



The Achiever

News of the 37th National Junior Achievers Conference



Wednesday, August 20, 1980

Speed and knowledge seen in JA bowl

Because of the overwhelming response, the JA Bowl has become a permanent part of NAJAC's agenda this year. Previously, the JA Bowl has been run on an experimental basis. This year the competition is sponsored for the first time by Gino's/Rustler Steak House, a large Mid-Atlantic restaurant chain. The 90 entrants in the contest will compete for trophies and prize money.

George Larkens, public relations director of Gino's, Inc. in Baltimore believes that the program calls well-deserved attention to the Junior Achievers.

"Gino's is in support of furthering these Achievers' awareness of the free enterprise system. And this is one way to stimulate the general knowledge of our youth."

Founded in Baltimore, Gino's, Inc. is now in its 24th year of operation with over 350 Gino's restaurants from North Carolina to New Jersey. By executing a franchise agreement with Kentucky Fried Chicken Corporation in 1962, Gino's was allowed marketing rights throughout the East Coast. The Rustler Steak House chain was later acquired

and expanded to 115 areas across the states.

Formerly Ameche's Drive-in (named after Alan Ameche, former fullback with the Baltimore Colts and present vice-president of community relations for Gino's, Inc.) the former all-pro Colts' defensive end Gino Marchetti joined the company in 1959.

The preliminary competition consisted of a general written exam emphasizing business, JA, and current events including the arts, science and literature.

Participants parried a rapid-fire interview to judge knowledge and promptness of answers. This score combined with the written test score will determine who will represent the four-man teams for the five regions.

The five regional teams competed to eliminate one regional team, leaving the four top teams to compete in a semifinal round at the General Session.

The final round for the JA Bowl was played at the General Session Wednesday morning to determine the winning team.

Keith Newman, JA Bowl committee



Representatives of Region I await a question during JA Bowl semi-final action Tuesday evening. This morning's final round featured teams from Regions I and V. The team members receive scholarships.

member, points out that the participants are "sharp well-rounded people." As Newman emphasizes, "These people must be alert Achievers with a vast amount of different orientations in order to compete in such

an event."

Participants are chosen to represent their local area through various competitions such as written tests, merit awards, or actual area JA Bowls.



Charlton Heston presents the Business Hall of Fame silver leaf to Peggy Wilson, wife of the founder of Xerox Corporation, the late Joseph C. Wilson.

Officer attends NBLC

by Craig Canfield

Where can you find the nation's most successful and influential business people gathered each year?

National Business Leadership Conference! This year, on April 10th, the plush Bonaventure Hotel in Los Angeles was the scene of just such a gathering. The day-long JA-sponsored event included discussions, receptions, a luncheon and a Junior Achievement Trade Fair. The 1980 Laureates were inducted into the National Business

Hall of Fame at an impressive banquet that evening.

Each year junior Achievement asks the board of editors of *FORTUNE* magazine to select new members for the National Business Hall of Fame. A stipulation made by the board is that an inductee may no longer occupy the post in which their contribution to business was made.

It seems that in America, we are quick to heap praise and recognition of (continued to page 3)

Business leaders visit Conf. for B, I & E Day

Approximately 400 Business, Industry and Education leaders from throughout the United States arrived at the Indiana University Campus today to participate in the Business, Industry and Education Day.

Members of the National JA Board of Directors, corporate executives, educators and media personnel are participating in the day's activities with selected Achievers acting as their guides.

Among the distinguished visitors are Royal Little, National Business Hall of Fame Laureate; David T. Kearns, president and chief operating officer of Xerox Corporation and chairman of the National JA Board; Mrs. Tina Santi Flaherty, corporate vice president, Colgate-Palmolive Company; L.M. Cook executive vice president, Atlantic Richfield Company; R.P. Straetz, chairman, Textron Inc.; and Martin D. Walker, president, Automotive Operations and executive vice president, Rockwell International, and a member of the Detroit JA Board.

Marvin L. Butts, senior vice president, Administration and Planning and B, I & E Day Coordinator, said of B, I & E Day "this is an opportunity for businessmen to actually meet and exchange experiences with Achievers on a common 'ground' which results in a better understanding of the business world and helps to solidify that understanding."

This morning the B, I & E

participants attended the General Session, and will, throughout the day, be participating in regular NAJAC activities, such as the group discussions on the lawns. During the course of the day business leaders and Achievers will discuss areas of mutual concern openly and freely with an eye to, possibly, making changes for the betterment of all.

The day's activities will be highlighted with a dinner and reception at Alumni Hall, where Marion Kessler, chairman of the board of Kessler-Bodenheimer Inc., a New Orleans based insurance company, will receive the 9th annual Pioneer Award.

Kessler, a prominent civic leader, is one of the group of business leaders who pioneered the organization of Junior Achievement in New Orleans in 1955. He was elected the first president of the New Orleans JA board and is celebrating his 25th year as an active member of that board.

Following the dinner, B, I & E Day participants will be invited to attend the Talent Show, which will include a JA hymn written by an El Salvadorian Achiever.

Business, Industry and Education Day was originally called "Fly-In Day" because business leaders would be flown into the Conference by JA to acquaint them with NAJAC's purpose. This was later changed to B, I & E Day because many of the visitors drive to the Conference rather than fly.

A four step approach works

How to make selling easy

The following is the first in a series of articles to be presented on selling.

You have a problem. It is the beginning of November and your JA company has been working hard for the last few weeks. You have so many products stockpiled in inventory that the door on the storage closet at the center is getting hard to close. You ask your advisers, what to do? They reply "Sell!" You ask, "How do we sell?"

The key to becoming a successful salesperson, as an Achiever, is in understanding that selling must be reduced to a procedure. In this case, procedure is a step by step method of producing a desired result. Selling is a step by step method of making a sale. If an Achiever salesperson could identify the steps that make up the sales procedure, he could pre-plan his sale.

In making any type of sale of any type of product/service there are four necessary elements of the sales procedure: 1) pre-call planning 2) presentation 3) answering objections 4) closing the sale. If you leave out or hold back on any one of these steps, your chances of success are drastically reduced.

The pre-call planning step ties the other elements together. In this step, you, together with your JA company's marketing executive and the rest of the company, must analyze your market and your product. Who is your market? What are the characteristics of the people in that market? Where and when can they be reached? Remember that in order to be a prospective buyer a person must have a need for your product, have the ability to pay, and be accessible to the salesperson.

What is your product? Why should someone buy it? What are the benefits of buying it? What kinds of disadvantages might the prospect see in the product? At this point, make a list of all the possible objections that might be raised by a prospective buyer. Decide how you will answer each objection. You should map out the "route" you want to take. What should I say during the presentation? Should I have a sample product with me? Can I anticipate any questions or objections?

The key is in knowing where you want to go. What kind of goals do you want to achieve? Goals can be strong incentives. Each JA company should have goals and each individual should have his own personal goals. A goal must be realistic to be affective. The achievement of the goal must be verifiable, and it must deal with quantity. Each individual should have "sales" goals such as, "By Tuesday of each week I will have taken seven new orders for T-shirts." An individual should also have "activity" goals to help him achieve his sales goals. For example, in order to make seven sales a week an Achiever might say, "I must talk to 35 people each week about buying a T-shirt."

Remember, it is difficult to be motivated by large goals that are spread out over a long period of time. Break yearly goals into monthly goals, and monthly goals into weekly goals. Most importantly, keep track of how you are achieving your goals.

In essence, the first step to a successful sale should be taken before you even leave the JA center. The few minutes you take planning your sale can be of immense value when you make that first sales call.

So, you walked up the sidewalk, double checked your reflection in the storm door to make sure your hair was combed, and rang the door bell. You introduced yourself to the man who answered, mentioned that you were from Junior Achievement and asked for a few moments to explain the advantages of owning your product. He invited you into the living room and introduced you to his wife.

Now what?

Your purpose, of course, is to sell your product. Customers will not buy a product that they know nothing about, therefore you must explain your product. During the pre-call planning meeting your JA company held earlier, you discussed the selling points of your product. Now is the time to talk about those points with your prospects. Discuss benefits, not features. What is the difference? The features of an ice scraper might be that it is made out of plastic with a rubber coated handle and



I.U. campus provides the perfect setting for this group discussion.

a cutting edge beveled at 60 degrees. The benefits are that it is virtually unbreakable, easy to grip, and slices easily through ice or snow. The benefits, represent the real value to the customer.

Take advantage of any opportunity to get to know your prospect and let him get to know you. Some clues as to things that you may have in common might be the trophies on his shelf, the aquarium in the corner, the type of flowers out front, or the titles of magazines on the table. If you see something of this sort, talk about it for a few minutes. People like to buy from individuals like themselves and they like to buy from friends. Perhaps you know someone in common or drive the same car. Whatever it is, it may bring the two of you closer together and help ease the tension.

Try to hold the presentation under the best possible circumstances. Are you sitting close enough so that the prospect can see what you are showing him? Can you be heard or is the television in the other room too loud? If the prospect is rushed for time, should you volunteer to come back when it is more convenient?

Be professional during the

J A Company Goes Nuts

Is Junior Achievement a nuts and bolts operation? One JA company in Midland, TX is, and proud of it.

NUTCO, sponsored by The First (Achievers) Alumni Association, is that company, and Augustin Garza jr., president of the alumni group and executive adviser says, "Coming up with a new product idea isn't easy, but when we founded the association and decided to sponsor a company, we knew we needed a new idea as well."

The advisers spent a summer of research before Garza, who works in a bolt store, was struck with the idea of making chess figures from nuts and bolts. He took the figures he had designed to the first company meeting, and received unanimous approval from the 16 company members. Achievers being Achievers, however, they soon were experimenting with Augustin's designs until they developed one that lent itself to smoother and faster production.

Even so, making the chess game was a painstaking process. Each baseboard must be cut, sanded, painted and packaged along with 32 individually crafted and painted chess pieces.

"Why would a new company risk it with a new idea?" asks Augustin. "I think it was because the Achievers knew their advisers had been Achievers themselves

presentation. You are a business person and you should project yourself as one. Of course, be courteous and respectful. Remember that your actions reflect on all Achievers in the local and national programs. Most of all, be honest and sincere. A prospect will not buy unless he believes in the salesman and the product.

During your presentation your prospect may question you for information. It is in the answering of these questions that so many salespeople lose the opportunity to close the sale. When asked say, "Yes, it does." Right? Wrong. Instead, when asked, "Does it come in green?" You ask, "Do you want it if it does?" As soon as they say yes, you have your sale made.

"Does it come gift wrapped?" "Do you want it if it does?"

"Can I return it if it doesn't fit?" "Do you want it if you can?"

"Is it available in smaller quantities?" "Do you want it if it is?"

The key, therefore, to the effective sales presentation is not only what you say but how you say it. Get to know your prospect, make a smooth sincere presentation, and be prepared for questions.



A Midland, TX Achiever ponders her next move.

and could help them cope with the ups and downs of the mini-business world."

Their confidence was well founded. At \$12.50 a set, the company reached its goal of \$3,000, and since it was a partnership company, there was a bonus for everyone at the end of the year.

"All in all there is nothing nutty about NUTCO," says Augustin. "The product is making a big hit, so don't be surprised if you find chess games made from nuts and bolts on the market soon—just remember, a Junior Achievement company started it all."

NEWS CAPSULES

Washington, D.C....The Senate Finance Committee ignored the Carter administration's position against passing a tax reduction now and voted Monday to seek enactment of \$25 billion to \$30 billion tax cut before January 1.

Chicago...Republican presidential nominee, Ronald Reagan, called for the US to build enough military strength "that no other nation will dare violate the peace." Reagan defended US involvement in Vietnam as a "noble cause" in a speech to the VFW convention in Chicago.

Springfield, Illinois...Chicago businesswoman, Wanda Brandsletter is on trial accused of trying to bribe Illinois legislator Nord Swanstrom for a favorable vote for the ERA. Defense attorneys charged that she was being "selectively prosecuted," and that she merely sought to make a \$1,000 campaign contribution.

Washington, D.C....The Senate is expected to pass a bill today that will end 20 years of conflict over the development and preservation of more than 100 million acres of icy wilderness. Leaders in the House are expected to be under strong pressure to accept the Senate version of the bill. While the House has passed two such bills before, this would be the first Senate passage of any Alaska lands bill.

New York...A Wall Street Journal/Gallup Survey reported that chief executives of the 1,300 largest US corporations typically work 60-70 hours a week, travel 6-10 days a month, and often give up their weekends for business meetings. Most top executives have relocated six or more times.

(The survey was based on interviews with 306 executives.)

NY hosts JA seminar

On October 24, 1979, twenty-two enthusiastic students arrived at New York's Kennedy and LaGuardia airports to begin one of the most exciting and informative weekends of their lives. The Achievers attended the Reader's Digest Seminar held near JA headquarters in Stamford, Connecticut. The Reader's Digest Seminar is the training session for the National Junior Achievement/Reader's Digest Speakers Corps.

Prior to the training session, the seminar participants spent a day seeing many of the highlights of New York City. The students visited the New York Stock Exchange, the World Trade Center, and the United Nations Building. That evening the group dined at Mama Leone's and attended the Broadway musical "Sweeney Todd."

The intensive training began the next day with the participants learning more about Junior Achievement's many programs and studying some of the techniques of public speaking. The students learned to relate the JA program to specific audiences (business people, Achievers, educators, parents) in a variety of situations (speeches, panel discussions, convention booths). This objective was accomplished through discussion groups, lectures, role playing situations, and group presentations. The Achievers prepared presentations were videotaped and critiqued by the other seminar participants. Peer evaluations helped the participants to prepare for future presentations.

Twenty seven people attended the 1979 Reader's Digest Seminar, twenty two of which composed the new speaking group. Five others, Graduate Achievers Jim Foti and Sue Morelli, and National JA staff members Julie Hubbard, Buffie Kaufman, and Dave Withee were present for training purposes.

That weekend the achievers also had the opportunity to dine with JA President Richard Maxwell, visit National JA headquarters, and spend an evening roller skating.

The Reader's Digest Seminar is sponsored by DeWitt Wallace, founder of the Reader's Digest magazine, who provides the funds that enable high school seniors and college freshmen to attend the seminar. His funds also help defray travel expenses the members incur in fulfilling future speaking engagements. Many of the corps members were able to represent JA at business conventions, professional society meetings, and local business and civic meetings. In addition, some Achievers delivered speeches at JA functions.

Each year about 24 Achievers are selected to attend the Reader's Digest Seminar. The participants are chosen from contest finalists, validated candidates, committee chairpersons, JA Bowl finalists, and group chairpersons and alternates at the National Conference. Applications for the seminar can be obtained at the informational meeting scheduled for Thursday at 4 p.m. in the auditorium.



NAJACers share a songbook.

A star is born

From ventriloquists to spoon players, singers to roller skaters NAJAC is preparing for the annual Talent Show Wednesday in the IU Auditorium. The Talent Show committee judges have been auditioning acts for hours, considering which of the 95 try-outs will be performing.

Says Capiz Greene of the Talent Show committee, "It's very difficult to choose 12-18 acts for an hour and a half show. The broad spectrum of talent is astounding. You sometimes cannot believe this is amateur talent."

Some Achievers have busily been preparing for days, weeks, even months for the chance to perform. Nervousness sets in as the Achievers anxiously await the calling of his or her name. "Is this a waste of time?" one Achiever asks.

"Hardly," responds Terry Hanna, a talent committee member. "Welcome and relax."

Hanna points out that this is an excellent opportunity for Achievers to take advantage of. Besides Achievers getting to perform, they get to see actual theatrical presentations. They might be nervous at the beginning, but by the end they're relaxed - like any great performer!"

Contestants are judged on a 1 to 10 raw score based on performance, costume and originality of their act. Trophies will be awarded to the first, second and third place winners.

A variety of qualified judges in the areas of dance, music and communications will be deciding the final winners of tonight's performance. The judges include four members of the staff at Indiana University: Krisna Hanks-Wisman, associate instructor in dance, James Holland, director of major events, Durand Pope, administrative director, Department of Theatre, and Camilla Williams, professor of voice. Richard Bishop, host of the radio show, "Afterglow," fifth judge.

Business leaders meet Achievers

(continued from page 1)

athletes, T.V. and film stars, politicians and scientists. Rarely do we acknowledge the outstanding men and women who have shaped our free enterprise system. The National Business Hall of Fame identifies and recognizes our great business leaders and makes known their achievements.

Youth is an integral part of NBLC. We Achievers were involved in many discussions with past and present Laureates. We were given the opportunity to express our views and opinions on the issues of the 80's to several executives from our nation's major companies.

I was fortunate to have had a conversation with Frederick Crawford, a 1980 Laureate. (Crawford took Thompson Products, a small auto-parts manufacturer and built it into TRW, a diversified giant in the aviation and aerospace industry.) Crawford said, "You can accomplish anything you want, but you must do it with absolute commitment. If you give your best, all the time, you'll reach your goals."

At lunch, it was my privilege to present the S. Bayard Colgate Memorial Award to Mary Wells Lawrence. This is JA's highest honor given to a volunteer. "A little pride will go a long, long way," and the comprehensive promotional campaign that accompanied that slogan, was the brainchild of Ms. Lawrence and her advertising agency, Wells, Rich, Greene, Inc.

Following the noon luncheon, a panel featuring leaders from diverse factions of our nation and five outstanding Achievers engaged in a lively and interesting discussion. The leaders represented the National Urban League, the United Auto Workers, the Chairman of the Board of Jewel Companies and the California House of Representatives.

The evening banquet was nothing



Enjoying the JA Product Fair at the NBLC are David T. Kearns, president of Xerox Corporation and chairman of JA's National Board, and Karl Flemke, JA executive vice president.

short of spectacular. Walt Disney created a dazzling audio-visual display, and Charlton Heston's presentation made this celebration of Business' triumphs and the people behind them truly outstanding.

The 1980 Business Hall of Fame Laureates were: George Westinghouse (Westinghouse Electric Corp.); Robert Justus Kleberg Sr. (King Ranch); Charles C. Spaulding (North Carolina Mutual Life Insurance Company); Joseph C. Wilson (Xerox Corp.); DeWitt and Lila Wallace (Reader's Digest); William A. Patterson (United Airlines); Frederick C. Crawford (TRW); William M. Batten (J.C. Penney).

As David Kearns, chairman of the JA National Board of Directors said of the members of the Hall of Fame,

"...They saw things not for what they are, but for what they might be. Their achievements are a compelling reminder that the wealth of this nation is in our minds and hearts...and that's a renewable resource."

OFFICER UPDATE

The National Conference officers would like to encourage achievers to take the opportunity to meet and talk to the corporate executives and educators and to make our NAJAC visitors feel welcome.

Conference officers will be representing the NAJAC delegates at a special welcome reception being held this afternoon for the National Board of Directors.

Validated conference candidates are busily attending caucuses all day today.

Caucuses are an important part of elections. This is an opportune-time to meet and question your future '81 officers.



Delegates sit spell-bound during General Session.

Candidates for national



SUSAN REDMAN

Susan Redman
Conference President

Age: 18
School: UC Berkeley
JA area: Los Angeles
JA activities: National Business Leadership Conference Ambassador; NAJAC '79; JAMCO '78-'80
School activities: Literary magazine; CSF; National Honor Society; Key Club; School musical; Girls State; Orchestra; Dance Theatre Group
Other activities: Girl Scouts Camp Counselor and Leader, Church Group Member
Awards: Management, Executive, JAMCO Leadership Award, \$100 Sales Club, 100% Attendance, President of the Year, Outstanding Undergraduate, Disney Scholarship winner
"During my term as National Conference President I will work to better awareness of Junior Achievement on several different levels. Firstly, I will initiate a nationwide 'Youth Outlook on Business and the Economy Week.' This program will increase public awareness of JA. Secondly, a NAJAC competition workshop program will be put into the works, offering a better understanding of the NAJAC contest selection process. As a third goal I plan to organize an area based troubleshooting program, staffed by graduate Achievers and aimed at easing the difficulties encountered by many new companies. As Conference President, I will accomplish these goals."

John Tipton
Conference President

Age: 18
School: Miami University
JA area: Louisville
JA activities: Region Two's JA Management Conference President, 1979-80; NAA Region Two Coordinator, 1979-80; Kentuckians Achievers Association Vice President; Kentuckian JA Conference Vice President; Dale Carnegie; 1979 Speakers Corps of Kentuckians
School activities: Senior class vice president; Boys' State and Boys' Nation Delegate; Student Council; school newspaper editor; speech; National Honor Society; golf, track; Math League; senior play; chess; Spanish Club; Latin Club
Other activities: American Cancer Society Fund Raising Drive; Kentucky Mental Health Foundation Fund Raising Drive, Church Youth Group Advisory Board
Awards: Special Human Relations Award and Impromptu Speaking Champion; 1978 National Purchasing Director of the Year; 1979 National Semi-finalist President of the Year; 1980 Kentuckians' Outstanding Young Businessman Runner-up; Senior Achievement Scholarship; NAJAC and JAMCO delegate, three years; KAJAC delegate; \$300 Club; Progressive Awards; 100% Attendance
"The real success of this conference will be measured by what



HEATHER KARIN HALFACRE



JOHN TIPTON

you take back to your areas. If the spirit and enthusiasm generated by NAJAC die when the final session closes, NAJAC has been a failure. The planning of NAJAC '81 is the same way. Each of you has a responsibility to let your conference officers know what you liked and disliked about NAJAC '80. Only when all 3,000 delegates express their feelings about NAJAC will it reach its full potential. As NAJAC president, I promise to apply dedicated persistence to combine your ideas, complaints, and suggestions and to turn them into realities."

Dan Eder
Conference Vice President

Age: 17
School: Nicolet High School
JA area: Milwaukee
JA activities: BAJAC; JAMCO; leadership Training Seminar; Dale Carnegie; Trade Fair Chairman; Speaker-FUB; Speaker-BAJAC; Speaker-Trade Fair Rally; recruiting
School activities: Yearbook Business Editor; National Honor Society; forensics; French Club; soccer
Other activities: Nicolet Magic Revue-Muscular Dystrophy Foundation
Awards: 100% Attendance; all Progressives; \$1,000 Sales Club; area Vice president of Marketing of the Year 1980; Dale Carnegie Scholarship; College Scholarship; Area Outstanding Male Achiever
"I have been deeply involved in Junior Achievement for three years. I believe you will agree, my record indicates that I possess the qualities necessary for this position. They include: dedication, enthusiasm, and a commitment to hard work. My achievements include; being chairman of the world's largest JA trade fair, being chosen as the Area Outstanding Male Achiever of the Year and being selected as Area V. P. of Marketing of the Year. Together we will make 1981 the banner year for Junior Achievement."
"Vote Dan Eder for Vice President."

William Herp
Conference Vice President

Age: 17
School: Bishop David High School
JA area: Louisville
JA activities: NAJAC '78, '79; KAJAC '78, '79; JAMCO '79; Vice President KAJAC '80; CINJAC '77
School activities: National Honor Society; Student Council President; varsity soccer
Other activities: Church Youth Group; retreat leader; grade school tutor
Awards: Vice President of Marketing of the Year; Treasurer of the Year
"As Vice President of NAJAC 1981, it would be my main goal to serve and act on the behalf of the delegates to NAJAC



KATHY HARRIS



DAN EDER

1981, and to make the Conference the best it could be for each Achiever. To achieve that goal several steps would be taken. The most important of which is greater communication with the delegates of NAJAC 1980, to capture ideas on what was most beneficial, and with the potential delegates to NAJAC 1981, the Achievers. With service to the delegates of NAJAC 1981 foremost in mind, I present myself as a candidate for Vice President of NAJAC 1981."

Paul Savary
Conference Vice President

Age: 18
School: Loras College
JA area: Dubuque, Iowa
JA activities: Toastmaster's President
School activities: Editor-newspaper; Department Editor-yearbook; National Honor Society of Journalism
Other activities: Dale Carnegie Course; President of Dubuque Achievers Association; Regional Coordinator
Awards: Best Salesman; Officer of the Year; Outstanding Young Businessman
"Meeting the challenge of the coming Junior Achievement year will require a definite plan of action. I believe the following steps comprise such a plan."
"An 'Achiever Input Page' in the Achiever magazine will bring the ideas and contributions from the entire spectrum of JA programs which previous officer teams employed would be continually developed and expanded to maintain continuity. Finally, Achievers everywhere must make a commitment to JA and its program. As the "top" Achievers, NAJAC delegates must lead the movement."
"Let's work together to.....Meet the Challenge."

Colin Stevenson
Conference Vice President

Age: 17
School: James Bowie High School
JA area: Fort Worth
JA activities: President; Dale Carnegie; Tarrant County Achievers Conference
School activities: Baseball
Other activities: Men's Club Youth Group
Awards: President of the Year; Best Sales; Merit Scholarship
"The Junior Achievement experience has afforded me the opportunity to gain knowledge into the values, opportunities and freedoms of our economic system. The program has made me more aware of the advantages of our system over other economic systems. While learning practical business knowledge, I have also gained self-confidence and many friendships. I have witnessed what Junior Achievement has done for me, and how I have grown through this experience. I want to see Junior Achievement expand and help more students, and I want to take



ANNE OKREPKIE

nal office announced



WILLIAM HERP

part in that expansion in any way I can. Being a Conference officer would allow me to take a small part in the growth of JA.

Heather Karin Halfacre
Conference Secretary

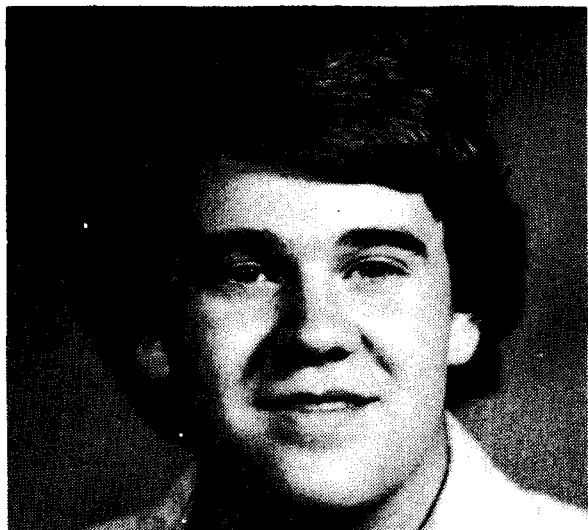
Age: 17
School: Elizabethtown High School
JA area: Louisville
JA activities: JAMCO; NAJAC
School activities: Honor Roll; Pep Club; French Club; band
Other activities: Achievers Association Vice President; Speakers Corps
Awards: Progressive Awards
"Communication is what NAJAC should be built on. Your input as delegates can make the difference in what the Conference can contain, it is designed for you; to strengthen yourself and the JA program. As interested delegates and responsible officers we should utilize all communication resources. We have superb delegates, staff and ideas - we need communications to tie them together, to provide a NAJAC that contains what the delegates want and need to be successful Achievers and to have a successful program."

Kathy Harris
Conference Secretary

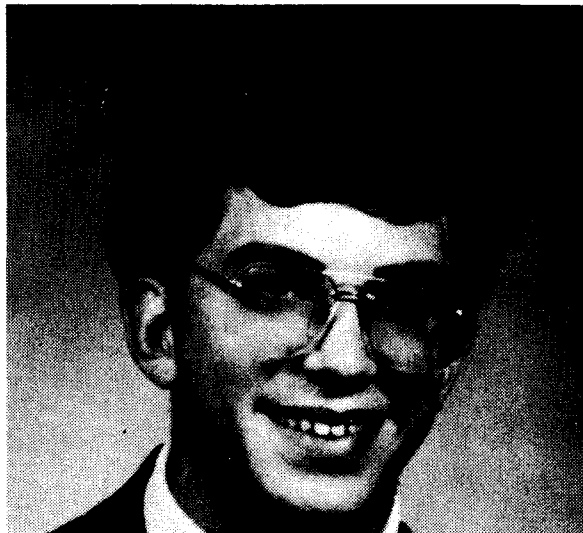
Age: 18
School: Iowa State University
JA area: Chicago
JA activities: NAJAC '79, ALCO, CAJAC, JAMCO
School activities: Class Council; Student Union; tennis; National Honor Society; French Club
Other activities: Presidential Classroom; League of Women Voters
Awards: Progressive Awards; \$300 Sales Club; Achiever of the Year
"NAJAC is a dynamic rewarding experience which offers many opportunities for growth and accomplishment. To continue "Meeting the Challenge" we need dedicated, competent and enthusiastic leadership. I believe that I possess these qualities necessary to represent our interests and continue making NAJAC a meaningful experience."

Anne Okrepkie
Conference Secretary

Age: 18
School: St. Joseph High School
JA area: Bridgeport, CT
JA activities: ROJAC Secretary; chairman of Western Connecticut Correspondence Committee; Speakers Corps; WESCONN JAC Secretary; Achievers Association



WILLIAM SAWYERS



PAUL SAVARY

School activities: 1st Place National Spanish Exam; Century III Leadership Winner; Quill and Scroll Scholarship; Trumbull Exchange Club Youth of the Year; DAR Award; First Slovak Wreath of Free Eagle Scholarship; Listed "Outstanding America"

Other activities: Church Youth Council; Jerry Lewis Muscular Dystrophy Telethon Committee
Awards: Dale Carnegie Scholarship; Rotary Club JA Award; all Progressive Awards; Public Speaking Contest; Finalist National Secretary of the Year

"If given the honor and privilege to serve as the 1981 National Conference Secretary and a representative of Achievers nationwide. I would work to the best of my ability to not only act as an effective sounding board for Achievers, but to achieve the objective of maintaining strength of communication within Junior Achievement; to expand our communication with other youth organizations extensively and participation in the community to improve public awareness of JA. To meet this challenge successfully requires a utilization of the qualities of determination, perseverance and most importantly, a sincere enthusiasm - gained in my service as a local and regional Conference officer."

William Sawyers
NAA Chairman

Age: 18
School: Skyline High School
JA area: Greater Salt Lake, UT
JA activities: COJAC '78-'80; Speakers Corps; President, Salt Lake Chamber of Commerce; NAJAC '79-'80; NAA Council '79; Dale Carnegie; Toastmasters; Advisers Council--Achiever Representative; President--WACCO '80
School activities: Vice President National Honor Society; National Merit Finalist; Who's Who; M.U.N. Delegation Chairman; Men's Association Officer; FBLA--State Reporter; Mr. FBLA; Boy Scouts Senior
Other activities: DECA--National Contest Finalist, Free Enterprise Project; Boys' State--State Officer; Explorers--Post President; Eagle Scout; Patrol Leader; Exchange Clubs Youth of the Year
Awards: Best Annual Report; 100% Attendance 2 years; Executive Award; Presidents Scholarship; National Forensic League--Second Place State Legislative Forum; Century III Leadership; America's Outstanding Names and Faces; Exchange Clubs; Arthur Anderson Scholarship

"As NAA Chairman, I would strive to strengthen the National Achievers Association and its role in Junior Achievement. I believe that NAA has recently made great strides in becoming a more efficient organization by streamlining the flow of information from individual Achievers Associations to NAA officers. I will work to continue this trend. The National Achievers Association can be beneficial to every Achiever in the nation, and can be instrumental in making NAJAC even better

DONALD SCHIEMAN, JR.



PHOTO NOT AVAILABLE

COLIN STEVENSON

in the future. The NAA has the potential to be this kind of organization, and I would like the opportunity to help make it such."

Donald Schieman, Jr.
NAA Chairman

Age: 18
School: Ballarmine College
JA area: Louisville
JA activities: Future Unlimited Banquet speaker; Achievers Association President; KAJAC; Speaker's Corp
School activities: National Honor Society; German Club; Student Activity Council; National Merit Commended Scholar
Other activities: Senior Achievement
Awards: Senior Achievement Scholarship; Company of the Year; 100% Attendance; \$500 Sales Club; Outstanding Leadership Award; President of the Year

"I am running for the office of NAA Chairperson in order to be the most service to the Achievers across the nation. I feel that my experience as an Achievers Association officer will let me understand the problems of the Associations and their officers. Also my experience as a local Conference officer and National Achievers Association Representative will allow me to be an able administrator. I will work to help the National Achievers Association be as beneficial and helpful as possible to the people that matter--the Achievers that benefit from their local Achievers Association."

Roger A. Sobeck
NAA Chairman

Age: 17
School: Boyertown High School
JA area: Reading, PA
JA activities: NAJAC; Penn Jac; MAJAC; President-Elect Area Achievers Association; President MAJAC; NAA representative
School activities: Executive Council; Student Council; Traffic Safety Council; State Advisory Board Student Forum Representative; Presidential Classroom for Youth Americans; National Honor Society; soccer
Other activities: President Church Youth Group; Boy Scouts; YMCA; Model Legislature; nursing home volunteer
Awards: Area Best Salesman; Top Sales; \$700 Sales Club; OYBM; Dale Carnegie Scholarship; Progressive Awards

"The NAA Chairman is responsible for leading the NAA to be the voice of the Achievers, and to be an integral part of the officer team. I know that through my JA and school activities and experiences, I can be the type of officer that you demand: One who demonstrates leadership skills, communicates effectively and answers to the Achiever's views and opinions. If you want a more effective NAA, vote Roger Sobeck at the polls Thursday for NAA Chairman."

ROGER A. SOBECK



PHOTO NOT AVAILABLE

Contest Semifinalists

PRESIDENT OF THE YEAR

Patrick Connelly, Sioux Falls, SD; Grady Daniel, Richmond, VA; Kent C. Diamond, San Jose, CA; Luke J. Fannon, IV, Bridgeport, CT; Michael Guarnieri, Stamford, CT; Ralph Johnson, Grand Rapids, MI; Ed Letourneau, Topeka, KS; Michael Levy, New York City, NY; Scott Moore, Denver, CO; Ann Reed, Santa Rosa, CA; Paul Savary, Dubuque, IA; William R. Sawyers, Salt Lake City, UT; Clyde Skeen, Mobile, AL; Murry Stegelmann, Elkhart, IN; Colin Stevenson, Fort Worth, TX; John Martin Tipton, Louisville, KY; Brian Wichman, Cedar Rapids, IA

SECRETARY OF THE YEAR

Deborah DePue, Chicago, IL; Susan K. Feldman, Santa Clara, CA; Scott W. Friestad, Des Moines, IA; Donna M. Fuegel, Syracuse, NY; Melissa S. Goodman, Tulsa, OK; Theresa R. Hartlage, Louisville, KY; Karen M. Hill, Orlando, FL; Lyle M. Ishida, Honolulu, HA; Rolanda M. Johnson, Denver, CO; LoriAnne Kryzyanowski, Buffalo, NY; Beth M. Longinotti, Winston-Salem, NC; Micaela A. Luke, Milwaukee, WI; Robin Riddle, Salt Lake City, UT; Susan M. Sarver, Canton, OH; Michele B. Smelcer, Dubuque, IA; Michael L. Smith, Lafayette, LA; Patricia Youmans, Grand Rapids, MI

SAFETY DIRECTOR OF THE YEAR

Lori Essig, Canton, OH; Lenora Feser, Los Angeles, CA; Barbara Hale, Houston, TX; Benito Juvera, Colorado Springs, CO; James Kersjes, Grand Rapids, MI; David Kruer, Louisville, KY; Stephen Lipp, Ft. Wayne, IN; Scott Reimer, Minneapolis, MN; Brian Sanders, Evansville, IN; Ellen West, Orlando, FL

BANKING CO. OF THE YEAR

Bank of Prosperity, Waterloo, IA; Achievers National Bank & Trust, Denver, CO; JA Financial Company, Charleston, WV; Atlanta Bank of Achievers, Atlanta, GA

SERVICE CO. OF THE YEAR

Pioneer Advertising & Production, Salt Lake City, UT; A.I.R. (Achievers in Radio), Des Moines, IA; Tri-Century Productions, Nashville, TN; The Commonwealth Press, Richmond, VA; Jenison Accident & Casualty, Grand Rapids, MI

VICE PRESIDENT OF MARKETING

Maria Elena Alonso, New Orleans, LA; Tom Avery, Birmingham, AL; Kathy Bindels, Allentown, PA; Wendell Bouwman, Sioux Falls, SD; Jimmy Carter, Ft. Lauderdale, FL; Bob Clemens, Akron, OH; Elizabeth Corcoran, Bridgeport, CT; Kevin Driscoll, Orlando, FL; Daniel Eder, Milwaukee, WI; Norman Friedman, Dallas, TX; Barb Feiler, Denver, CO; Paul A. Funk, Rockford, IL; Kathy Harris, Chicago, IL; Carol Hee, Honolulu, HA; Rusty Holt, Roanoke, VA; Matthew Kearns, Ashland, KY; Elizabeth Kiesler, Louisville, KY; Theo Monroe, Lexington, KY; Susan K. Schmickley, Cedar Rapids, IA; Davis Taylor, III, Los Angeles, CA; David Turk, Des Moines, IA; Donna Wallen, Kingsport, TN

VICE PRESIDENT OF MANUFACTURING

Ben Cohen, Tulsa, OK; David Collom, San Diego, CA; Craig Conti, Lexington, KY; Margaret Dougherty, Rockford, IL; John C. Finn, Cincinnati, OH; Joe Gunther, Omaha, NE; James Gutting, Flint, MI; Allison Hansen, Miami, FL; Chip Hardt, Indianapolis, IN; Diana Held, San Francisco, CA; David Lees, Wilmington, DE; Michael Levine, Los Angeles, CA; Todd Lue, San Francisco, CA; Patrick McHough, Tampa, FL; Hilliard Oubre, New Orleans, LA; Laura Palombi, Orlando, FL; Bryan Rossmann, Pittsburgh, PA; Daniel Small, Johnstown, PA; Kimberley Stevens, Milwaukee, WI; Jon Topp, Grand Rapids, MI; Rhonda Wright, Muncie, IN

TREASURER OF THE YEAR

Wanda Back, Cincinnati, OH; Douglas Bearrood, St. Paul, MN; James Brewer, Jr., Chicago, IL; Rosemarie Emanuele, Bridgeport, CT; William Herp, Louisville, KY; Anna Ho, San Francisco, CA; Timothy Johnson, Detroit, MI; Mary Jue, Santa Clara, CA; Jon King, Richmond, VA; Kenneth Mertz, Los Angeles, CA; Keith Miller, Cedar Rapids, IA; Brenda Lee Mills, Washington, D.C.; Mike Proicou, Columbus, OH; Michele Remillard, Toledo, OH; David Salama, Milwaukee, WI; Valerie Silver, Tucson, AZ; Daniel Sklar, Shreveport, LA; Robert Tepedino, New York, NY; Jill Trudeau, Toledo, OH; John Warner, Akron, OH; Morgan Williamson, Lexington, KY

VICE PRESIDENT OF PERSONNEL

Heidi Bair, Lancaster, PA; Ruth Barr, San Jose, CA; Robert Bazzarelli, Cleveland, OH; Scott Blum, Atlanta, GA; Rebecca Brawley, Pittsburgh, PA; Michelle Foster, Elkhart, IN; Heather Halfacre, Louisville, KY; Douglas Hileman, Toledo, OH; Teresa Jensen, Lincoln, NE; Corliss Knowles, Orlando, FL; Christine Linden, Milwaukee, WI; Kathy McGinn, San Francisco, CA; Janet Meinecke, Baltimore, MD; John Morrill, Portland, ME; Laura Perracchio, New York, NY; David Reed, Decatur, AL; Patty Stutz, Akron, OH; David Sumrell, Colorado Springs, CO; Steven Wheatman, Miami, FL

QUALITY CONTROL OF THE YEAR

Michael Boucher, St. Paul, MN; Max Domaschko, Charleston, WV; Renee Hall, Columbus, OH; Suzanne Iott, Midland, MI; Kathleen Johnson, Orlando, FL; Stephen Makk, Louisville, KY; Doug Miller, Pittsburgh, PA; Roger Schwartz, Battlecreek, MI; Pamela Taylor, Flint, MI; Deb Tiesenga, Grand Rapids, MI

PURCHASING MANAGER OF THE YEAR

Kurt Albrecht, Santa Clara, CA; Keith Anderson, Minneapolis, MN; Chantee Cade, New York, NY; Marianne Connolly, Boston, MA; David Erickson, Orlando, FL; Gregory Genrich, Indianapolis, IN; Todd Hall, Louisville, KY; Terry Lancaster, Akron, OH; Roman Mica, Chicago, IL; Maureen Nash, Baltimore, MD; David Raffo, Detroit, MI; Kevin Robertson, Atlanta, GA; Debra Waltz, Chicago, IL; Maryanne Nettleton, St. Paul, MN

BEST SALES PERSON

Richard Borrelli, Elkhart, IN; Roger Brooks, Minneapolis, MN; Stephen Buss, Los Angeles, CA; Ingrid Conrad, Pittsburgh, PA; Adrienne Darris, Atlanta, GA; Audrae Erickson, Portland, OR; Kevin Hansel, Muncie, IN; Jeffrey Hansen, Dubuque, IA; Lynda Keeley, Denver, CO; Dennis Ladd, Kansas City, MO; Lance Laverne, Baton Rouge, LA; Marianne McInerney, Stamford, CT; Scott Myers, Akron, OH; Mark Ogletree, Augusta, GA; William Petersen, Buffalo, NY; Donna Schwab, Decatur, IL; Steven Silverstein, Atlanta, GA; Roger Sobeck, Reading, PA; Bruce Terrill, Waterbury, CT; David Wattel, Chicago, IL



"What do you mean I'm out!"

Things go better with Coca Cola at NAJAC.

FRANCOMANO: 44 YEARS . . .

KEEPING JA FLYING HIGH

If you have ever been a delegate to NAJAC, you owe a lot to Joseph J. Francomano. He helped make NAJAC happen.

And if you came from Detroit, Denver, Seattle, Spokane, San Francisco, New Orleans or over 45 other cities in the United States, you owe him even more. He helped your entire JA program to happen.

Joseph J. Francomano, national executive vice president of Junior Achievement, retired this year after more than 44 years of dedicated service to Junior Achievement. His greatest reward?

"My greatest satisfaction came from organizing JA in more than 50 cities in the United States and more than 12 foreign countries," Francomano smiled. "When I see those delegations at NAJAC, I can say I had a part in bringing those delegates here."

Francomano can be proud of much more. He has been involved with every NAJAC since the first Conference during the late 1930's. He's been Conference chairman for at least 25 years, although he is not quite sure when the title became official.

He's watched NAJAC grow from a Conference of only 17 delegates representing 10 areas, with just one staff member and several Board members in attendance. That Conference had only one group--and discussions centered on JA itself.

As the program expanded throughout the United States after WW II, the delegate numbers increased. Contests, the first of which was public speaking, proved successful. Grad Achievers were brought back as staff members. This allowed a proliferation of new programs and options such as workshops, seminars, talent night centered on JA itself.

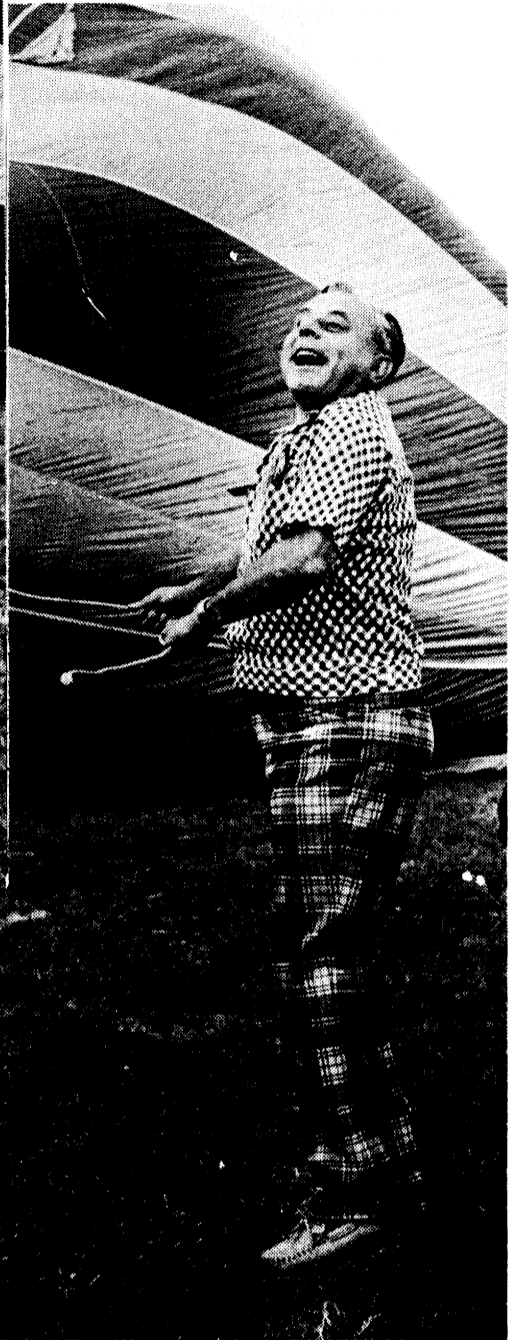
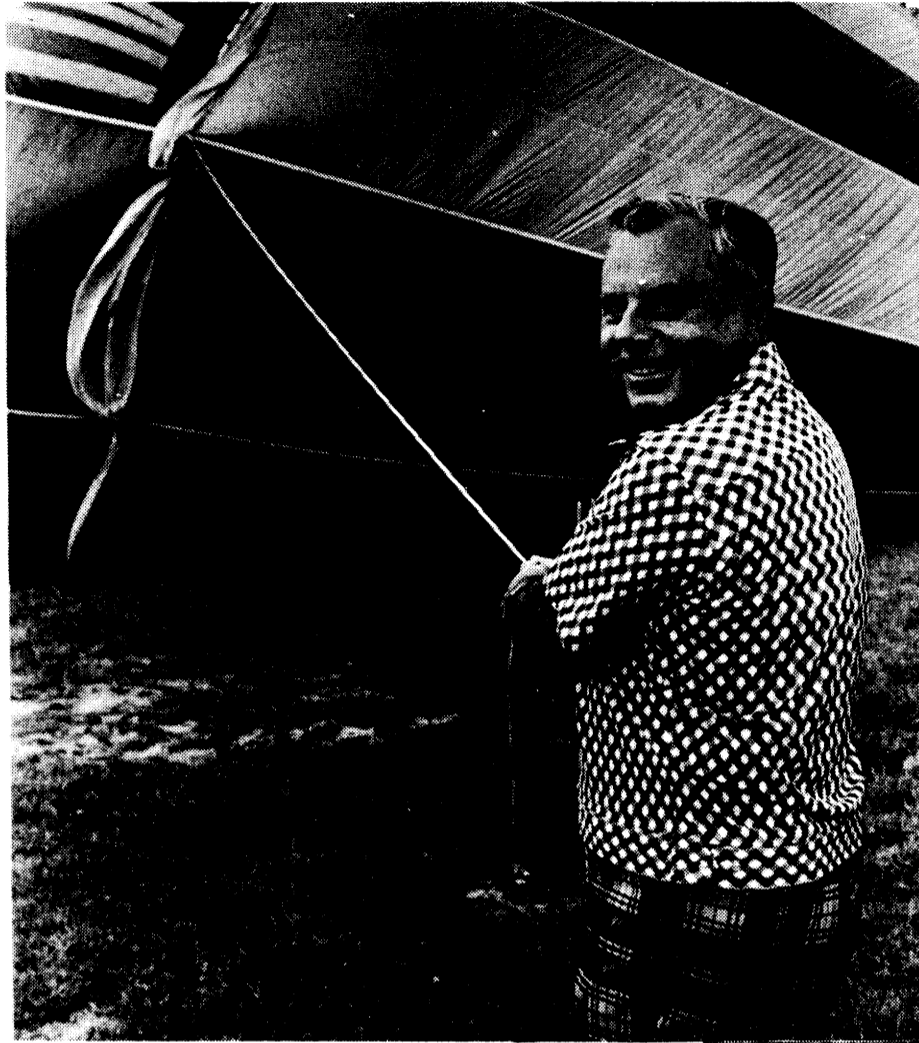
"We couldn't do these things without Grad staff," continued Francomano. "We simply do not have enough professional staff to go around. Professional staff here at NAJAC probably represents only one percent of the delegate numbers."

Francomano has served as contest chairman, chairman of guest relations, and liaison for B, I & E day. He helped start B, I & E day to attract business people and community leaders to the Conference. But perhaps his most famous contribution to NAJAC was the creation of that renowned NAJAC song--"I've got that JA feeling up in my head, up in my head, up in my head!" He still has a fine tenor voice.

Francomano, a cheerful, easy-going gentleman who obviously loved his work, always remembers the good times. Like the time a delegation from Texas arrived just on time for the Conference at Bloomington--Bloomington, Illinois, that is. Or the time delegates had to push a bus out from under a railroad viaduct when the bus got stuck. Delegates had to let the air out of the tires and push.

Then there were the times at the early Conferences at such places as Miami University in Ohio, and Ohio State University in Columbus. "NAJAC was in session when the football teams were practicing. We had to keep the players from getting into our activities and dating our Achievers."

The townspeople of Bloomington,



That JA feeling!

A man whose career with Junior Achievement got off t ground over 44 years ago, Joseph J. Francomano left l formal position as National Executive Vice President tl year. At NAJAC '74 he helped tether the Forbes magazi hot air balloon. Francomano is personally responsible f chartering more than fifty JA cities during his tenure, an as an Achiever in 1930's, he created the first coeducation JA company.

Indiana also had their fun. "During the early years at IU, every NAJAC delegate had to wear a white hat--a "Sweeney Beany" (named after Conference Director Jim Sweeney who retired two years ago.) We had to guard delegates from 'Sweeney Beany hat snatchers,' lest the townspeople take them as souvenirs."

And what does Francomano see for the future of NAJAC?

One thing he would like to see are scheduled discussion groups with business people in addition to current peer discussion groups. "I'm talking about meaningful discussions where a minimum of 15-20 business people per group would stay at the Conference a few days and actually participate and be involved," explained Francomano. "This participation would be far more than they can participate during the current BIE Day schedule."

This, Francomano feels, would open a dialogue in areas not currently available to Achievers. At the same time, business people would have a better understanding of why young people feel the way they do about business and other issues.

In conjunction with this, Francomano would like to see structured workshops in joint venture

with educators and community leaders, to help prepare Achievers for what is to come. "JA is a preparation for life, not just business," he explained. "This would provide exposure to community responsibility in addition to the specifics of earning a living."

Francomano also feels that the number of delegates at each NAJAC should be stabilized around its current size to maintain the quality of the Conference and make it more meaningful. "If a Conference gets too big, it becomes too stiff and formal. Achievers here feel they are part of something that they share together. There is a spirit of enthusiastic commraderie when delegates put their arms around each other and sing in the auditorium. There is a greater closeness of delegates here--they get to know each other sooner--than in other larger youth Conferences I've attended," explained Francomano.

Francomano also likes the recent JA trend toward diversification. "JA will be more international in the future," he began. "I just went to Japan to start a program over there; and students have been trained to start one in Sweden. We get requests all the time from foreign countries--some Third World--who are anxious to start JA. Someday we should formalize this and have more foreign

delegates."

Francomano also believes JA should work with other youth organizations where the groups would supplement each other. For example, a Girl Scout troop could run a JA company. And why not involve Science clubs in JA where they can apply their science interests to products and services?

Although these are ideas for the future, Francomano will still be around to see them work. While he is no longer going to be with JA full-time, he will remain involved with JA on a volunteer basis. In fact, he is attending this year's NAJAC as a volunteer.

"I'm going to miss the people with JA," admits Francomano. "But I will now be able to devote my time to other things as well."

Francomano will devote time to various community activities, including the Lions Club of which he has been a member for 28 years. He wants to be more politically active, and he wants to return to some of his earlier volunteer work, such as work for the Sloan-Kettering Cancer Institute.

As Francomano said upon accepting his appreciation award from Conference officers Monday evening, "Old Achievers never die...they just keep hanging around NAJAC."

Achiever Expression

Roller Coaster Fever



B. Derek Shaw, Executive Director of Scranton, PA and a former Achiever from Pittsburgh, has an unusual hobby. He rides the nation's roller coasters for the thrill of it.

About a year ago, Shaw bought a magazine called Roller Coaster Fever and decided to ride roller coasters for fun. In June of 1980, he attended the national convention for roller coaster riders and joined the club, American Coaster Enthusiasts.

Shaw has spent the past few years of his life riding roller coasters, accumulating a count of 50 out of the 265 still operable in the United States.

He explained the nation's roller coaster system. Every roller coaster is placed in a category ranging from wooden to the most complicated structures ever seen.

The wooden variety, built

REUNIONS

GROUP	TIME	PLACE
51	4:15	Briscoe flag
18	4:15	McNutt flag
11	4:00	McNutt flag
6	4:00	McNutt flag
15	4:45	McNutt flag
27	12:30	McNutt flag
42	4:15	McNutt flag
29	4:30	Foster flag
46	4:00	Briscoe flag
21	4:30	McNutt flag

on wooden frames, is Shaw's favorite. No two wooden coasters are built alike.

He named a few that outshine the others: the Thunderbolt at Kennywood Park in Pittsburgh, his favorite; the Beast at Kings' Island Park in Ohio, known as the fastest since its breaking of the Guinness World Book record with a speed of approximately 64 m.p.h.; and the Thunder Road at Carowinds in North Carolina that crosses the state line into South Carolina every trip and returns.

Shaw left some tips for those who want more out of a coaster than just the ride:

1. sit in the last car, the force of the entire train being pulled over a hill is enough to lift you out of your seat.

2. On a corkscrew type, tilt your head to the side and watch the world turn around.
3. For those who are safety conscious, hold on tight and sit toward the center of the train.

Anyone interested in the American Coaster Enthusiasts (A.C.E.) should contact B. Derek Shaw in the Public Relations Office, Briscoe A.

NAJAC

• The First • "Two" Days

My experience with NAJAC began on Saturday at 5 a.m. when the delegation from Birmingham, Alabama (I'm from Toledo, Ohio) began the two day journey to an exciting adventure. Right then, the adventure of meeting new people and learning new things began.

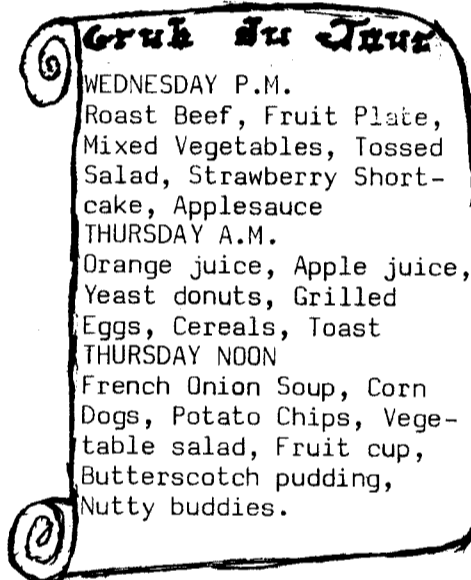
I was met by a humid parking lot, on which I remained for 30 minutes. At least I didn't have to sit on the armrest any longer! After that, I registered and became number 2220. I was told not to lose my card or else... or else what? Would I get 30 lashes with a wet noodle? It turned out that

I didn't have anything to worry about. So long as I ate, slept, and showered with my card, nothing would happen to me. Maybe it would have been easier to just tattoo my name and number to my forehead. I will have to admit that if you're not good at remembering names, the name cards help a lot.

Another unique experience is the first trip to the Auditorium. I felt we were being herded like cattle coming in for the evening milking and every so often a blue-and-white checkered fencepost would say, "please stay on the sidewalk." The Pink Finks also extended a friendly greeting and a contagious smile.

On my second day, I was aroused by the piercing buzz of my alarm clock. At least it works, I mused. I then reached over to turn it off, but before my hand touched the clock, the noise stopped. It was then that I realized the sound had been coming from across the hall.

Those are just some of the things I've encountered upon first glance at NAJAC. I believe this will be, without a doubt, the best week of my life.



Remember To VOTE



INFORMATION

Sports flash: Group 5 beat Group 6 in Volleyball 55-5! Hang it up six!

Attention all delegates staying in McNutt: You are cordially invited to the McNutt dining room at 5:55 p.m. to hear an important announcement brought to you by the friendly folk in Group 5. No reservations required.

Chicago would like to announce the addition of two honorary members to the delegation. Fifi and Ethel play an important part in sustaining Chicago morale. Listen for our cheers.

Ashland, Kentucky is sponsoring a contest. Each of 12 delegates has a shirt with a word on it. The shirts spell out a slogan. The first person to completely guess the slogan wins a prize. Each delegate is numbered. Takes place all day Thurs.

Fifi and Ethel would like to congratulate Donna Calderon and Chris Jordan, Chicago, for placing second in the Disco Dance Contest Monday night.

Did you spend your whole summer writing a speech for the Public Speaking Contest and get cut in the first round? Don't let your speech go to waste. Come to the McNutt game room Thursday at 4 p.m. and give your speech to an audience who wants to listen.

It took Boise, Idaho 51 hours on a Greyhound bus to get to NAJAC. Another record?

Unit D, NAJAC '79 will reunite in the Unit A office, McNutt B 11 Thursday at 10:00 a.m.

There will be a meeting for anyone who is attending Georgia Tech in the fall at the McNutt flagpole Thursday at 1 p.m.

Providence, Rhode Island would like to wish Ma Carney a happy birthday. We thank you and love you!

INFORMATION

INFORMATION

INFORMATION

Here's wishing Chris Hurd of the Manhattan, Kansas delegation a special happy birthday from Allison Stein.

I have worked for the Youth Conservation Corps (Y.C.C.) for two years. We build nature trails and such for the state parks. My concern is that in 1978 the funds were \$60 million, this year it's dropped to \$56 million. Next year there may not be a Y.C.C. I'd like to make more people aware of Y.C.C. so that when voting comes around, they'll know about it. For further information call Treesa at 7-6170.

Contrary to yesterday's Achiever Expression, Southeast Texas has the record for bus-bathroom-stuffing: 17 bodies. We also hold the record for back seat stuffing: 24 in the back seat.

The Dallas Delegation runs this statement in memory of Delegate Kitty Robison: Kitty worked hard to come to NAJAC and this way she will be remembered at NAJAC '80. With respect, Dallas.

Wednesday is "Kiss a 44 Day". Kiss the folks wearing 44 badges.

Michelle, devolution has taken place. I am totally yours. Love, Ken.

Carl Lee Johnson, Nashville, Group 29, lost a Levi's wallet and room key at the swimming pool.

Bill Higgins and Virginia Spencer believe they had the most delegations on two buses over a straight line distance of 800 miles. Their contingent included: 9 delegates from El Paso, 4 from Hobbs, 14 from Midland, 6 from Ft. Worth, 20 from Dallas and 11 from Shreveport. Can you top it?