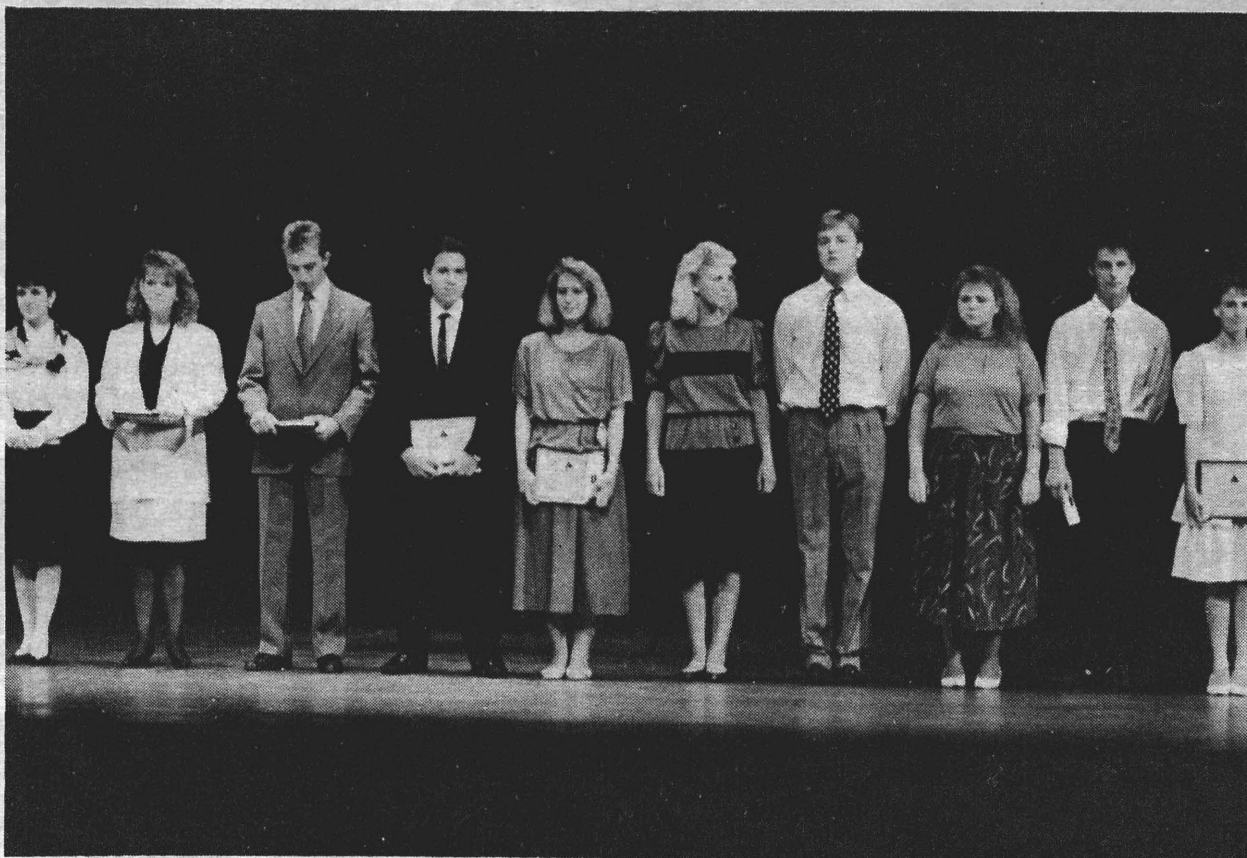
Raising a scholarship for the children of their recently deceased Board of Directors Chairman, David Bennett, was a key activity for the Elmira New York Achievers Association this year. They also awarded a NAJAC travelship in Bennett's memory. Elmira achievers organized a Christmas Crafts Fair fundraiser and answered phones at the MDA telethon.

Larry Gajeski from Davenport, Iowa spoke at local Business Basics training sessions, organized two teams for the Bowl-a-thon, and taught 15 Business Basics classes.

The Eastern North Carolina Achievers Association (Raleigh, North Carolina) redecorated their Junior Achievement center, ran a snack bar during company meetings, and fielded a team which raised \$1,000 for the March of Dimes Walk-a-thon.

Lincoln, Nebraska's Junior Achievement Alumni Association served as company advisers, conducted the area contest program, formed a Speakers Bureau, taught Business Basics classes, and presented a \$500 scholarship to a graduating senior.

Between serving as an Assistant Center Manager and Assistant Trade Fair Coordinator, Laurie Walker of Toldeo, Ohio provided invaluable assistance to her area.



Junior Achievement students recognized for outstanding service to their local areas

Del Cielo to Attend Stanford on Disney Scholarship

By Matt Okamoto

"We went nuts! We called up all my relatives... it was great," said Lisa Del Cielo, recalling the moment she learned that she had won the Disney Foundation Scholarship.

Del Cielo, a third year NAJAC'er from Naperville, Ill., was awarded a four year, full tuition scholarship to the college of her choice. "If it wasn't for the Disney Scholarship, I'd probably be going to the state college," said Del Cielo, who graduated as her class valedictorian.

Instead, she will be entering Stanford University in the fall with a double major in economics and international relations. She intends to pursue a career as an international corporate lawyer.

"I remember reading about how saturated the market for lawyers was," said Del Cielo. "I was really disappointed because I've always wanted to be a lawyer." After participating in the JA program for five semesters, Del Cielo's experience influenced her to add a business facet to her professional goals to give her a more specific field of study.

Her interest in international relations was also a result of Del Cielo's involvement with Junior

Achievement. "My family has hosted one of the NAJAC delegates from England for the past two years," she explains. "I'm planning to study abroad during my junior year at school."

Junior Achievement has also provided Del Cielo with many valuable lessons on the secrets of success. "Teamwork for one," she said, "also, setting goals is important. You have to have a target and say 'O.K., our company is going to make \$5,000 in sales,' and go for it. Don't sit back and wait for it to happen."

Del Cielo is definitely one to make things happen. When she learned that the Chicago Area Junior Achievement Conference was being discontinued, she and others spearheaded an effort to build a conference of their own from the ground up.

"We received a \$9,900 grant from the Gannett Foundation and flew in Joe Grigsby to speak at the conference," said Del Cielo. "Junior Achievement is great because it offers speaking opportunities and conferences like this one, to help students grow. Everyone I know has really grown. I am much more confident now than I've ever been."

The Disney Foundation established this scholarship for Junior Achievement graduates in 1979.



Dave Repp

Lisa Del Cielo of Naperville, Illinois, wins Disney Scholarship

Operation Enterprise expands for 1988

Operation Enterprise is a 10-day management and leadership seminar sponsored by the American Management Association. OE offers an extensive series of courses, workshops and one-on-one discussions with top executives from a broad range of business and industry areas.

This year, Junior Achievement received a \$50,000 grant from the American Hardware Manufacturers' Association to provide "travelships" to OE. This is the eighth and largest grant that Junior Achievement has received from the association.

"We have a number of speakers who talk on the different phases of the company," said Richard Van Scotter, director-education for Junior Achievement. "They talk on the latest ideas in management from the setup of the organization to the management of it."

"There also are motivational speakers who give the students inspiration needed to succeed. The students learn about the tools and the spirit that goes into business."

Operation Enterprises exposes students to the strategies and insight used by business executives in the everyday operations of their firms. The students can benefit from one-on-one interaction with executives in an informal setting designed to utilize the professionals' knowledge for the students' maximum benefit. "Eyes are opened up to what it's like out there in business," Van Scotter

Ryan Neimann, from Lincoln, Neb., agreed. "They know that you are business oriented so they are very open with you." Neimann was one of this year's recipients of an Operation Enterprise travelship. "The whole atmosphere at OE is very relaxed and you get to know everyone really quickly."

This learning environment allows OE to effectively focus on many of the interpersonal skills needed in management. During each 10-day session the program participants become a very close-knit group. The location of the seminar, in Upstate New York, adds to the intimacy and openness of the seminar.

"I think the students come away more responsive to consumer needs as well as the needs of the people they work with," said Van Scotter. Lisa Del Cielo, form Naperville, Ill., another travelship winner, offered an example of this. "In one session," she said, "all we did was practice giving and receiving compliments."

"I think the most valuable thing was probably learning in-depth planning skills — how to organize a company, set goals, and obtain them," Del Cielo said. He described a system of "SMART" (specific, manageable, attainable, relevant, time-based) planning as being very beneficial to anyone in any profession.

"Operation Enterprise gives students the ideas and inspiration to do something for themselves," said Van Scotter. "Students learn to follow their interests, so that they can throw themselves into something with all their heart and soul."



Royal Little

Little Helps Program Participants

For the first time since the Little Family Foundation began offering grants for Junior Achievement alumni seeking masters degrees in business administration, more than 100 MBA fellowships were offered last year.

The foundation, based in Providence, R.I., provides up to \$2,500 to former JA participants and advisers, or professional staff members. Applicants may pursue their MBA degree at a variety of schools across America, including Indiana University. Colleges and universities participate in the program by offering matching grants.

Each institution of higher learning establishes its own guidelines within the parameters of the program, and

conducts the review and acceptance procedures. All applicants must have at least two years of full-time work experience, an undergraduate degree, and a letter of acceptance into one of the participating schools.

According to Junior Achievement professional Richard Van Scotter, director-education for the national office in Colorado Springs, the purpose of the fellowship program is to provide the opportunity for working young people to further their education without major sacrifice.

"Once a working person has acquired the basic skills and experience to reach a certain level in business, an additional push is often needed to ensure continued advancement," Van Scotter said.

