

Achiever plays NAJAC melody



Charles Prior is NAJAC organist.

When Achiever Charles Prior of Columbus, Ohio joined JA two years ago he never imagined that he would be providing the music for over 3,000 enthusiastic Achievers gathered here at the largest JA conference in the world.

Prior is a third-year Achiever and has been active in JA on both the local and national levels. He is currently the President of the Central Ohio Achievers Association and is appearing for his second year as the NAJAC organist.

Prior replaced Dennis Houlihan, who had delighted NAJAC delegates for over ten years with his musical

skills. Houlihan retired because of his business responsibilities.

Charles Prior was chosen to take Houlihan's place after a letter from his local JA area and an audition with Jim Sweeny, the recently retired national program director.

Prior had been a member of one of the nation's most unique JA companies — a theatrical company counseled by the Ohio Theater in Columbus. Prior's specialty is theatrical organs, and it was his responsibility to entertain the audience before each performance and during intermission.

"I've been playing for over ten

years now," Prior commented. "For seven years my main interest has been with theatrical organs which is fast becoming a dying art."

Prior noted that theatrical organs differ from the classical pipe organs, in several interesting ways.

"Theatrical organs, used in the heyday of the great silent movie palaces, were made to replace the orchestra. Therefore, not only do they play music but they also have some very interesting sound effects," Prior explained.

A theatrical organ can produce almost any sound imaginable. Some

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The Achiever

News of the 35th National Junior Achievers Conference



Wednesday, August 9, 1978

Command changes smoothly

NAJAC '78 is happening without crisis. Everything is in place and running smoothly. It's hard to believe that none of the Conference Directors has ever run NAJAC before.

"NAJAC practically runs itself," explained Allen Kirtley, the new Conference Director of NAJAC. "The commitment and dedication of the volunteer staff is equaled in few other places. People have the expertise to get the job done and they give their time to do it."

Kirtley, the former regional vice president for the midwest region, assumed his Conference Director duties on June 1 upon the retirement of Hugh B. Sweeny, Jr. "Sweeny did a magnificent job of running this conference," commented Kirtley.

"I'm just trying to equal his endeavors — I'm not making a lot of changes.

"I just want this to be an efficient, friendly, educational, well-run experience for these Achievers. I want to provide them with a tremendously positive experience. The 'best week of their lives' can happen and will happen for most of them."

Kirtley spends his long days at the conference coordinating the efforts of Deputy Conference Director Maureen Liston, Assistant Conference Director Carol Ann Toth, and numerous department heads. As a five-year leader of the NAJAC Administration Department, Kirtley feels he understands the challenges and problems department heads face.

But Kirtley wouldn't be happy if he couldn't spend some time with the Achievers.

"I have always enjoyed working with young people," commented the former junior high school teacher and football coach. "NAJAC renews my perspective each year when I see the top two percent of high school students in the country gathered here."

Kirtley started in Junior Achievement sixteen years ago as a Program Director in Owensboro, Kentucky. His enthusiasm for JA has rubbed off on his three children, all of whom currently participate in JA or are anxious to do so. His 16-year-old son Mark is a second year Achiever who is attending NAJAC as a delegate for the first time. Fifteen-year-old Tod will begin his first year in JA with the Bridgeport, Connecticut program. Thirteen-year-old Robin can't wait until she can get in.

In contrast with Kirtley's 16-year involvement with the JA program, Deputy Conference Director Maureen Liston is only attending her third NAJAC. Liston, who worked

her first two years developing new programs in JA's Research and Development Department, assumed her new duties October 1. Liston is responsible for the mechanics of the conference — the behind the scenes "nitty gritty".

"There's nothing time consuming at the conference if it is all done in advance," commented Liston. "But the amount of work setting up the conference is incredible. We hire summer staff each year to work exclusively with registration and conference arrangements. I could never do it all myself."

Liston orders all conference supplies from program binders to name-tag covers. She makes personal contacts with contest judges and each association that sponsors a contest. She is the hub of the conference — if she doesn't know the answer she knows where it can be found.

"I really don't feel like I've done that much," Maureen commented. "This is my full-time job. It's the summer staff, the area people and volunteers that make this conference so

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Industry leaders ready for a busy day at Conf.

On this morning over 500 business people, civic leaders, educators and media representatives arrive by airplane, bus, car and foot at the National Junior Achievers Conference. They are all a part of the annual Business, Industry and Education Day.

According to Joseph J. Francomano, executive vice president of JA, "the purpose of B, I and E Day is two-fold. It gives those who are interested in Junior Achievement across the nation an opportunity to see JA in action. Most of the people who visit will be participating with Achievers in some of the workshops that will be going on while they are here. Secondly, B, I and E Day gives business leaders a chance to show their support of JA directly to Achievers."

The B, I and E Day activities include the general meeting Wednesday morning where JA President

Richard Maxwell recognizes the National JA Board of Directors. The national board will be meeting here at Indiana University. Frank T. Cary, chairman of IBM and present national chairman of Junior Achievement, will speak as well as Business Hall of Fame member Royal Little of Textron. Thursday morning Little will be presenting the Entrepreneur Award. The keynote speaker will be James Davant, chairman and chief executive officer of Paine, Weber, Jackson and Curtis.

During the day today Achievers will be escorting the visitors around the campus as they participate in various discussion groups. These people will be looking for chances to meet and talk with Achievers. This will be a great opportunity for delegates to learn from these people and to thank them for making Junior Achievement and NAJAC possible.



Allen Kirtley discusses his role as Conference chairman.

Ind. Achiever puzzles NAJAC

Do you get bored while waiting to see your doctor?

Well, if you're a Southern Indiana resident your "waiting room boredom" may be over.

Terry Wilson, a 16-year-old Achiever from Terre Haute has developed a product for waiting areas called Puzzle Pads.

The Puzzle Pads, which are priced at \$4 for 20 pads and a pencil, contain either crossword puzzles, fill-in-the-blanks, trivia quizzes or word search games. Puzzle stands display single-sheet games. These stands come with 50 pencils, 790 puzzles and are sold for \$12.50 each.

"I was tired of reading old, worn-out magazines when I went to the doctor's office, so I came up with the idea of Puzzle Pads," said Wilson, explaining his personal need for the product. "These games also give offices an air of professionalism."

As chief executive officer and only employee of Acorn Studios Inc.'s Puzzle Pad Division, Wilson designs, sells and distributes his product.

Wilson markets his product by calling on potential buyers at their businesses; he explains to prospects that his company "cares for their patients while they wait."

Initially, the puzzles were sold primarily to doctors' offices and hos-

pitals. But according to Wilson, most of his clients are now private-sector service companies like accounting firms and law offices.

Wilson also distributes brochures to customers reminding them when it's time to re-order.

"I send out 50 to 100 notices a week asking clients to replenish their stock," said the eleventh-grade businessman. "I've received as many as 20 orders in one day."

Wilson employs an accountant to keep tabs on the four-month-old company's finances.

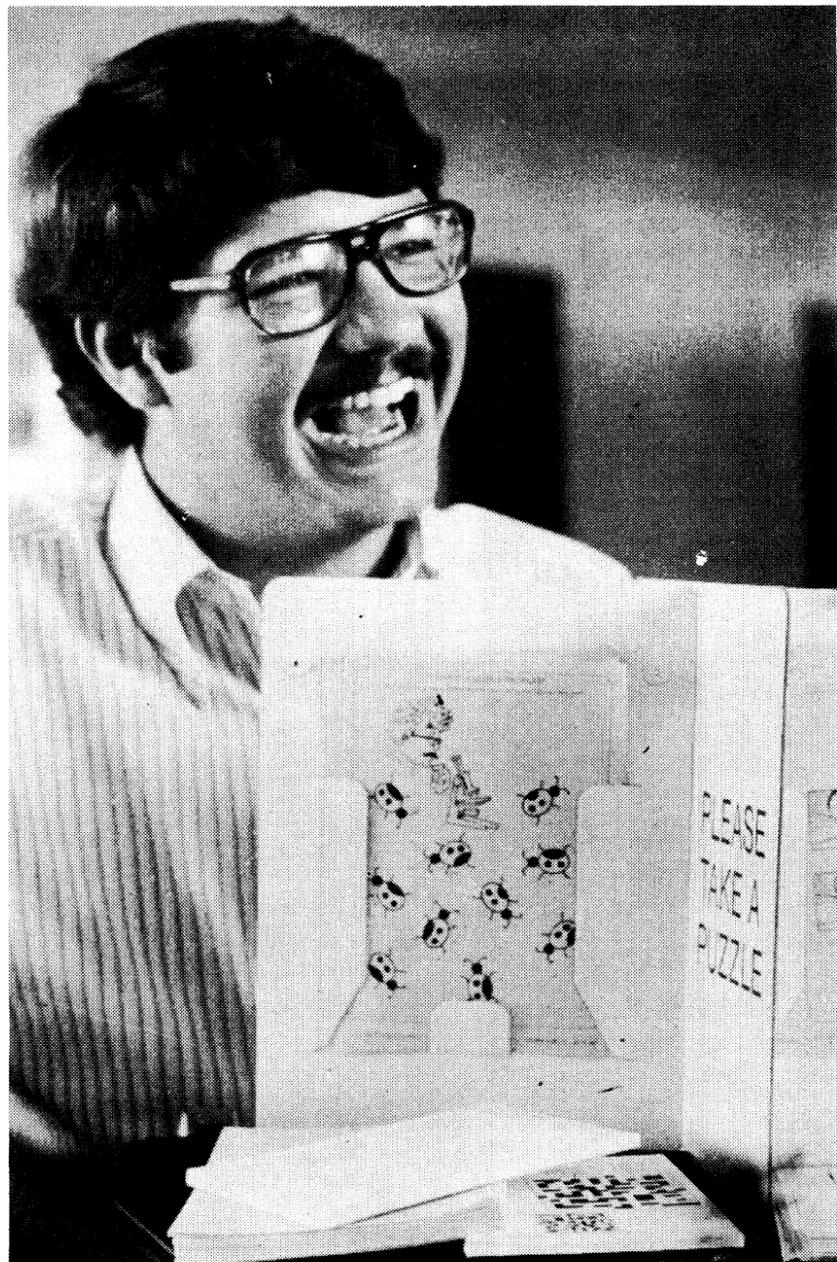
"I'd worry myself half to death about the business if I didn't have an accountant," said Wilson.

The chief executive still has some worries though. And one of the biggest problems is theft. Wilson said some customers claim they haven't received merchandise and force him to send duplicate orders.

He also must insure the product in case it injures users.

"Someone might cut themselves with the paper," explained Wilson, telling why he needs the insurance. "My paper doesn't have very sharp edges, but it's just a precaution."

Looking to the future, Wilson said he plans to sell the rights to the product but will continue to keep the controlling interest.



Achiever Terry Wilson displays the puzzles he markets.



Delegates of various youth organizations represented at NAJAC are shown gathered to discuss the initiation of Youth Organizations United (YOU). Shown are (left to right): Ellen Flemke, NAJAC Secretary; Matt Wehr, 4-H; Stuart Baum, NAJAC President; Shanita Spencer, DECA; Nancy Winecoff, Explorers; Beth Beranek, Girl Scouts of America; Nancy Rosebush, Girls Clubs of America; Nahum Chandler, NAJAC Vice President.

Youth groups gather at I.U.

Youth Organizations United (YOU) was a campaign promise made by the 1977 NAJAC officers to the delegates. They are no longer in office, but that campaign promise is a step closer to reality due to the efforts of the 1978 NAJAC officers.

Primarily through work done by NAJAC Vice President Nahum Chandler YOU is now in the early stages of development with a pair of meetings being held here at Indiana University this week.

"If you look at the organization and the goals of other youth organizations they are all quite similar to each other," commented Chandler after the first of the developmental meetings was held on Monday. "I have become really excited about the possibility of representatives of all youth organizations getting together to set national objectives for the American youth."

"We are holding these meetings here at NAJAC this summer so that we can get a better understanding of just how the different youth organizations can work together."

There are six goals established for YOU. They include a joint discussion of the problems facing youth today and possible solutions. They encourage an understanding of and a cooperation with all youth in the United States and the rest of the

world.

To encourage involvement from all young people in some organized activity is one of the key goals of YOU. Emphasis is being put on leadership development of youth. Those two goals then lead to a increased awareness and better understanding of all youth organizations and the opportunities available and the preparation of young people for the future.

Some of the suggested ways of implementing the goals of YOU are a national conference of youth organizations, continued exchanges of people for existing conferences and conventions, correspondence between the various youth leaders and locally sponsored joint activities such as a dance co-sponsored by the Explorers and 4-H.

Chandler was quick to point out that he does not look at YOU as something being run by Junior Achievement just because the NAJAC officers started the idea, but as a separate organization.

Chandler also said that he hopes that the 1979 NAJAC officers will adopt this plan and continue working towards its success. YOU is designed to provide a better understanding of what is available to youth for their development and their entry into adult life.



You mean, it's not here?

JA company invests funds

"Our investment proved profitable as our stock market gain was better than 14%." This statement could be typical of an established member of Wall Street's financial community, but was in fact made by a high school student from Middletown, Ohio.

Tom Hagins, President of United Stock Advisors (U.S.A.), a JA Company in Middletown, explains, "The U.S.A. provides the service of managing stockholders investments in a mutual fund of stocks that were analyzed, purchased, and sold on the

New York and American stock exchanges."

U.S.A. was sponsored by Bellefonte Insurance Co., a subsidiary of Armco Inc. Bellefonte had sponsored a similar company the year before, the Wall Street Investment Counselors (WSIC), that was the first JA Company in the nation to market a mutual fund. The idea was so unique that WSIC received recognition in both the *Congressional Record* and *The Wall Street Journal*.

Several hurdles had to be cleared before either company could operate. First and foremost, it was necessary to secure a waiver from the Securities Exchange Commission to establish the company. Second, there was the problem of keeping books. Two sets of books had to be kept in accordance with SEC regulations which require that the funds of a mutual fund must be kept intact and accounted for separately from the funds of the company managing the fund. This meant one set of books was kept for U.S.A. and another for the fund, known as the Belle Fund. As Fred Pastor, an advisor for WSIC, explained, "The company really had to operate as two separate groups. Just like a real company it is possible that a JA Company would have one set of officers for the fund and one set for the managing company."

U.S.A. members sold 333 shares of the Belle Fund at \$5 each, a significant amount considering that a large part of the sales were door-to-door.

"One of the problems," says Pastor, "was developing the Achievers' confidence to invest this money rather than just sit on it." The Achievers themselves selected the stocks to be included in their portfolio. They planned on buying several stocks so they limited the price to \$5 per share. They also wanted to keep acquisition costs down so they

bought in round lots of 100 shares. They bought 100 shares of Lynch Corporation, a testing equipment company listed on the ASE, at a price of \$2¼/share. This stock was sold at the end of the year for \$2½/share. 100 shares of McKeon Construction were bought on the ASE at \$3/share and later sold at \$3¾/share. U.S.A. also invested in 200 shares of Heinicke Instruments at \$2¼/share which they sold at \$3¼/share.

Rick Brannaman, vice president of operations for U.S.A. states, "It should be pointed out that we purchased the stocks in a "bear market" situation. We suffered through the first several months with little or no activity on our stocks. But suddenly, during the last month, the market was in an upswing and went into a "bull market" situation."

"One of the most important things that the Achievers learned was that you don't have to be a millionaire to invest in the stock market," says Pastor.

Tim Weidle, an advisor for U.S.A. and former high school business teacher, continued, "Everyone learned a lot about stocks that they wouldn't have learned any other place. There are many things that a high school teacher can tell a student about business that the student really won't understand until he performs them. The majority of people learn by doing. In JA an Achiever can see the results and decisions right away."

The results of U.S.A.'s year were good. The fees for managing the Belle Fund alone provided \$491.60 in income. The fund itself realized a gain on the portfolio of \$162.50 and earned dividends of \$15. U.S.A. returned \$1.10 to their stockholders on their \$1 investment and was named Service Company of the Year in Middletown.

Top Conf. staff changes



Deputy Conference Director Liston and Asst. Conference Director Toth.

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successful. Everyone takes pride in their work — they want to do a good job."

Liston now has a totally new perspective of the Conference. "When I sit in the auditorium, I don't have time to listen. I'm checking the volume of the speakers, watching the timing, and constantly thinking of ways things can be improved."

Henry Heffner, the new auditorium coordinator, agrees with Liston. "I never realized there was so much involved in running the auditorium. It's so easy to take things for granted."

Heffner coordinates the sound, lights, organist, agenda, and audiovisual needs. He knows the nature of each presentation and approves each announcement. And at 7:30 each morning he meets with the Achiever officers and plans the day's events.

"Ordinarily, I wouldn't be able to do this the first time around," continued the central region vice president. "But I have a crew that is second to none."

Heffner is thrilled about his new assignment. "The auditorium is the focal point for the entire conference," the 22-year NAJAC veteran commented. "Here you get a feel for the entire conference. The enthusiasm and atmosphere created by 3,000 cheering, eager faces really charges my batteries for the whole year. I could come dragging into NAJAC, but I always leave with that JA fever."

Heffner is especially impressed with this year's group of Achievers. "I feel this is the finest group I've seen in 22 years. They are astute, alert, and really listening to what's happening around them."

For Carol Ann Toth, assistant Conference director, the real reward from her work since January with the national JA staff was seeing it all come together on Sunday.

Carol, who worked as Conference registrar at the national office for two summers, is responsible for general arrangements for the Confer-

ence. As assistant to Kirtley and Liston, she spent the last seven months assisting in selecting the Conference staff, assigning staff to their posts and making arrangements for rooms and meals with Indiana University.

Carol's full-time employment with JA will soon come to an end, however. She has received a University Fellowship with Boston University Medical School, and she will begin work on her Ph.D. in Microbiology this September.

"I know my JA experience will help me, even in this field," Carol continued. "JA is more than business — it's working with people."

They held their own

Over eighty delegates who had been taking tests and interviews found themselves without any scheduled workshops or seminars to attend after the Tuesday morning general session. Just to prove you can't keep a good Achiever down, several of the delegates decided to start their own discussion group. Starting with an initial group of only six, they soon had attracted over 80 other Achievers who could not get into the overcrowded scheduled seminars.

Dhaval Shukla from Lexington, Kentucky became the impromptu group discussion leader with several suggestions from Dave Loose, group counselor. Shukla said they had started back to their dorm after some of them had tried several times to get into a seminar. As they walked back toward McNutt their number grew and they finally decided to hold their own discussion group.

Topics ranged from government regulation to marketing.



Achiever makes point at impromptu workshop.

Candidates for nation



TIM WILKENS

Tim Wilkens
Conference President

Age: 18
School: Class of '78, Gunderson High School, San Jose, Calif.
JA activities: NAJAC (3 years); JAMCO (2 years); BAMCO '76; Invest in America Speech Contest winner; area Achievers Association president.
School activities: student body president; student body treasurer; junior class president; Industrial Arts Club president; Key Club president; Interact chairman.
Awards: Dale Carnegie; Arthur Anderson; Rotary; Exchange Club.
Plans: Corporate management/pre-law study, with the intention of eventually forming his own business.

"My variety of experiences has given me an insight into people, organizations, and ways of getting things done."



SETH EISENBERG

Seth Eisenberg
Conference President

Age: 16
School: Class of '79, J.E.B. Stuart High School, Falls Church, Va.
JA Area: Washington, D.C.
JA activities: NAJAC, ROJAC, MAJAC; area president of the year runner-up; OYBM finalist; area sales contest winner and Region I finalist; social coordinator, area Achievers Association.
School activities: Debate; Chess Club president; Discovery Club; newspaper and yearbook photographer.
Awards: Boys State (Va.); Latin Honor Society.

Plans: Marketing or possibly law.

"I've always enjoyed dealing with people, and this is one of the prime elements necessary to be a good representative. I have the time and the desire to work my hardest doing whatever the office of NAJAC president may allow me to do."



SHAWN O'HARA

Shawn O'Hara
Conference Vice President

Age: 18
School: Class of '79, Brighton High School, Salt Lake City, Utah.
JA activities: Organizing Member of the Salt Lake Chamber; Recruiting Team; Speakers Corps.
School activities: senior class officer; DECA vice president; FBLA president; Ski Club; Girls' Association; Track Club; Drama Club.
Awards: Miss Executive '78; COJAC president, '79; Girls State; Girls Nation; 3 Nastar Ski Awards; Miss Parliamentary Procedure, FBLA; Second Place, DECA Philips Free Enterprise Contest.

Plans: To continue her education and then open a business consulting firm.

"I want to help others in the way I have been helped; I have a talent for speaking, leadership and dealing with people. I have the necessary qualifications to do the job well."



CECILE DEFFNER

Cecile Deffner
Conference Secretary

Age: 18
JA area: Pittsburgh, Pennsylvania.
JA activities: JAMCO (Region II) '75, '76, '77; NAJAC '76, '77, '78; 1st vice president area Achievers Association; Speakers Corps.
School activities: Secretary Youth Education Association; Secretary-Treasurer, National Honor Society; yearbook business manager; senior representative to discipline board; newspaper staff; student council representative; intramurals; Forensics.
Awards: area secretary of the year '76; area president of the year '78; Gulf Oil Scholarship; Pennsylvania State Senatorial Scholarship; JA Scholarship; Outstanding Young Businesswoman; area secretary of the year '78; area Miss JA finals; Dale Carnegie.

Plans: To major in business administration at Penn State and go on to law school.

Bill Landschultz
Conference Vice President

Age: 18
School: Class of '78, Hempstead High School, Dubuque, Iowa.
JA activities: Economics Awareness Program Instructor.
School Activities: Speech President; varsity swimming; theatre; Debate Captain; National Honor Society.
Awards: American Legion School Award; State of Iowa Scholar; Ja Scholarship; Sertoma Scholarship; University of Chicago Admissions Scholarship; Principal's Honor Roll.
Plans: Undecided; hoping for an MBA in hospital administration.

"I have developed leadership and organizational skills from JA. I have met with many people and feel quite at home, no matter what... I have the ability to look at a problem analytically and solve it at the base."

Allan Slagel
Conference Vice President

Age: 18
JA Area: Chicago, Illinois.
JA activities: Area Speakers Corps; Area Achievers Association Vice President; JA area fund raising, JA Center Assistant Manager.
School activities: Forensics; Legislative Public Speaking; Student Congress Representative; Class Board Member; Cross Country Team; Track Team; Bicycle Club; National Honor Society.
Awards: \$900 JA Scholarship.

Plans: To eventually become a corporate lawyer.

"I believe I possess the ability to effectively organize and lead my fellow Achievers."

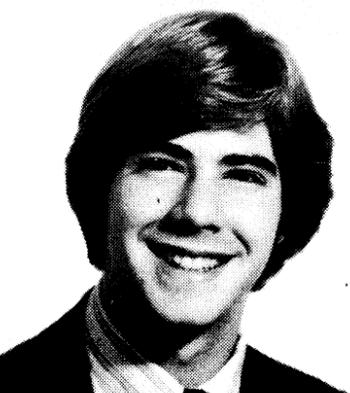
Paulette Dolin
Conference Secretary

Age: 17
School: Class of '78, Van Nuys High School, Van Nuys, California.
JA area: Los Angeles, California.
JA activities: JAMCO; area personnel of the year; Achievers Association chairman.
School activities: Honor Society; senior class cheerleader; senior editor of yearbook.
Awards: Speech and debate awards; National Forensics League Degree of Distinction.
Plans: International Law.

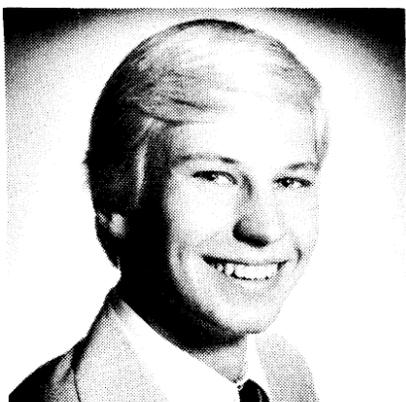
"I feel I should be a winner because I have been in speech and debate and can express myself verbally. I have the enthusiasm necessary and the ability to work well with people."

Keith Newman
Conference President

Age: 18
JA area: Dallas, Texas.
JA activities: NAJAC (2 years); Achievers Association; NAA Program Committee.
School activities: treasurer, German Club; magazine editor; founder, school paper; Mu Alpha Theta.
Awards: Dallas JA scholarship.
Plans: To be a doctor of psychology.
"I have the ability to get things done through people and organizations."



KEITH NEWMAN



BILL LANDSCHULZ

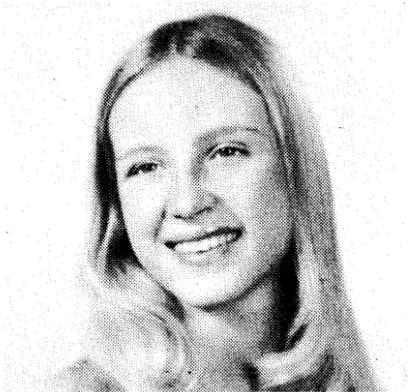


ALLAN SLAGEL



PAULETTE DOLIN

ial office announced



SHIRLEY GILES

Shirley Giles
Conference Secretary

Age: 17
JA area: New Orleans.
JA activities: JAMCO 1978; NAJAC 1977; member of Board of Governors; New Orleans JACOC recording secretary; member of Achiever panel for advisor training.
School activities: president of National Honor Society; reporter for school newspaper (4 years); member of Ecology and Beautification clubs; member of school literary magazine staff; associate editor of yearbook; tutor for elementary school children.
Awards: corporate secretary of the year 1977 and 1978; Achiever, Junior Executive awards; \$100 sales club; highest class average 2 years; honor roll 4 years; honorable mention in French and economics; *Who's Who Among American High School Students*; Society of Distinguished American High School Students.
Plans: Would like to attend Stanford University and major in Accounting or Special Education.
"My best qualifications are dedication, concern for others, and willingness to work."

Anne Okrepkie
Conference Secretary

Age: 18
School: Class of '80, Saint Joseph High School, Trumbull, Connecticut.
JA area: Bridgeport, Connecticut.
JA activities: ROJAC '78; WESCONNJAC '78; Bridgeport Achievers Association; Western Conn. Board of Achievers.
School activities: Spanish Club; Social Action Club; Student Government; Theatre Guild.
Awards: area secretary of the year; Civic Oration contest; (Mod. Woodmen of America) (2 years) 4th place — State of Conn. Spelling Bee; National Spanish exam II — 1st place; Dale Carnegie Scholarship; 100% attendance.
Plans: I hope to enter into the field of corporate law or journalism.
"I feel I possess determination, perseverance and the enthusiasm to achieve common goals. I dedicate myself to others and to the goals I pursue, I want to listen to others, to share my ideas, but, above all, to generate the enthusiasm I feel about Junior Achievement in others."



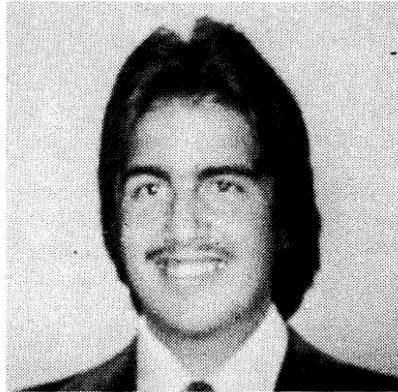
MELISSA WHEELER

Melissa Wheeler
Conference Secretary

Age: 18
School: Class of '78, Upper Arlington High School, Columbus, Ohio.
JA activities: NAJAC '77; JAMCO '77; COJAC '77; LIQUIJAC '78; Recording Secretary of Central Ohio Achievers Association; Toastmasters (2 years); editor of monthly and bi-monthly newsletter.
School activities: National Honor Society; Spanish National Honors Society; Spanish Club; track and field; Youth In Government; American Field Service.
Awards: Junior Achievement Scholarship; area secretary of the year (2 years); editor of area best annual report of the year (2 yrs.); editor of national annual report of the year finalist; member of the national company of the year finalist.
Plans: I plan to attend Ohio State University this fall, and enter the college of Administrative Sciences. I also hope to earn a degree in law.
"I feel I have the needed qualifications for Conference Secretary. Communication is a vital element for our next Conference, and I will dedicate myself to that."

Kimberly Ann Manicho
NAA Chairman

Age: 18
School: Class of '78, Bishop Watterson High School, Columbus, Ohio.
JA activities: COJAC, LIQUIJAC, JAMCO; area treasurer and speaker of the year; Achievers Association recording secretary; regional coordinator; JAMCO vice president.
School activities: National Honor Society; business staff; school newspaper.
Awards: Ebco Junior Scholarship; JA Scholarship.
Plans: To major in accounting and become a CPA. I might continue and go to law school.
"My service as a regional coordinator has given me invaluable experience in the NAA."



JOSE PRATTS

Jose Pratts
NAA Chairman

Age: 17
JA area: Los Angeles, California.
JA activities: area vice president of production; chairman, Achievers Association.
School activities: junior class officer; student council; spirit squad.
Awards: Rotary Club Outstanding Student; *Who's Who Among American High School Students*.
Plans: To enter the business world of finance, marketing and investments.
"I like to communicate with people. I'm very enthusiastic, and I like to work with people."

Bill Rumage
NAA Chairman

Age: 18
JA area: New Orleans, Louisiana.
JA activities: president of the year, 1977; most outstanding businessman of the year, 1978; speaker of the year, 1978;
School activities: president of freshman class; Representative (3 years); Delegate to Model United Nations; Security Council (4 years).
Award: Army Corps of Engineers Science Award, 1977.



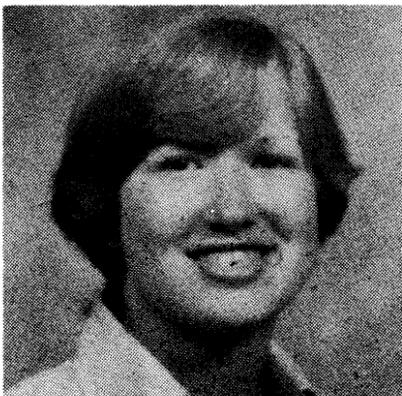
MARY SULLIVAN

Mary Sullivan
NAA Chairman

Age: 18
JA area: Syracuse, New York.
JA activities: area Achievers Association secretary '77, '78; SAJAC '78 secretary.
School activities: French Club; National Honor Society.
Awards: \$1,000 JA Scholarship, 1978; president of the year, 1977, 1978; Public Speaking, 1978; Rotary Club Scholarship; Regents Scholarship; Honor Graduate.
Plans: To continue on to college with majors in Economics and Business Administration and then to pursue a career in Junior Achievement or Business Education.
"My most important ability is my desire to work and to do whatever I can for others. I will put my best into the office."

Wayne A. Young
NAA Chairman

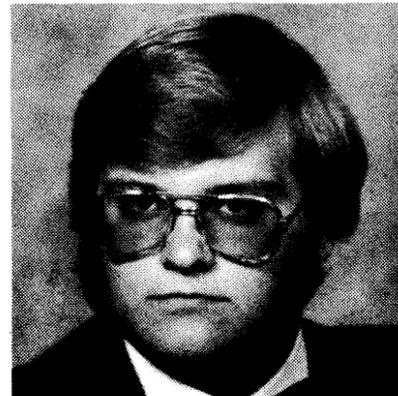
Age: 18
School: Class of '78, Westside High School, Gary, Indiana.
JA area: Chicago, Illinois.
JA activities: chairman, Steel City Achievers Association; Achievers Association Division 5 chairman; president of the year finalist.
School activities: freshman representative; sophomore class treasurer; junior class representative; nominated "Most Likely to Succeed".
Awards: Designated by the Gary, Indiana *Post-Tribune* as "Mr. Enterprise 1976"; \$2,000 Elks Club Speech Scholarship.
Plans: Construction Engineering at Iowa State with a Masters Degree in City and Regional Planning at Howard University.
"I have the qualities of leadership, experience, dedication, and an excellent rapport with people."



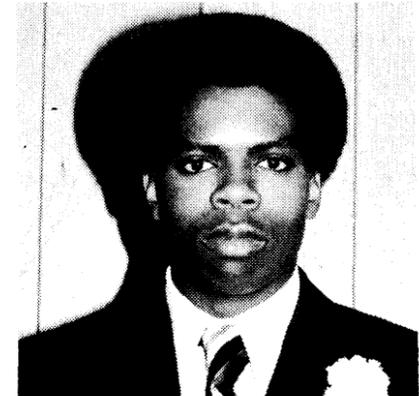
ANNE OKREPKIE



KIMBERLY MANICHO



BILL RUMAGE



WAYNE YOUNG

JA program growing

OH Achiever plays organ

When NAJAC 1978 is over, the Conference directors won't have time to rest on their laurels. Each has even greater responsibilities within the newly structured JA national organization.

Conference Director Allen Kirtley is currently the National Vice President of Programs. One of three national vice presidents, Kirtley coordinates the Marketing, Program and Research and Development departments. He oversees all five programs of Junior Achievement, Inc.: Project Business, Economic Awareness, Applied Management, Job Education, and the regular high school JA program.

Conference Chairman Joseph Francomano doubles as the National Executive Vice President of Junior Achievement. He works closely with regional vice presidents and the regional organization. The third National Vice President, Marvin Butts, oversees JA Administration

— including the areas of Personnel and Training, Public Relations, Accounting, and Financial Field Services. He is also the Director of Corporate Planning, the long-range planning body of JA.

All national vice presidents report to Richard Maxwell, the full-time President of Junior Achievement, and Maxwell reports to the National JA Board of Directors.

"Our program is growing so quickly that these staff additions were necessary to keep up with the new challenges," explained Kirtley.

Kirtley attributes a large part of the successful expansion of JA to the JA National Board of Directors.

"We have some of the most influential leaders in the country on our board," he continued. They are a working board, not just a rubber stamp."

Kirtley's right-hand person at the Conference, Deputy Conference Director Maureen Liston, also works

closely with Kirtley throughout the year. As the new Assistant National Program Director, Liston takes care of the "maintenance" functions of the program department.

Liston devotes much of her time to arranging Achiever appearances at various events throughout the country. She coordinates the Reader's Digest Seminar, the Reader's Digest Speaker Corps and the Best Sales Contest. She handles applications for the Entrepreneur Award and informs Achievers of opportunities such as the Harvard Business School scholarship.

Liston also has the responsibility of coordinating "correspondence" companies, which are not contained within any existing JA franchise area. The object of this part of Liston's job is to get quality JA to as many persons as possible.

"Our youth is our most important resource," commented Liston. "JA is one of the best ways to develop it."

(continued from page 1)

of the more common ones range from thunder, surf, bird whistles, automobile horns and "aero"-plane engines, to Chinese gongs.

"Playing a theatrical organ is a totally different experience from playing the classical organ," Prior said. "But although I enjoy it tremendously as a hobby, unlike Dennis Houlihan, I won't be making a career of it."

Houlihan had changed his hobby into a profession by demonstrating and later selling Lowrey organs. But as much as Prior enjoys it he doesn't see himself making a career in theatrical organ playing.

"The great picture palaces are almost all demolished except in places like the Ohio Theater, Atlanta Fox, and the Chicago Theater where the movie palaces have been restored as historical landmarks," Prior said.

Prior did say he would keep playing for the NAJAC delegates as long as his other responsibilities allowed him to return.

SPORTS



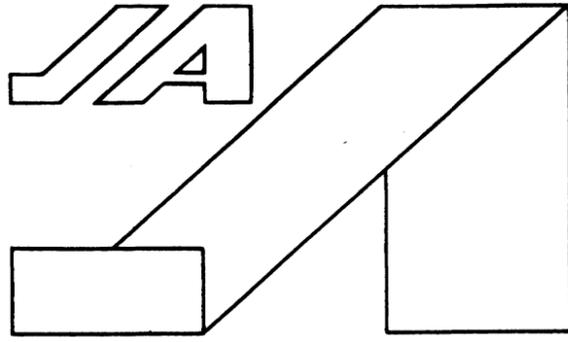
Delegates engage in a pick up soccer game during a break in Conference activities.



Mike Ehrler, from Cincy, scores the third run in the game against Toledo as catcher Terry Block waits for the ball.



OUT AT HOME!



Contest Semifinalists

Marketing Executive

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Dallas

William Landschulz, Dubuque, IA; Michael Liss, San Juan, PR; Eric Lopez, Orlando, FL; Edward Miller, Cincinnati, OH; Gary Nichols, Augusta, GA; Frederick Pasche, Boston, MA; Judith Piotrowski, Grand Rapids, MI; Clayton Reed, St. Petersburg, FL; Robert Rosenblum, Los Angeles, CA; David Saxton, Battle Creek, MI; Andrew Soley, Tulsa, OK; David Sturgeon, Louisville, KY; Troy Templeton, Miami, FL; Shearl Vohlers, Tucson, AZ; John Wilson, Phoenix, AZ; John Woloszynski, Hartford, CT.

ni, FL; Thomas Benjamin, nald Ethridge, Boston, MA; Joseph, MI; Robert Fye, the Goepfert, Akron, OH; sville, KY; Vincent Ho, Mo-Buffalo, NY; John Lovasz, ileen McDonald, Philadel-
... .. Thomas ...ounteer, Albany, NY; Mark Peceny, Grand Rapids, MI; Boyd Petterson, Salt Lake City, UT; Teresa Talbott, Washington, D.C.; James Witcher, Dallas, TX.

Quality Control

Robert Coughlin, Cincinnati, OH; Denise Kapesis, New Orleans, LA; Kimberly Kraft, Akron, OH; Michelle McKnight, St. Paul, MN; Karl Mandl, Hartford, CT; Eric Martin, Minneapolis, MN; Lorie Rau, Grand Rapids, MI; William Ray, Orlando, FL; Bruce Riley, Danville, IL; Janice Sczepanski, Midland, MI; Larry Stubbs, St. Petersburg, FL.

Production Executive

Jim Aspell, St. Petersburg, FL; Charles Beadles, Danville, IL; Lawrence Dunivan, Rochester, NY; Timothy Flemming, Pittsburg, PA; Terrie Ganobsik, Lorain, OH; Daniel Guterman, Tulsa, OK; Howard Hehrer, Grand Rapids, MI; David Hirons, Milwaukee, WI; Jeanne Huffman, Columbus, OH; Jana Jernigan, Fort Worth, TX; Andrew Knap, Charles, WV; Tina McCoy, Dubuque, IA; Denise Mullen, Orlando, FL; Robert Petit, Terre Haute, IN; Charles Powell, Jr., Bridgeport, CT; David Robblee, Boston, MA; Cynthia Scheetz, Washington, D.C.; Carl Shorley, Philadelphia, PA; Agnes Suarez, Puerto Rico; Paul Szczesniak, Buffalo, NY; Barry Tiedt, Houston, TX; Omar Uribe, Dallas, TX; Pamela Van Dyke, Denver, CO; Kevin Van Horn, Salt Lake City, UT.

Public Speaking

Jeffrey Cockrell, Norfolk, VA; Michael Conrads, Atlanta, GA; Kelly Corrigan, Jacksonville, FL; Jeff Grisamor, Wichita, KS; Judy Holmes, Saginaw, MI; Kevin Huston, Kalamazoo, MI; Jeana Keating, Louisville, KY; Mark Kimbell, Springfield, OH; Michael Ladner, Orlando, FL; Debbie Macfarlan, Washington, DC; Jane Maxwell, Terre Haute, IN; Jeff Rausch, St. Paul, MN; Anthony Smith, Tulsa, OK; Brad Smith, Danville, IL; Jill Sopko, Akron, OH; Brent Van Norman, Battle Creek, MI; Jeffrey Zlotky, Dallas, TX.

Corporate Secretary

Jan Bartholomay, Milwaukee, WI; Karen Froslid, St. Paul, MN; Lori Hecht, Cincinnati, OH; Teresa Hord, Terre Haute, IN; Michelle Horton, Oklahoma City, OK; Steve Perry, Chicago, IL; David Polston, Louisville, KY; Kim Potter, Ashland, KY; Jerrie Rea, Dallas, TX; Debbie Van Koevinger, St. Petersburg, FL; Susan Vergo, Rochester, NY; Melissa Wheeler, Columbus, OH; Patricia Zillian, Washington, D.C.

Purchasing Manager

Larry Gerald, Cleveland, OH; Gigi Graser, Akron, OH; Mike Gravelle, Grand Rapids, MI; John Owezarczak, Buffalo, NY; Laura Peracchio, New York, NY; Mike Proctor, Salt Lake City, UT; Denise Renton, Los Angeles, CA; Aleta Smith, Ft. Wayne, IN; Brad Spitzer, Marietta, OH; Steven Thompson, Davenport, IA; John Tipton, Louisville, KY; Elaine Tschida, St. Paul, MN; Joe Vacanti, Fort Worth, TX.

Safety Director

Jeff Anderson, Dallas, TX; Susan Bowker, Nashville, TN; Susan Davis, Louisville, KY; Jeffery Frkonja, Pittsburgh, PA; Lisa Hopkins, Warren, OH; Marlene Howland, Minneapolis, MN; Angela Marco, Buffalo, NY; Joann Noto, Grand Rapids, MI; John Schwartz, New Orleans, LA; Dan Taylor, Indianapolis, IN; Mark Tiedt, Houston, TX; Cynthia Wilbrandt, Chicago, IL.

Vice President of Personnel

Alison Beebe, Battle Creek, MI; David Bunch, Washington, D.C.; Linda Cortese, Stamford, CT; Adrienne Darris, Atlanta, GA; Paulette Dolin, Los Angeles, CA; Eileen Fitzgerald, St. Petersburg, FL; Rod Fleck, Syracuse, NY; Shari Freedman, Orlando, FL; Lucy Fried, New Orleans, LA; Karoline Goff, Columbus, OH; Alan Hippleheuser, Terre Haute, IN; Josephine Hoelker, Philadelphia, PA; Dianne Jenkins, Dubuque, IA; Margaret Lester, San Diego, CA; Susann Martin, Cleveland, OH; Mark Richardson, Nashville, TN; David Statman, Dallas, TX; Lori Sullivan, Grand Rapids, MI; Ted Ward, Colorado Springs, CO.

Treasurer

Steve Barancyk, Chicago, IL; David Esmail, Dallas, TX; James Gadsden, Nashville, TN; Michael Galecki, Milwaukee, WI; Susan Hautzinger, Philadelphia, PA; Jeannemarie Homer, Charleston, WV; Glenn Kishiyama, San Francisco, CA; Kathleen Madden, Lexington, KY; Robert Perry, St. Paul, MN; Steven Pottier, Tulsa, OK; Paul Smith, Fort Wayne, IN; Gary Tiesenga, Grand Rapids, MI; Joel Vergun, Fort Lauderdale, FL; James Vincent, Owensboro, KY; Paul Work, Washington, D.C.; Paul Zeller, Minneapolis, MN.

Manufacturing Co. of the Year

Achieving Force, Des Moines, IA; Digi-Tech Enterprises, St. Petersburg, FL; Enlitement, Ft. Wayne, IN; Holiday Novelties, Los Angeles, CA; Jamoppo, Meadville, PA; M*A*S*H, Southwest, PA; Quality Enterprises, Grand Rapids, MI; Symmex, Rochester, NY; X-10-Tion, Ft. Wayne, IN; Y.E.S., Dubuque, IA.

Achiever Expression

Talent Tops Tonite

The sleepless nights and the waiting are over. The decisions have been made and the Talent Night agenda has been finalized with acts chosen from a record 117 auditions.

A great deal of hard work has gone into the selection of the final acts to be presented tonight at 7:30 p.m. in the auditorium.

"All the Achievers are in for a real treat tonight," says Charles White, Talent Night producer.

Preparation was an important consideration in choosing the talent. Acts that were put together on the bus were easily distinguished from acts that took time and energy.

Other criteria included execution, timing, and staging. Enthusiasm and costuming also had a great influence on the judges' decisions.

The type of talent has a great influence on who makes the show. The

whole program, for instance, can't consist of guitar acts. The judges look for a diversified range of talent to present to the

Achievers in as fair a way as possible.

Tonight we will see the results - everything from Bach to Rock.

information



REJECT Workshop

Today, for the first time in NAJAC history, a frustrated group of Achievers were repeatedly turned away from workshops and were thus denied the right to belong to a group and actively participate in discussions. So, feeling rejected, these outcast Achievers walked slowly back toward the dorms. Many people would probably have just given up, but not Junior Achievers.

Five delegates - Kim Jones, Laurie Gardiner, Mark Sobcki, Jeff Kralowetz, and Alan Wansher - are the unofficial founders of the REJECT Workshop. This workshop was never closed and ended up with a membership of approximately 80 people.

David Loose served as the officiating pink fink and was able to keep order without censoring discussion. Dhaval (Coke) Shukla served as moderator for

the group who raised their hands when they wanted to talk and respected other people who were speaking.

A security guard expressed his admiration for the motivation and enthusiasm of these united Achievers.

We would like to express our thanks to both David and Dhaval for their fine leadership, and to all of the members for their participation.

NOTE: This special workshop was ONE DAY ONLY and will not be a regular workshop, so would everyone please find a regular workshop to go to from now on. Thank you.

REUNIONS

YEAR	GROUP	TIME	PLACE
75	33	4:10	BRISCOE FLAG
76	8	4:10	" "
77	48	6:30	" "
77	4	4:15	" "
76	17	4:15	" "
77	44	4:15	" "
76	28	6:30	FOSTER FLAG
77	37	12:30	" "
77	40	5:00	" "
76	27	1:00	HARPER FLAG
77	27	1:00	HARPER STEPS
76	7	1:00	COKE TENT
77	14	4:00	COKE TENT
77	30	7:00	FOSTER FLAG
77	12	6:15	SEMBOWER FLD
77	7	6:15	" "
77	21	4:30	M McNUTT FLAG
77	54	6:45	" "
77	11	4:30	" "
77	47	4:00	" "
77	3	6:30	" "
77	35	5:00	" "
77	9	4:30	" GIRL CRT

ELECTIONS

The Election Committee urges everybody to streak to the polls on Thursday. Voting will take place from 12 noon to 1 p.m. in each of the dorms. Look for the signs indicating polling places. Be sure to wear your nametag, review your sample ballot and VOTE before you eat lunch. Remember to "Do it" on Thursday - VOTE.



Group 22 successfully created an unsupported circle of approximately 54 people and would like to challenge any other group to successfully do the same with more delegates.

A reunion for all who attended the Midwest Regional Sales Contest in Fort Wayne will take place Wednesday after the talent show at the Foster flagpole.

Unit "c" is sponsoring a c level olympic competition Wednesday afternoon at 4:15 at Sembower Field y'all come. All "c" delegates are invited.

Group 11 call themselves the Lions and consider their group the "King" of NAJAC.

Did Kathy from Louisiana ever find her "Summer Lovin'?"

Group 12 claims that they are all turtles so they have dubbed themselves the "turtle group"

Groups 19 and 20 are working together and are having a kissing contest. They call it "the best thing since rice krispies" Scoring is by total number of kisses recieved. Date and time - anytime and anyplace til Thursday.

Group 46 will try to conquer group 43 in a basketball game at 4:15 Thursday, Results later.

Group 20 states they're the greatest when it comes to volleyball and will challenge any other group. For additional info contact 20's "Frog" Jones.

John Turner challenges anyone to "The Chess Championship of NAJAC" Phone 7-1069 for appointment.

Group 25 will be staffing the Coke tent in the McNutt courtyard Wednesday night after the talent show to reduce congestion and confusion. No tipping.

Laurie Nieman, Group 31's Pink Fink will celebrate her 19th Birthday August 9th Happy Birthday Laurie from Louisville.

A day late birthday wish goes out to Lynn Curtis, executive director of South Central Wisconsin JA. Better late than never. Love, Your delegation.

Jane Gehringer turns 18 today, Happy Birthday

Brad Gelmo is looking for a partner to play "Panzer" with both here at the conference and by mail afterwards. He has a Panzer Leader If interested phone 7-8005.

Happy Anniversary Lori and Dave who met one year ago at TORI!

Chip Robie of North Carolina was caught with elbows on the table 3 times. All Right Chip!!

Group 24, who did a super job cleaning up the Coke tent Monday night request that all people using that area continue to keep it free of litter.

Mike Friedman would like to know if he set a record of personal sales with his gran total of \$5,900. He accomplished this goal at the Orlando JA center with a T.V. company that put on T.V. shows like the old "GE College Bowl".

The Welcome Committee is putting up a memory board for all delegates. Any delegation may donate mementoes by leaving them with a committee member or at the Foster Info desk. All delegations should be represented.

ROJAC discussion group 42 will have a chance to chew the fat in the game room of McNutt Central at 9:30 p.m. Wednesday.
