

Najac File

CONFERENCE NEWS

1949 NAJAC DENISON UNIVERSITY, GRANVILLE, OHIO AUGUST 29--SEPTEMBER 2
VOL. 6 NO. 3 AUGUST 1949

Dear Achievers:

Once again it is my great pleasure to welcome you to another annual National Junior Achievers Conference. You are more than 120 strong this year - the largest group of delegates to ever attend one of our conferences - and by far the best group in the measure of your achievement.

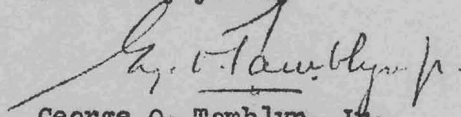
Much has happened in Junior Achievement since we were gathered together at Oglebay Park, in West Virginia, last year. Ten new cities have been added to our learn-by-doing program. Many new Junior Achievement Companies will be in operation in these cities this fall.

Each and every one of you here at Denison, and the hundreds of Achievers who could not attend this conference have had a vital part in the expansion of our program into these in new areas. Your personal achievement and the success of your individual companies in your respective communities has encouraged businessmen everywhere to organize new Junior Achievement units in new cities. So you see our success as a national organization depends on the personal success of each and every Achiever and the Achievement of individual Junior Achievement companies.

My enthusiasm for Junior Achievement grows as the program expands. This year of 1949 has witnessed the greatest growth in the history of the program; thus it is timely that an Alumni Association is now being formally organized to broaden your opportunities.

Have fun at NAJAC. Talk things over with your fellow Achievers from other parts of the country. Get the feel of belonging to a big national family of the best youth in America, - practical youth whose future is the future of America.

Sincerely yours,



George O. Tamblyn, Jr.
National Executive Director

WHO'S WHO :

With a high school trophy for entertainment tucked under his arm, ART FRANCELLA promises to be a real boon to our Amateur Nite!!! An Achiever for three years, Art has been both company President and Vice President.

Serious minded JOE LENCHNER, A junior at Penn. State, is rounding out his fifth year as an Achiever. Needless to say, his activities have been all-embracing; Speech maker, Company officer and committee worker, just to name a few.

JIM MORGAN, one of our leading Achievers and past president of NAJAC is attending his third National Conference. Now a student at the University of Illinois, Jim, his fine singing, his golf clubs and sense of humor, is looking forward to his "biggest and best NAJAC ever...."

BEV WHISLER, scholarship winning former NAJACER ('47), she's now a soph at the University of Dayton. She's an accounting major, with a good figure. Bev has served as a J.A. Adviser for a year to a sewing company. As for dates: "I'm all for them...."

Journalist-photographer JERRY MULLIN enters the University of Chicago in September, and from the various items he lists on his answer sheet, we can expect him to major in Public Speaking. He's a member of the Chicago Speakers' Corps and a Graduate of the Dale Carnegie Course in Public Speaking. Boy, pass the throat spray!!!

Here's a 1949 hobby for you; flying! The pilot is BILL PRIN. An Achiever for two years, Bill starts Johns Hopkins as a pre-med student in September. Bill should prove to be a real help to NAJAC, what with his J.A. experience in membership and by-laws committees in his local Association.

On the Board of Directors of his local Achievers' Association and active in J.A. because "I benefit by working and learning the importance of economics...." is FRED PUMMILL. He works off his extra energy by playing tennis, and looks forward to meeting many new friends at NAJAC.

ELINOR ("SHOTSY") SCHATZMAN is one of the "old guard", NAJAC '47 & '48. She edited the famous "Till Then", a publication by and for the '47 delegates. Get her to show you the back issues. Shotsy

is athletic and talented; volleyball, swimming-acting-piano and singing. She likes her fellows to smoke pipes, have dimples and great big muscles...sigh....

Wonder if ROY SCHOTLAND has any from France in his picture post-card collection? Musical (sax and clarinet) Roy lists wine, women, song and J.A. as his likes, and movies without pop-corn as his pet peeve. Hope he brings his clarinet to the conference, NAJAC has enough sax.

MARY (almost-made-Sweet-Sixteen-and-never-been-kissed.... but...) SNELLER. Mary likes to see people enthusiastic...and NAJACERS from '48 will remember her as just that. Last year she brought her violin and really made a hit with the gang...and she sings too. Amateur Nite, here we come!!! Mary calls J.A. "a pleasant eye opener to the world of business" and "NAJAC, just an eye-opener" Why Mary, what do you mean?

An Achiever with little to say about himself from Carnegie Institute is ALAN WALLIE. But he does say that he's eager to help with the brushes and buckets if our dance site needs any decorating. He's a soph at Cartech, studying painting and design.

Loads of J.A. experience combined with a personality that "likes everything and everybody" sure qualify DOT TAYLOR as one Achiever who'll really contribute to NAJAC. Dot's energy and ability have helped to make many of N.Y.'s social affairs go over the top when it came to selling tickets and arranging activities. We hope she helps plan some of the conference social life.

A shutter-bug with a lens set on the gals will be MARK BRAUER. He also claims that his "dark room technique" can't be beat. Chaperones, watch 'em! His tastes when it comes to the other sex are pretty selective, so all you future cover girls, just listen to Mark when he tells you about "what-I-can-do-for-you....."

Chairman of New York's Achievers' Association, WALT BUTLER, has as his main aim "to increase the individual Achiever's interest in Local J.A. affairs, both business and social." Five years of J.A. experience make this law student from N.Y.U. really hep to the J.A. story. Known as "Tom Jefferson" ever since he wrote the By-Laws for the N.Y. Assn. Walt is also a Senior Staff member of ACHIEVEMENT Magazine.

We opened TOBY CARLSON'S letter and out came a picture of "Smilin'" Toby himself. But why not smile? He was recently elected to the Student Council at his school and helped to stage Peoria's "Future Unlimited" Banquet. Add to this; radio experience, stamp collecting, tennis, piano and a bit of singing.

Engaged DINA DEBOLT says that she sings "a little" but lists loads of glee clubs and chorus groups as her activities. We hope that she'll honor us with a few songs. She represented her company at a J.A. Banquet in June and claims her company as a big money-maker in Middletown. She plans to get married after she graduates and we hope raise a family of money making Achievers.

A gal with a sense of humor is MARILYN CALSACY....example; "I love to drive-----I also like drive..in theaters, too." An active high school student, she tops her list of extra activities with a very academic standing of 3 years of perfect attendance. (Hope she doesn't cut any NAJAC sessions to go "driving".)

Member of the Radio Award winning Company in Bridgeport, BEA DUPONT doubled as both a writer and actress in that firm. Hamburgers and rootbeer are her weaknesses and sewing and knitting her hobbies.

RAY DRAKE, a one year man, and already has a very impressive record in J.A. Ray admits his failures along with his victories when it comes to Achiever Activities, and we are sure that his experience will be of help to the Conference Committees that will discuss J.A. problems. With regard to social life, he says, "I have no comment on dates". The tall, dark and silent type we gather.

Soft-ball enthusiast BARBARA KLUGMAN is also a Yankee Baseball fan. Member of an Award Winning J.A. Co. in N.J., Barbara is eager to join J.A. again in the fall..(out for another award, we hope.) She's free and easy with advice to the High School frosh or soph: "Join all the clubs and teams you can, you won't regret it!"

Back to NAJAC after a lull of 3 years comes PANSY JONES. She claims that she could almost write a book about J.A.....what with four years experience plus being an officer (3 years a president!) she really has had a go at J.A. She is now working for the firm that sponsors her J.A. company and learning how to drive. Her hobbies: dancing, skating, and basketball.

CAROLYN ("TAT") PRICE, NAJAC secretary, swims, sews, plays piano and collects match book covers. A Belle of the old South, TAT will really give you the low-down on NAJAC, she's a three year gal... A scholarship winner and speech-maker for J.A., she's been in a radio company for two years, and has a huge interest in both the social and business aspects of J.A.

Athletic (horseback, sailing and hiking) MARY ELLEN PETERS also plays the piano. Last years' NAJAC Delegates will remember Mary Ellen as the gal who gave lessons (horseback, sailing, hiking AND piano) to Tom Arenas. She's quite the camera bug too, color photography no less....

The guy going thru your pockets looking for Lincoln Head cents' is HERB NATTER. He only needs 16 more to complete his collection. Herb, an Achiever for three years, is attending his third NAJAC. Interested in advertising and sales promotion, he has been in both radio and market research companies in J.A.

Interesting hobbies are those of CHUCK McDONALD; target shooting, drawing and dancing. A high school grad, who enters Northeastern University in the fall, Chuck is taking a shorthand course during the summer. We hope that he does his homework so that he'll be able to take notes during his committee meetings. (Say Chuck, we hear that the NAJAC Secretary can't take shorthand. Want an introduction?)

TONY FERREIRA might well win the title of an ace comic at NAJAC. He lists among his enjoyments in life "a fondness for joking" and adds, photography, record collecting, dancing, parties, picnics and movies. Tony admits to his first date and first kiss all in one night. Truly an Achiever....and at the early age of 14.

That guy struggling with one straw and a "thick lime malt" at the end of the bar is WAYNE WEBB. When not preparing for debates, Wayne is collecting records, arranging music, playing in the brass or woodwinds section, discussing religion and politics or coaching. Leads a very dull life!!! Dates; dislikes "long-fast-loud talkers" Likes; a skirt; he flirts!!!

BETTY BROWN, who as prexy of her J.A. Company steered it at an "A" Award and a national citation for a good product, comes to NAJAC fully equipped to add to business problem discussions out of a full season of busy industry. A social butterfly Betty loves to gather souvenir's. Boys-watch your I.D. bracelets!

PAT SCOTT, otherwise known as "Red" spent part of her well earned spare time painting the J.A. center this past season and expects due retribution at NAJAC. A mad one for sports, Pat also is interested in learning about company problems, especially why they fail, and how to prevent it.

EDITORS NOTE: Some questionnaires were late---so---more biographies will be distributed at Denison.

FACTS AND FIGURES

AGE?

1	@	15	Yrs.
24	@	16	"
40	@	17	"
21	@	18	"
23	@	19	"
5	@	20	"
<u>114</u>			
AVERAGE AGE			<u>17 $\frac{1}{2}$</u>

TYPE OF J. A. COMPANY ?

RADIO	18
CHEMISTRY	12
PHOTOGRAPHY	10
RESEARCH	8
ELECTRICITY	1
PLASTIC	19
WOOD	5
DISPLAY	2
NOVELTY	2
JOURNALISM	10
METAL	2
JEWELRY	3
TEXTILE	5
MODEL	5
LEATHER	1
BAKERY	1
PRINTING	4
MISC.	7

NUMBER OF YEARS IN J. A.?

9	@	$\frac{1}{2}$	Yr.
44	@	1	Yrs.
27	@	2	"
18	@	3	"
7	@	4	"
3	@	5	"
<u>108</u>			
TOTAL 200 Yrs. in J. A.			

COMPANY OFFICES HELD?

PRES.	43	SALES MGR.	25
V. P.	17	PROD. MGR.	11
SEC.	17	PROM. MGR.	5
TREAS.	24	MISC.	7
		ADVISERS	1

ACHIEVER'S ASSOCIATION OFFICES HELD? *

PRES.	7	BOARD	4
V. P.	9	COMM.	14
SEC.	4	MISC.	4
TREAS.	7		
*Official Only			

IN WHAT GRADE OF SCHOOL WILL YOU BE IN SEPTEMBER, 1949? *

<u>High School</u>	
Frosh.	2
Soph.	5
Jr.	12
Sr.	40
Grad.	6

HAVE YOU BEEN TO NAJAC BEFORE? *

1946	1
1947	8
1948	20
1949	91

<u>College</u>	
1st Yr.	9
2nd Yr.	8
3rd Yr.	1
4th Yr.	
*Official Only	

APPLICATIONS

23	Graduate Achiever
92	Official Delegate
<u>115</u>	TOTAL

TIPS FOR DELEGATES

Betty Whamond, who's been to NAJAC twice before has a few tips for NAJACKS.

Wise is the person who learns to listen----and thus listens to learn.

He who uses his pencil rather than his memory to retain ideas is a CONTRIBUTING Najack.

NAJAC activities are fun --- for those who participate.

Sitting with new friends at every meeting or meal gives you the full value of a NAJAC conference.

NAJAC is 120 hours --- everyone of them can be unforgettable --- if you'll allow them to be.

Your NAJAC trip will have been worthwhile if you.

Feel you know every delegate well enough to write him --- and you do so.

Have an overall comprehensive view of Junior Achievement that you didn't have before you came.

Can't wait to return to your area to offer suggestive criticisms and then help in finding practical solutions.

Feel your presence at this conference helped both Junior Achievement and NAJAC.

Can honestly say "This is an experience I shall never forget."

TRAVEL ARRANGEMENTS

Here are the train schedules, special arrangements have been made for you, and you are expected to take the scheduled trains with Adviser - Chaperons. In all cases, get round trip coach tickets to Newark, Ohio. In case of doubt, ask your J.A. office.

Train #67 Pennsylvania Railroad leaves Penn. Station N.Y. 8:45 PM EST on Sunday, August 28.

For Achievers from New England, New York, and North Jersey
Miss Jean Murphy in charge.

For connections - Boston, Leave NYNH & H. R.R. #171 2:00 PM EST.
Providence #171 2:50 PM EST.
Bridgeport #171 5:23 PM EST.
Bristol & Hartford, Leave Hartford 4:04 PM EST and change
to #171 at New Haven.

All meet Miss Murphy at Penn. Station - Station Masters
Office at 8:15 PM EST - Arrives Newark, Ohio 8:49 AM.

Train #110 - Pennsylvania R.R. leaves Union Station Chicago 10:45 PM CST
Sunday, August 28.

For Achievers from Milwaukee, Chicago, & Peoria (Make
own connection to Chicago)

Miss Madonna Miller in charge.

Arrives Columbus 7:00 AM Monday. Change to #6, 8:10
AM to Newark, Ohio with Achievers from St. Louis.

All meet Miss Miller at Union Station - Station Masters
office at 10:15 PM CST - Arrives Newark, Ohio 9:00 AM

Train #6 Penn. R.R. Leaves St. Louis 10:40 PM CST Sunday, August 28.

For Achievers from St. Louis, E. St. Louis
Mr. Philip Maniscalco in Charge.

All meet Mr. Maniscalco at Station Masters office
at 10:10 PM.

Arrives Newark, Ohio 9:00 AM.

Here are Bus schedules according to information available. Your local J.A. office will check for you and help you. Get round trip bus tickets to Granville, Ohio.

From Detroit - Great Lakes Greyhound Lv. 7:25 AM EST
Monday, August 29.
From Toledo - (Same Bus) Lv. 9:18 AM EST
Monday, August 29.
Arrive Columbus 1:49 PM Leave on Lake Shore System
3:15 PM EST.
Arrive Granville, Ohio 4:07 PM EST.
From Middletown and Dayton by Greyhound Bus
Middletown Leave 7:50 AM EST Monday, Aug. 29
Dayton Leave 8:50 AM EST Monday, Aug. 29
Arrive Columbus 12:00 Noon.
Leave Columbus 1:15 PM on Lake Shore System.
Arrive Granville 2:07 PM EST.
Check your J.A. office for final arrangements.

No seats reserved - Get them in time,

Others - Atlanta and Pittsburgh - Check your local J.A. office for Travel Instructions.

TIPS ON TRAVELLING

1. PREPARE AHEAD OF TIME.

Get together with other delegates from your city and plan where and when you will meet, etc.

Ask your J.A. Director if you have any questions and if he has any special plans for you.

Be at the station in plenty of time, so you can all go together.

2. DON'T FORGET.

Don't forget your bag, your hat. Don't be careless with your belongings, or you'll lose them.

3. COME PREPARED.

NAJAC is a combination of Junior Achievement activity plus sports and social events. Don't burden yourself with clothes and accessories you won't need. Bring sport clothes, swimming suit, athletic equipment such as baseball gloves etc. The girls will wear sports clothes too, except for the dance Thursday night when they may want to display their latest formals.

Remember you're coming to have fun, not to worry about clothes, or losing your new dress.

DISCUSSION GROUP HINTS

Listed below are some questions you should be able to answer at your NAJAC Discussion Group. Talk over your answers with your J. A. Director, with your advisers and with other Achievers.

As you do this research work, jot down the answers, and think up some questions that we have not thought of for the list.

JOB OPPORTUNITIES

1. Does J. A. or the local J. A. Assn. in my town have an active job opportunity group?
2. How does this group operate?
3. Why can't it work in my town?

SCHOLARSHIPS AND AWARDS

1. Is there enough information supplied re: scholarships and awards?

PRODUCTS AND DISPLAYS

1. What production problems did my company have?
2. How did we solve them?

SALES AND ADVERTISING

1. What problems were there in my company's advertising and sales?
2. How did we solve them?
3. How did our advisers help?
4. Did we offer commissions or other incentives to sales personnel?

FIRST COMPANY MEETING

1. What impressed me at my first company meeting?
2. What was lacking at the meeting?
3. What suggestions do I have for future "first meetings" of J. A. groups?

ACHIEVEMENT MAGAZINE

1. What is there that you like and dislike in Achievement magazine?
2. What is lacking in Achievement magazine?

ACHIEVER'S ASSN AND SPEAKERS CORPS

1. How did my Assn recruit members?
2. How did we raise \$\$\$?
3. What projects did we tackle?
4. What were our social affairs like?
5. Does my area have a J. A. Speaker's Corps?
6. How does it operate?
7. Who trains the speakers?

RECRUITING-MEMBERSHIP

1. What comments can I make about the way J. A. is presented in the High School Auditorium?
2. Are Achievers recruited outside of the High School in your town?
3. Does your area have an "Open House" for prospective Achievers?
4. What suggestions can you offer to aid in recruiting Achievers?

SPONSORS-ADVISERS-FORUMS

1. Does my area invite Sponsors, etc. to our social affairs?
2. Do we hold Business Forums?
3. Are they successful-or do they flop? Why?
4. How would you run such a Forum?

- BUSINESS CENTERS :
1. What facilities does my Business Center have, excluding workshops?
 2. What is needed in our Business Center?

NOTES TO DELEGATES

In this issue, you will find a sample Discussion Group form. This blank will be used during the discussions and will be filled out for use at the time Conference Reports are made.

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INCREASED TIME FOR GRADUATE MEETINGS:	WEDNESDAY	3:00 - 4:00 P. M.
	THURSDAY	10:00 - 11:00 A. M.
		3:00 - 4:00 P. M.

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LAST MINUTE CHANGES:-

Joan Whitty and Arnold Paul, both of Chicago have asked to change from Official to Graduate Delegates.

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DISCUSSION GROUP CO-ORDINATORS:

<u>DISCUSSION GROUP</u>	<u>CO-ORDINATOR</u>
Job Opportunities	Whamond
Scholarships and Awards	Preston
Products and Displays	Whisler
Sales and Advertising	Dickerson
First Company Meeting	Traphagen
Achievement Magazine	DeBolt
Achiever's Assn. and Speakers Corps	Arenas
Recruiting and Membership	Stobbs

The Co-ordinator listed above will aid the group chairman in the preparation of combined Discussion reports. The Co-ordinator will move from group to group, making sure that there is a minimum of duplication.

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The following are additions to the list of delegates published in the July "Conference News".

Bill Chrysokos	751 S. Kilbourn Avenue	Chicago, Illinois
William Maxwell	4443 Mobile Avenue	Chicago, Illinois
Stanley Pollock	3156 West Wilson Avenue	Chicago, Illinois
Herbert Samuels	179 Mapes Avenue	Newark, New Jersey

The following delegates whose names were published in the July "Conference News" have advised us that they will not be able to attend.

Ralph Hartsock	135 Cooper Street	Peoria, Illinois
Niles Miller	6203 S. Adams Street	Bartonville 7, Illinois
Raymond Monagas	460 Cherry Street	New York, New York
Paul Schwarz	5635 Gate Lodge Way	Pittsburgh, Pennsylvania

The Achievers listed above as additions will replace as follows the delegates who have had to cancel their reservations. They will serve on the Committees and on Discussion Groups in the order of replacement as listed.

Chrysokos	replaces	Hartsock	Samuels	replaces	Monagas
Pollock	"	Miller	Maxwell	"	Schwarz

" ADVISER - CHAPERONS "

<u>NAME</u>	<u>ADDRESS</u>
Miss Madonna Miller J. A. Company- Fashion Queens	916 $\frac{1}{2}$ Milwaukee Ave. S. Milwaukee, Wisconsin Sponsor- The Boston Store
Miss Jean Murphy J. A. Company- Nutmeg Publishing Company	66 State Street Hartford, Connecticut (c/o Sponsor) Sponsor- The Hartford Courant
Mr. Philip Maniscalco J. A. Company- Young Progress Company	2129 Maury Avenue St. Louis 10, Missouri Sponsor- Sears, Roebuck and Company

ACHIEVEMENT REPRESENTATIVE

Irvin Herman	1606 First Avenue	Middletown, Ohio
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NAJAC GUESTS

After careful consideration by NAJAC'ers and J. A. staff, we have invited to NAJAC several honorary delegates from the new Junior Achievement areas opening this Fall. We are going to fill them up with NAJAC spirit before we send them home. We're all set to help them explain Junior Achievement and NAJAC in their towns this Fall, and hope they will head a big delegation next year.

