

B, I & E Day draws execs

The annual NAJAC Business, Industry and Education Day will be held Wednesday with over 450 representatives of major companies arriving in Bloomington to attend.

Among those participating in the Business, Industry and Education activities are Business Hall of Fame members Royal Little of Textron and Thomas Watson of IBM. Also attending will be Frank T. Carey, chairman of IBM and present national chairman of Junior Achievement, and Richard L. Terrell, vice chairman of General

Motors and past chairman of Junior Achievement.

Mr. Cary will be the keynote speaker at a dinner Wednesday evening for the visiting dignitaries and Mr. Terrell will receive the Gold Achievement Award, the highest citation given by Junior Achievement.

Included in the schedule for the day will be a luncheon meeting of Junior Achievement's board of directors and an orientation session for all executives.

Following the orientation,

Achievers will guide the businessmen, educators and media representatives around the campus in small groups. The visitors will sit in on discussion groups during the course of the day and then attend the dinner which will be held in the Student Union at 7:15.

Conference Chairman Joseph Francomano stated that "the results have been excellent in involving new people in Junior Achievement" and that the number of returnees from past years is quite substantial.

Shuttle buses will take the visitors from their hotels to the campus and from group to group so that they may have a good overview of the JA experience. Francomano comments, "These business people and educators are coming to learn what Achievers are thinking about current issues and their involvement in JA. I hope that all Achievers will express their personal support and appreciation by introducing themselves and exchanging their ideas with the visitors. That is the whole purpose of their being here."



The Achiever



News of the 34th National Junior Achievers Conference

Over 450 arrive at NAJAC

NAJAC chief speaks

As an Achiever, Joe Francomano's first Junior Achievement company was the only company he had, lasting for three years. "In those days, the companies did not liquidate at the end of each year, so our company had a life span of three years."

Within those three years, he held the offices of treasurer, secretary, and company president.

"I see Junior Achievement in the future remaining contemporary with the ever-changing pace of the business world of tomorrow," said Mr. Francomano.

Close to retirement, Mr. Francomano's personal goals in life

"I have many hopes and will do whatever I can to see that Junior Achievement becomes the leading youth organization in the world," he said.

What is this man of history really like? "I don't know how other people would assess me, but I assess myself as a rather outgoing individual who has a deep interest in how young people get involved in the business world."

and ambitions as far as Junior Achievement is concerned are "to remain in touch with the organization and to be involved."

After forty-four years, Mr. Francomano claims that the JA event he most enjoys is the first night at NAJAC. "That, to me, is the most exciting experience connected with Junior Achievement.

In 1933, as a young man from Brooklyn, New York, Mr. Francomano joined Junior Achievement and he has been on the scene ever since.

Forty-four years of involvement as an Achiever, an adviser, and a staff member is a long time. Mr. Francomano says he has been involved with the program for so long "because it's been interesting, exciting, and challenging for me."

His involvement has given him duties and responsibilities of all sorts throughout the years. He has worked as program director and executive director in various areas, and has been in charge of fund raising and expansion programs for the national organization.

He has held the office of Executive Vice President for the last fifteen years.

"As Junior Achievement grew and various responsibilities developed, I had an opportunity to grow with it," Mr. Francomano said. That growth is worldwide — he has helped to start Junior Achievement programs in other countries such as Canada, Mexico, and Venezuela.

Mr. Francomano serves as Conference Chairman and Director of Visitors at the Conference.

Since Mr. Francomano's Achiever days, the program has changed considerably.

"Junior Achievement companies have come a long way," claims Mr. Francomano. "Junior Achievement company activities have gone from what were primitive record systems and procedures to a very sophisticated program."

Talent Night

The 1977 NAJAC Talent Night promises to be better than ever before. The Talent Night show will be staged at the IU auditorium at tonight's general meeting.

Over eighty acts have tried out for the opportunity to perform. The auditions have been conducted under tight security in the McNutt Flame Room since the Conference began. A panel of judges selected the acts which they felt would offer the best variety of entertainment for the delegates.

"Achievers can expect the biggest and best talent show in the history of NAJAC" says the Talent staff.

The judges for tonight's performances will be Ms. Kathryn Jackley, professional dancer; Mr. Richard Clawson, assistant director for program development, IU Conference Bureau; Mrs. Virginia Rogers, assistant dean of student services; the Honorable Francis X. McCloskey, mayor of Bloomington; and Mr. Richard Lathom, manager, IU Musical Arts Center.

Members of the talent committee will act as stage crew and perform skits between the acts. Dennis Houlihan will perform on the Lowrey Organ while the judges make their decisions.



JA Executive Vice President, Joe Francomano discussing his long affiliation with Junior Achievement, during an interview held yesterday afternoon.

JA discovers 'roots'

Springfield is JA birthplace

Due to the widespread popularity of Alex Haley's novel, *Roots*, Americans have been flocking to their public libraries in search of information leading to their own "roots." Junior Achievement did some checking of its own, and found out some interesting information concerning its own beginning.

Ask any Achiever who founded JA, and before you know it the name Horace A. Moses will be confidently stated.

Horace A. Moses, president and general manager of the Strathmore Paper Co., along with Theodore N. Vail, chairman of the board of American Telephone and Telegraph Co., and president of the American Bell System, and Senator W. Murray Crane, Dalton, Mass., established the groundwork for JA in 1919.

Moses is generally considered the sole founder, because it was mainly through his efforts that the organization developed as it did. Moses had an inherent faith in the American business system, and he also believed strongly in America's youth as is best seen in the following statement he made in 1927, "Boys and girls are inherently constructive in instinct and desire. Junior Achievement Club Work stimulates and directs this constructive impulse. It is the education of boys and girls in craftsmanship of hand and head, conducted on a business basis."

Moses' concern for young people is evident by his involvement in many civic organizations such as the 4-H and the YMCA. He saw Junior Achievement as the opportunity to instruct young people into a business atmosphere and the ways of a working society.

Strathmore Paper Co. was located in the Springfield, Mass. area, and as a result JA began in the Pioneer Valley. Springfield is a city with a rich historical and industrial background. The game of basketball was invented there in 1891 by Dr. James Naismith, and the first

successful commercially sold automobile was constructed there between 1892 and 1893.

Springfield's industrial community has a wealth of well-known companies like, American Bosch (fuel injection systems), Spaulding (sports equipment), and the W.F. Young Co. (Absorbine Jr.).

It was only fitting that the oldest economic education organization should have its roots in this progressive business atmosphere.

It was 58 years ago that a group of boys gathered together at the Springfield Vocational High School to learn about a new organization that let you operate your own business. The organization was called Junior Achievement Club Work, and by the end of the meeting those boys formed the first JA company. They named their company The Mechanical Club and then set a date for their weekly meetings.

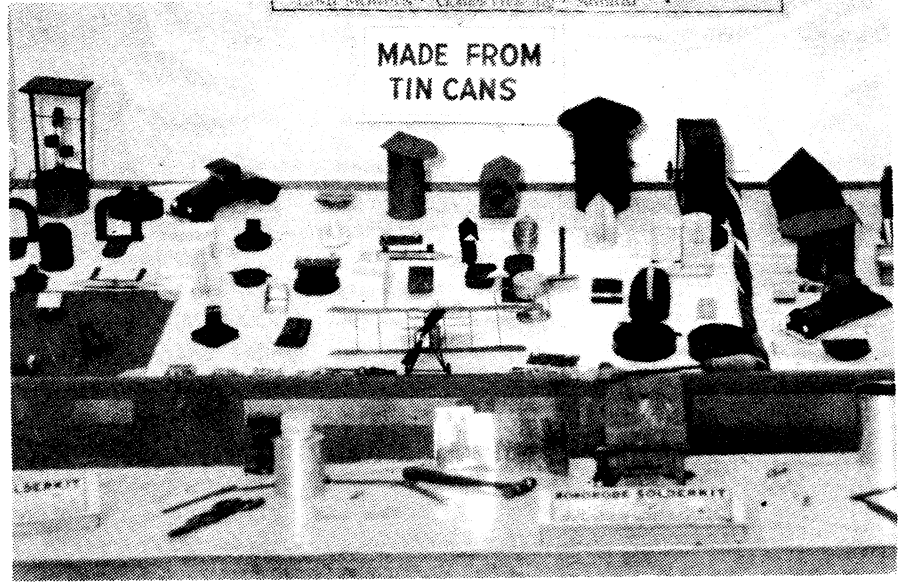
They worked for a 12-month period, spending nine months on mechanical work and three months on repairing and distributing household furnishings.

Soon after the success of The Mechanical Club, other clubs began forming in the Springfield area. JA offered a variety of areas in which clubs could operate including the areas of reed work, sheet metal and wire work, textile manufacturing, rubber, pyroloxin and wax work, woodcraft, and home improvement.

Club membership was open to both boys and girls between the ages of 8 and 21. Most of the clubs allowed mixed membership except for two sewing clubs which were restricted to girls only. They were known as the "Doll to Mother" and the "Head to Foot" clubs.

The management organization of the club is similar to that used by JA companies today. Club officers consisted of President, Secretary-Treasurer, Manager of Buying, Manager of Production, Manager of

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JA PRODUCTS. The products above are the work of the first Junior Achievement company, The Mechanical Club. The products, made from tin, were awarded First Prize in a product contest held at the Eastern States Exposition, 1920.

Hook brings JA to the midwest

Charles R. Hook was responsible for the Wee Willie Woodmakers.

The Woodmakers were one of six Junior Achievement companies that started the Middletown, Ohio program in 1939. The existence of the Middletown program was made possible because of Hook's dedication to making the city the nation's third JA area.

According to him, Junior Achievement teaches "the biggest lesson in private or public business (because) the sure way to success is to make a product of unquestionable merit at a price your customer will pay." Hook, who was then president of the American Rolling Mill Company, would later become the first president of the Junior Achievement National Board of Directors.

The Wee Willie Woodmakers, however, were not Middletown's first company. The one which was, Special Order Shop, had its first meeting in July. The company members, "all hand picked boys, known good workers," manufactured products from metal and plastic. Their finished products included bracelets, key rings, and letter openers.

"The public must not mistake them for toys. All of them in early stages give promise of doing credit to established manufacturing concerns," a local reporter wrote of the products. He said the Achievers were "little business people who know where they are and how they're headed."

The Wee Willie Woodmakers soon followed, spending their first night electing a president, vice president, treasurer, secretary, production manager, and sales manager. They also authorized the sale of 100 shares of stock priced at 50 cents each. On August 2nd, the Woodmakers began production of "Worth While Woodwork." One of the orders they produced and sold was a marble top table for a local church.

Like the Special Order Shop, the Woodmakers paid rent for their operating space in the ex-factory building that housed the Junior Achievement Laboratory.

The Woodmakers were followed

by the organization of a group of boys selected by the city's businessmen. These boys later formed under the name of Handy Man Products Company and produced "handy wood articles for the home." They issued 70 shares of stock.

The fourth company, the Junior "A" Printers, formed in early August, but equipment problems kept it from beginning production until December. The intervening time was spent hunting for the printing equipment needed to produce personalized printed items. The company did elect officers and after debate, capitalized at 300 shares but authorized the sale of only 150.

In the early days of JA, stock was sold to any interested party, but Achievers often bought and traded shares among themselves, careful to keep a controlling bloc within the firm.

Until the formation of the fifth company, membership in Middletown Junior Achievement had been limited to boys. But in mid-August, 15 girls were brought together to form the Priscilla Crafters.

The Crafters capitalized at 120 shares of stock. Ten girls stayed with the company to manufacture serving trays, tea trays, wastepaper baskets, flower baskets, coasters, and handbags.

The girls met in the basement of the Presbyterian Church, not in the factory with the boys. The Crafters began selling their products through Helen's Gift Shop, a local retailer, in early December.

Despite the fact that the girls started later than most of the boys and that society had not yet modernized its thinking on women's roles, the *Middletown News-Journal* reported that Priscilla Crafters was the most efficient company of the six.

The last company formed in that year was the Lakeside Cavaliers. Meeting in late August, the company issued 70 shares of stock and manufactured plastic products.

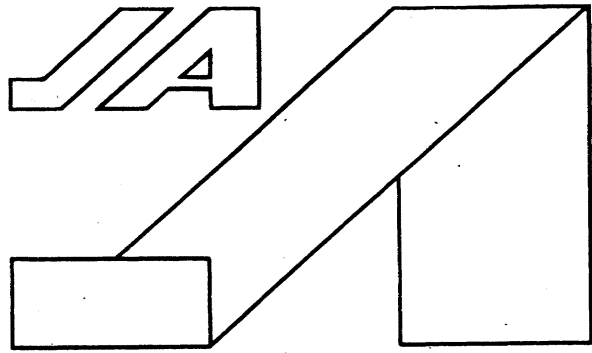
With 75 Achievers involved in the program, Junior Achievement moved from the H.D. Martindale factory structure to the basement of

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ADVANTAGES OF A TIN AIRPLANE. A member of The Mechanical Club seems to be instructing a customer in the advantages of a tin airplane.

Contest semifinalists



JUNIOR ACHIEVEMENT

The National Junior Achievers Conference is proud to announce the following are semi-finalists

President

Stuart Baum, Los Angeles, CA; Deberah Beacon, Catton, OH; Frank Crivello, Glendale, WI; Lisa Diehl, Toledo, OH; Kathleen Dullaghan, Indianapolis, IN; John Fadool, Pittsburgh, PA; Elizabeth Herrmann, Warren, OH; Robert Johnson, Dallas, TX; Keith Kroch, San Francisco, CA; Charles Krecklow, Charleston, SC; James Krzeminski, Grand Rapids, MI; Steven Ladd, Orlando, FL; Donna Leary, Philadelphia, PA; Dawn Lee, Fort Worth, TX; Michael Liss, Puerto Rico; Kimberly Marshall, Winston Salem, NC; Russell Merritt, San Diego, CA; Sandra Meser, St. Louis, MO; Sandra Neustel, Greensboro, NC; Cindy Rolen, Richmond, VA; Robert Sellers, Charleston, WV; David Skolnick, Arlington, VA; David Smith, Oak Ridge, TN; David Smith, Fort Wayne, IN; Ronald Stevens, Spring Field, IL; Randall Trovato, Johnstown, PA; Glen Turner, Burlington, VT; Bradley Werth, Boise, ID; Steve Zeller, Minneapolis, MN; Karen Zielke, Cleveland, OH.

Corporate Secretary

Rosemary Abowd, Detroit, MI; Debra Capon, Boston, MA; Ivey Cohen, Ft. Lauderdale, FL; Cecile Deffner, Pittsburgh, PA; Michele Folsom, Salt Lake City, UT; Shirley Giles, New Orleans, LA; Maria Given, Orlando, FL; Cindy Hall, Sioux City, IA; Lori Hecht, Cincinnati, OH; Robin Hill, Tulsa, OK; Jean Jeske, Chicago, IL; Suzette Keefe, Springfield, IL; Linda Lance, Syracuse, NY; Angela Miller, Battle Creek, MI; Lisa Millison, Anchorage, AK; Kristine Paliokas, Washington, DC; Judy Prangley, Grand Rapids, MI; Thomas Revay, New Haven, CT; Lyndia Ricks, Norfolk, VA; Sheryl Simandl, Omaha, NE; Sharon Smith, Toledo, OH; Margaret Szczecinski, Cleveland, OH; Melissa Williamson, Allentown, PA.

Treasurer

Linda Collins, Jacksonville, FL; James Driscoll, Orlando, FL; Alison Hach, Akron, OH; Susan J. Hautzinger, Philadelphia, PA; Margaret Kelly, Miami, FL; Howard Levine, Buffalo, NY; Kathleen McNerney, Dubuque, IA; Debi Norfleet, Chicago, IL; Kenneth Parrish, Grand Rapids, MI; Susan Pirri, St. Paul, MN; Denise Poloyac, Johnstown, PA; Clayton T. Reed, St. Petersburg, FL; Robert Rosenblum, Los Angeles, CA; David M. Stringham, Attleboro, MA; Lyn Wade, St. Joseph, MI; Cynthia Ward, Richmond, VA; Victoria Weston, Tulsa, OK; Jeff Zlotky, Dallas, TX.

Marketing Executive

Shelley Burrell, Lafayette, IN; Gena Cadieux, Johnstown, PA; Ellen Clark, Cincinnati, OH; Michael Dreyer, Louisville, KY; Keith Duclos, Springfield, MA; Henry F. Eggers, Orlando, FL; Robert Fye, Cedar Rapids, IA; Patrick Hunt, Miami, FL; Christine Judge, Detroit, MI; Stanley Kaminski, San Diego, CA; Lisa Kampfmann, Hartford, CT; Carol Kearns, Ashland, KY; LaRhonda King, Tulsa, OK; Kathleen Kitron, St. Joseph-Benton Harbor, MI; R. Jeffrey Klumpp, Wilmington, DE; Deborah Macfarlan, Washington, D.C.; Fred Pasche, Boston, MA; Javier Pesante, Carolina, Puerto Rico; Joel Samuels, Los Angeles, CA; Abby Shapiro, Phoenix, AZ; Jil Louise Sopko, Akron, OH.

Production Executive

Donna Bolthouse, Grand Rapids, MI; Katy Campana, Dallas, TX; Jack Dempsey, Jr., Buffalo, NY; John Egleston, Jacksonville, FL; Timothy Flemming, Pittsburgh, PA; James Foti, Akron, OH; Patrick Gribbin, Colorado Springs, CO; Randle Howard, Fort Worth, TX; Paul Jablonsky, Minneapolis, MN; Allen Moore, Denver, CO; Rita Morrin, Philadelphia, PA; James Smith, Hartford, CT; Marie-Ann Suizzo, Washington, D.C.; William Torbeck, Cincinnati, OH; Steven Weiss, Los Angeles, CA; George Werner, St. Petersburg, FL; James Wilber, Miami, FL.

Safety Director

Diane Boncella, Akron, OH; Marshall Cannon, Miami, FL; Larry Caudill, Baltimore, MD; Bradley Cruse, Tulsa, OK; David Dunning, Midland, MI; Kathy Gillison, Chicago, IL; Jeanne Huffman, Columbus, OH; Mary Hurstell, New Orleans, LA; Nathan Kahn, Charleston, WV; Eric Lopez, Orlando, FL; Brian O'Donnell, Hartford, CT; Dan Taylor, Indianapolis, IN; Scott Thon, Minneapolis, MN; Barry Tiedt, Houston, TX; Paul Work, Washington, D.C.; Dennis Zerby, Cleveland, OH.

Vice President of Personnel

Ronald Bodtcher, Los Angeles, CA; Candy Bos, Grand Rapids, MI; Lisa Cortese, Stamford, CT; Lori Factor, Hartford, CT; Dianne Gallant, San Jose, CA; Judith Halfacre, Louisville, KY; Dianne Jenkins, Dubuque, IA; Daniel Kim, Charleston, WV; Robert Litman, Miami, FL; Seth R. Margolis, New York, NY; Kathleen Paliokas, Washington, D.C.; Diane Rosanski, Baltimore, MD; Wendell Welsch, Youngstown, OH.

Purchasing Manager

Sue Ardussi, Detroit, MI; Gladys Davis, Wilmington, DE; Bob Henry, Jacksonville, FL; David Hodde, Houston, TX; Zenon Kramarchuk, New York, NY; George Mulder, Akron, OH; Peter Shumski, Buffalo, NY; Richard Spada, Hartford, CT; Lisa Tondreau, Charleston, WV.

Annual Report

AABC, Stacy Demski, Toledo, OH; EMANON, Tracy Webber, Omaha, NE; JAMECKO, Melissa Wheeler, Columbus, OH; LANDMARKS INK, Joel Barker, Boise, ID; PANFASTICS, Kathy Fink, Dubuque, IA; SOOMER MFG & SALES CO., James Hammar, Oklahoma City, OK; THEE WACKEE WEEVERS, John Swart, Grand Rapids, MI; THREE WAY CO., Bernice Gojmerac, York, PA; VAPROCO, Mark Scully, Hartford, CT.

Quality Control

Rex Bellar, Orlando, FL; Louise Bronish, Cleveland, OH; Lisa Campana, Dallas, TX; Kerry Guinee, Boston, MA; Lenda Hisle, Owensboro, KY; Robert Klant, Atlanta, GA; Maureen McGavin, Grand Rapids, MI; Janet Noniewicz, Hartford, CT; Paul Paslick, Louisville, KY; Eric Pinczower, Los Angeles, CA; Darla Reid, Fort Worth, TX; Anthony Walton, Chicago, IL.

Public Speaking

John Aguglia, Buffalo, NY; Michael Anderson, Battle Creek, MI; Keith Bailey, St. Petersburg, FL; Rafael Bernardino, Los Angeles, CA; Teresa Giacomini, San Francisco, CA; Melinda Hayes, Minneapolis, MN; Teresa Hord, Terre Haute, IN; Jill Johnson, St. Paul, MN; Robert Jonker, Muskegon, MI; Kevin Jordan, New Orleans, LA; Kevin Lawrence, Houston, TX; James McGill, Canton, OH; Nancy Miller, Danville, IL; Mary Sue Nemecek, Bridgeport, CT; Chris Zack, Syracuse, NY.

Achiever of the Year

Yvonne Andrews, Fort Worth, TX; James Bamberg, Orlando, FL; MaryJo Bozzone, Pittsburg, PA; Mark E. Coogan, New York, NY; Carolyn Feitig, Richmond, VA; Steve Gentz, Dubuque, IA; Robert T. Henthorn, Washington, D.C.; Jeannemarie Homer, Charleston, WV; Richard Mabe, Greensboro, NC; Jennifer Minton, Los Angeles, CA; Rosanne Packa, Canton, OH; Cheryl Tatar, Danville, IL.

Banking Company of the Year

American Consolidated Trust, Terian Zimmerman, Orlando, FL; Step Ahead Bank, Elizabeth Cayer, Washington, D.C.; Chang-Buck, Sandra Timmons, Johnstown, PA; Last National Bank, Debbie Gansen, Dubuque, IA; JABCO, Susanne Stagner, Tucson, AZ.

Company of the Year

JANECKO, Columbus, OH; JAXXON, Baltimore, MD; PRESTIGIOUS PRODUCT, San Jose, CA; SOMETHING UNIQUE, Alaska; STEP RITE, Ft. Wayne, IN; S.W.A.T., Pittsburgh, PA; 21ST CENTURY PRODUCTS, Augusta, GA; WOODWORKS, Atlanta, GA; YOUTH UNITED PRODUCTIONS, Pittsburgh, PA.

Candidates for natio



ROSEMARY ABOWD

Rosemary Abowd
Conference President

Age: 18

School: Class of '77, Our Lady of Mercy High School, Farmington Hills, Michigan.

JA activities: NAJAC (4 years); MIBCO '77; JA Reader's Digest Seminar; secretary of the year; OYBW; speaker of the year; company of the year (twice); regional annual report of the year; member, Achiever Business Council of the Southeastern Michigan JA Board of Directors.

School activities: National Honor Society; student government; model United Nations; music/dance troupe.

Awards: French honor society; JA/Reader's Digest Speakers Corps; valedictorian, Class of '77; *Who's Who Among American High School Students*.

Plans: To attend Notre Dame University to study for a career in finance and banking.

"I am enthusiastic about JA and NAJAC and, if I had this position of leadership I would try to spread this enthusiasm to more Achievers."

Stuart Baum
Conference President

Age: 17

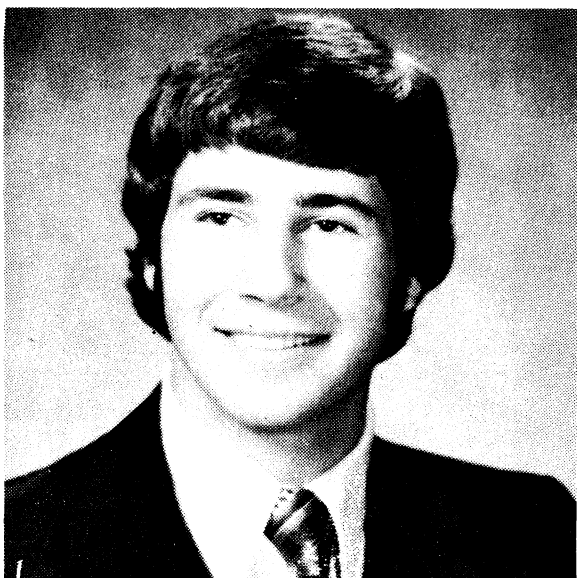
School: Class of '77, Van Nuys High School, Van Nuys, California.

JA activities: National contests — 3rd place OYBM; 2nd place Purchasing Manager; semifinalist president of the year; Regional contests — top achievement company; president of the year; Area contests — president of the year ('76, '77).

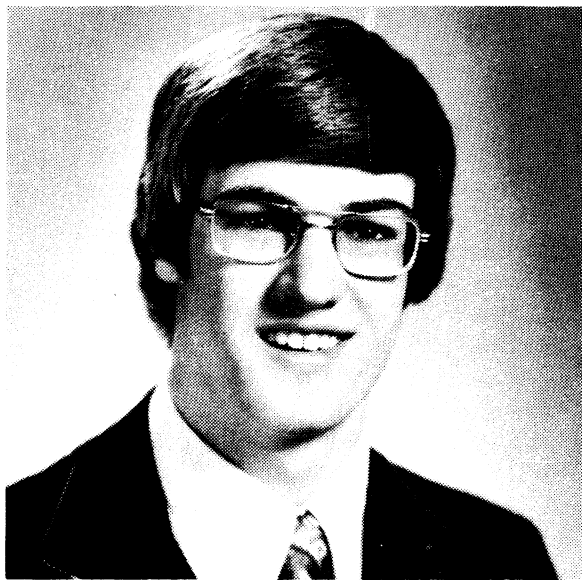
School Activities: REP Council President; senior class boys vice president; Knights; debate president; football.

Awards: JA/Reader's Digest Seminar; *Who's Who Among American High School Students*; California Boys State; National Forensics League; California Scholarship Federation; California Speech Championships.

Plans: Corporate law, business management,



STUART BAUM



JOHN SWART

politics.

"The office of Conference President entails not only leadership, but representation. I feel my past achievements along with my present ideas qualify my candidacy. I feel I have the qualifications, and I have the platform."

John Swart
Conference President

Age: 18

School: Class of '77, Catholic Central High School, Grand Rapids, Michigan.

JA activities: NAJAC (3 years); JAMCO (2 years); MMCO; area outstanding young business executive (2 years); best salesman; annual report; state MMCO speaker's contest; Region 2 JAMCO president; Achiever's Association president; speakers corps.

School activities: Drum major of the band; valedictorian; National Honor Society; baseball, wrestling; yearbook business manager and advertising editor.



SHELLY TUCKER



LINDA WEBER



RANDY TRAVATO

Awards: National Merit Scholar; Michigan Legislative Scholar; American Legion award; \$1,000 JA scholarship; University of Michigan Regents Scholar; Dale Carnegie scholarship.

Plans: Business management with a combined business engineering degree.

"I feel my enthusiasm and enjoyment of speaking to people about JA qualify me for NAJAC president."

Randy Trovato
Conference President

Age: 18

School: Class of '77, Johnstown High School, Johnstown, Pennsylvania.

JA activities: ROJAC, NAJAC, and PENJAC (2 years); JAMCO; president of the year; best salesperson (2 years); executive award (2 years); junior executive award (2 years); Achiever award (3 years); 100% attendance award (3 years); vice president and then president of Johnstown and Ebensburg Achiever Association; president of PENJAC; vice president of National Achievers Association.

School activities: Senior representative in student government; co-editor school newspaper; forensics league; persuasive speaking, leadership and development course; Explorers; government post; voter registration campaign.

Awards: First place in Pennsylvania District 8 in persuasive speaking; "Join Junior Achievement" Pennsylvania High Speech League; personal leadership and development course.

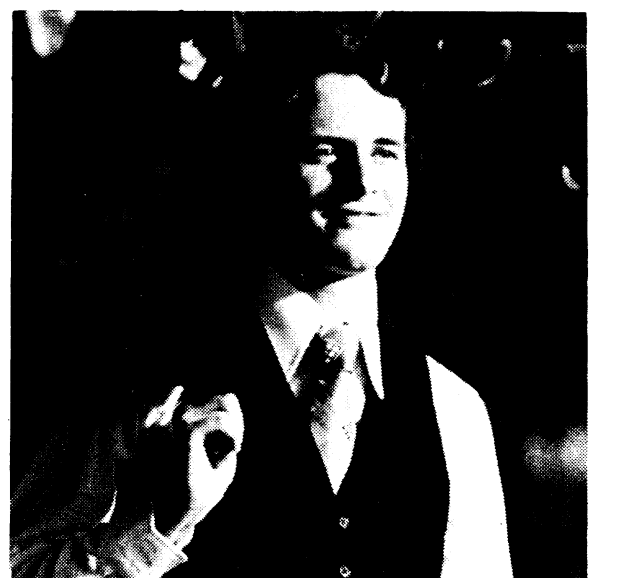
Plans: Enter the fields of commerce and industry, possibly a future in government.

"I have the enthusiasm to serve you and the energy and experience to perform effectively."

James Wilber
Conference President

Age: 18

School: Class of '77, North Miami High School,



JAMES WILBER

nal office announced



NAHUM CHANDLER

Miami, Florida.

JA activities: NAJAC (3 years); ROJAC (1 year); area safety director of the year; area vice president of manufacturing of the year (2 years); national commercial development contest, public speaker.

School activities: Debate; National Honor Society; computer club; newspaper copy editor.

Awards: 1976 Brown University award; American Legion school award; National Merit Scholarship finalist.

Plans: To major in electrical engineering with possibly a second degree in business management.

"My primary assets are strong motivation and perseverance in pursuing goals I choose."

**Nahum Chandler
Conference Vice President**

Age: 18

School: Class of '77, Bakersfield High School, Bakersfield, California.

JA activities: NAJAC (2 years); JAMCO; Bay Area Management Conference; vice president of sales award; vice president of production award; president award; Achiever of the year; Achievers Association; NAA Council.

School activities: National Forensic League president ('75-'77); class president ('75-'76).

Awards: Ford Dimension Youth Program Scholarship '76 and '77; *Who's Who Among American High School Students*; Lions Club award; American Legion Oratory award.

Plans: To work in international economics and law and to be an international financial consultant.

"I have ideas I believe others think about, yet lack initiative to act on. I wish to inspire action."

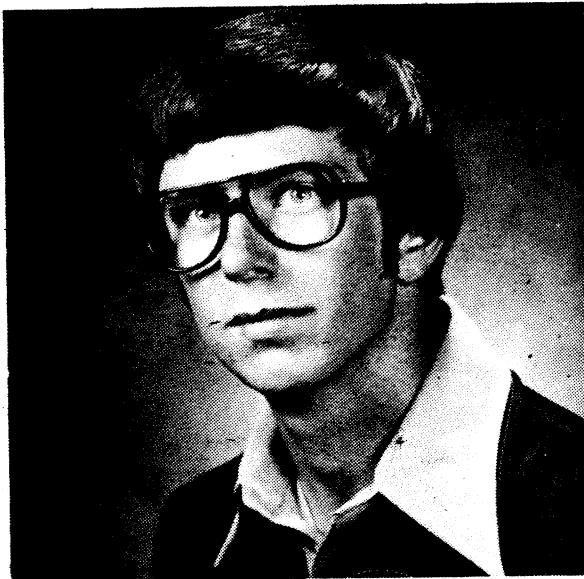
**Fred Gaines
Conference Vice President**

Age: 17

School: Class of '77, Grant High School, Van Nuys, California.



FRED GAINES



KEN PARRISH

JA activities: NAJAC; JAMCO; executive award.
School activities: Student body vice president; National Forensics League; Ephesian Society of Los Angeles; Chief Justice of the California Boys State Supreme Court; varsity swim team.

Awards: *Who's Who of American High School Students*; JA scholarship; Dale Carnegie scholarship.

Plans: I would like to go into politics.

"The key to problem solving is awareness, care and responsibility. I realize this and that's the first step to success."

**Ken Parrish
Conference Vice President**

Age: 18

School: Class of '77, Forest Hills Central High School, Grand Rapids, Michigan.

JA activities: NAJAC (2 years); JAMCO (2 years); MMCO; treasurer of the year; MMCO best salesman; Achievers Association; Dale Carnegie course.



JUNIOR ACHIEVEMENT



ANDREW ROME



JOLEEN URBAN

School activities: Football; band drum major; National Honor Society.

Awards: Michigan Competitive Scholarship; JA scholarship; Dale Carnegie scholarship.

Plans: Accounting.

"I have the ability to communicate and to work with the Achievers to make NAJAC even better."

**Joleen Urban
Conference Vice President**

Age: 18

School: Class of '77, Simsbury High School, Simsbury, Connecticut.

JA activities: NAJAC (2 years); ROJAC; SNOW-JAC; ROJAC outstanding young businesswoman 1977; president of the year; outstanding young businesswoman; junior executive award; Achiever award.

School activities: Student council representative; student advisory board; class government; girls cross country team.

Awards: Dale Carnegie Scholarship; student council award.

Plans: To attend law school.

"I am a good public speaker and am a good leader. I have been extremely involved in JA."

**James Witcher
Conference Vice President**

Age: 16

School: Class of '78, Richardson High School, Richardson, Texas.

JA activities: NAJAC (2 years); JAMCO; second place regional best salesperson; vice president, President's Roundtable (Dallas).

School activities: Vice president of Woods and Water Club; Junior Classical League—leadership workshops.

Plans: Marketing

"I possess the qualifications for the office but, more important, the ideas and the ability to carry them out."



JAMES WITCHER

Candidates Announced



SHARON KAY DIXON

Sharon Kay Dixon
Conference Secretary

Age: 17

School: Class of '77, Chartiers-Houston High School, Houston, Texas.

JA activities: NAJAC (2 years); JAMCO; speaker of the year; speakers corps; public relations corps.

School activities: Business Club secretary; Spanish Club secretary; varsity volleyball; class chairman; yearbook staff; varsity track; newspaper staff.

Awards: Dale Carnegie graduate; 3 Progressive Awards; Speaker of SWPA '77; *Who's Who Among American High School Students*.

Plans: International studies.

"I have some great ideas that I would like to incorporate into the Junior Achievement program, and I want to be of service to Achievers around the world."

Ellen Flemke
Conference Secretary

Age: 17

School: Class of '78, Granada Hills High School, Granada Hills, California.

JA activities: BAMCO; JAMCO; President's Conference finalist; finalist in president, salesperson standing undergraduate contests; editor, annual report.

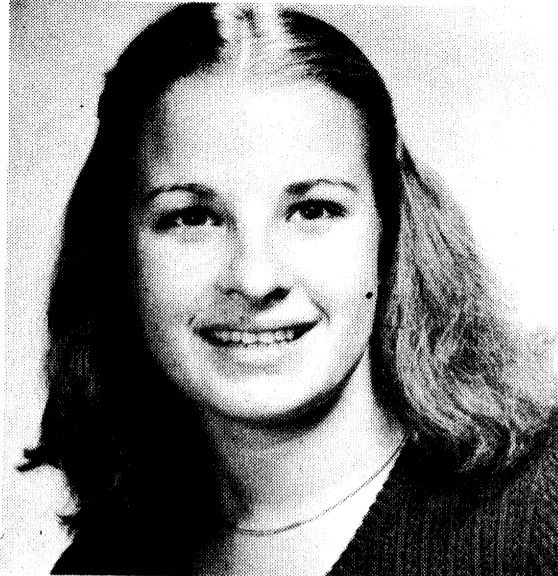
School activities: Student body secretary; junior class president; sophomore class senator; varsity girls swim team captain; president, Senior Steering Committee; secretary, Desoles Sorority.

Awards: Dale Carnegie scholarship; AAU swimming national record holder; *Who's Who Among American High School Students*; Honor Society; Society of Distinguished High School Students.

Plans: To attend Notre Dame University and major in business administration, then to start a company of my own, using my Junior Achievement experience as background.



ELLEN FLEMKE



MELISSA WHEELER

"I've had experience in dealing with people and in public speaking. I've also held the position of secretary in various organizations and been employed as a secretary."

Melissa Wheeler
Conference Secretary

Age: 17

School: Class of '78, Upper Arlington High School, Columbus, Ohio.

JA activities: Secretary of the year; Achievers Association recording secretary; Achievers Association Center Council secretary; speakers corps.

School activities: American Field Service, GAA.

Awards: 100% attendance; \$100 sales club; editor of best regional report.

Plans: Would like to attend Ohio State University for a business education.

"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."

Teri Zimmerman
Conference Secretary

Age: 17

School: Class of '77, Lake Brantley High School, Forest City, Florida.

JA activities: NAJAC (2 years); EMCO; treasurer of the year, OYBW; Toastmasters.

School activities: Keyettes; Future Business Leaders of America (secretary-treasurer); Church Youth Program Director; Golf Cadettes.

Awards: Arthur Anderson JA scholarship; nomination to American Society of Christian Scholars.

Plans: Corporate law.

"I think I possess leadership ability. I'm also a good listener, and have two years of shorthand, three years of typing, and motivation and determination."



TERI ZIMMERMAN



JIM ANDREONI

Jim Andreoni
NAA Chairman

Age: 18

School: Class of '77, Beloit High School, Beloit, Wisconsin.

JA activities: NAJAC and JAMCO (4 years); JA/Reader's Digest Seminar; president of the year; best salesman (2 years); best annual report; NAA Regional Coordinator; Achievers Association president, vice president and secretary; National Speakers Corps; JAMCO co-chairman.

School activities: president of student senate; art editor of school newspaper; Wisconsin Boys State appointee.

Awards: \$3,000 from JA of Rockford; named "Young American of 1977" by Rockford Newspapers, Inc.

Plans: To attend the University of Minnesota with a major in business administration and marketing. Someday I hope to own my own business.

"I have organizational ability, speaking experience, NAA background, and determination."

Kevin Mead
NAA Chairman

Age: 17

School: Class of '78, Lakeview High School, Battle Creek, Michigan.

JA activities: MMCO; JAMCO; NAJAC (2 years); Achievers Association chairman; winner, vice president of sales contest.

School activities: Class president (3 years); Forensics; National Honor Society.

Awards: *Who's Who Among American High School Students*; Dale Carnegie scholarship.

Plans: To go to college.

"I have participated in my local AA, and my involvement will be even greater in the future. Being president of my class for three years I feel has given me the knowledge and experience to successfully lead the NAA."



KEVIN MEAD

NAJAC candidates

Andrew Rome
NAA Chairman

don't break it."

Linda Weber
NAA Chairman

Age: 18

School: Class of '77, Long High School, Longmeadow, Massachusetts.

JA activities: Management Conference and NAJAC (2 years); ROJAC (3 years); ROJAC Achiever award; junior executive award; executive award; Achievers Association; Achievers Association co-chairman at NAJAC and ROJAC; treasurer of the year; 2-year nominee for president of the year; semifinalist for regional outstanding young businessman.

School activities: National Honor Society; guidance aide; lyrics-publicity chairman.

Plans: To attend Muhlenberg College and then go on to medical school to become a pediatrician.

"I listen to people and I am dedicated to helping people. Once I make a promise and commitment I

Shelly Tucker
NAA Chairman

Age: 18

School: Class of '77, Eastern Hills High School, Fort Worth, Texas.

JA activities: Sessions '77; President's Council; Speakers Corps.

School activities: secretary-treasurer of German Club; drama; debate; speech; science fair.

Awards: TCU Chancellor's scholarship; JA Merit Scholarship; valedictorian, summa cum laude; National Honor Society; National Merit Commended Student; *Who's Who In Math*.

Plans: To be a CPA or possibly a lawyer.

"I enjoy leading and speaking, and I like to write letters. Above all, I am willing to give my time and myself."

Age: 17

School: Class of '77, Arroyo High School, San Lorenzo, California.

JA activities: BAMCO; WARMCO; NAMCO; NAJAC (2 years); regional winner, best sales contest; Achievers Association; LITE-CO.

School activities: Student body treasurer; varsity badminton; Spanish Club; California Scholarship Federation Club.

Awards: Outstanding Student Award, California Bank Association; Gemco scholarship; Kiwanis Club scholarship; Masonic speech contest winner; Dale Carnegie scholarship; JA scholarship.

Plans: To major in business in college and then obtain an M.B.A.

"I feel I have leadership ability and I know I'm hardworking and determined."

Jury deliberates in 'trial'

Twelve Achievers listen intently to the witness' testimony during the trial.

"Mrs. Lynch, you have testified that you don't believe your husband committed suicide, correct?" asked Achiever Marty McLendon, Pearl, Mississippi, the Achiever attorney.

"Yes," replied the witness.

"But isn't it true that just prior to your husband's death he gave away his entire set of art supplies for no apparent reason?"

So goes the new NAJAC Business Law "Mock Trial" Seminar where Achievers participate in a real life trial situation from start to finish. Achievers will spend two mornings interviewing witnesses, gathering facts, and analyzing police and medical reports. On Thursday, Achievers will climax their efforts by presenting the trial in "court" before twelve Achiever jurors unfamiliar with the case.

The jury will decide whether the decedent involved died by a hit and run truck accident, or whether he committed suicide by jumping off a roof when the truck passed by. Life insurance benefits of \$50,000 are at stake. If the attorneys for the insurance company successfully convince the jury of suicide, the company need not pay the widow.

"These Achievers are fantastic," commented Ember Reichgott, the Duke Law School graduate and 6-year NAJAC counselor who leads the seminar. "Their enthusiasm is infectious. Several Achievers even asked to use University Library facilities to better understand certain medical terms used in the case."

"I can't get away from it," agreed Achiever Karen Boltz of Tulsa, Oklahoma. "I'm playing the widow in the case, and attorneys are constantly asking me questions every time they see me."

The 26 Achievers in the seminar each have an assigned part in the proceedings. Three Achievers play witnesses and are given secret instructions concerning their role. The remaining Achievers are divided into teams for the plaintiff and defendant.

Coordinated by one team leader, the team divides the preparation and trial duties among themselves. Achievers may conduct pre-trial interviews or present a portion of the case in court. Courtroom Achievers either direct examine their own witnesses, cross examine opposing witnesses, or present the opening statement or closing argument.

"This has been a really good group," continued Marty, team leader for the defense. "All it boils down to is good teamwork. Everyone is cooperating really well."

Many of the Achievers in the seminar hope to continue in law after college.

"I've wanted to be a lawyer for 6 or 7 years now," commented Karen,

who has already taken business courses in high school. "I thought the seminar would give me additional information to make a decision. Besides, I have to admit I'm a ham."

Other Achievers simply wanted to get a general idea about trial procedures and law. Roberta Pelfrey of Battle Creek, Michigan, another witness, feels it would be helpful in her business studies at college.

"The seminar develops skills necessary for all people interested in business," agreed Ms. Reichgott, who will play the judge at the trial. "A good business person must know how to effectively interview prospective employees and clients. He or she should never accept facts at face value, but analyze the situation for weaknesses and inconsistencies."

The Achievers will present the trial in the moot courtroom of the Indiana University Law School. According to Ms. Reichgott, "There is no correct answer to this trial. The facts are evenly balanced and the verdict can come out either way. The case rests on what facts the attorneys discover and how they present those facts to the jury."

The trial is based on a real life situation that Ms. Reichgott modified for use in the 6-hour seminar. "I had to take out certain witnesses just for the sake of time," she explained. "Naturally, the Achievers are frustrated by their inability to interview these witnesses. Their insight is terrific. They have already come up with facts and theories I hadn't thought of myself."



The plaintiff widow, played by Karen Boltz, Tulsa, Oklahoma, is questioned by defense attorney Marty McLendon, a first year Achiever from Pearl, Mississippi.

Moses founded JA

From page 2.

Sales, and Manager of Publicity.

In the early years of JA, sponsoring firms, as they are known today, did not exist. JA operated through existing organizations like schools, churches, and the YMCA. The organizations would establish JA Foundations in their areas, and would then purchase "boy and girl certificates" at a cost of ten dollars each. Once this was accomplished an area could undertake one of five different programs.

The first was known as "quantity production" and is the one program which is most similar to present JA companies. The objective of quantity production was to provide the club members with business experience. Next was "individual production" which sought to encourage individual initiative and development. The "research and experimental" program had clubs investigate, through experimentation, the scientific principles used in certain fields of industry in the community. The fourth program was "club extension" which provided homework programs for those industrious individuals who wanted to carry on their JA work at home under the guidance of a parent. The last program was known as "summer extension" and it centered around camps and playgrounds.

The main concern of each JA company at the beginning of the year was the question of how much money they should raise for initial capital. The early clubs had the option of selling either "units of ownership" or applying for a modest bank loan.

Helping the companies to make these decisions were men and women who volunteered their time to serve as advisers. The JA Club Work also had advisers, who were called leaders, and they would provide the

same service as the present day adviser. The first JA adviser was Mr. Thomas J. Morrison, who served as the leader of The Mechanical Club.

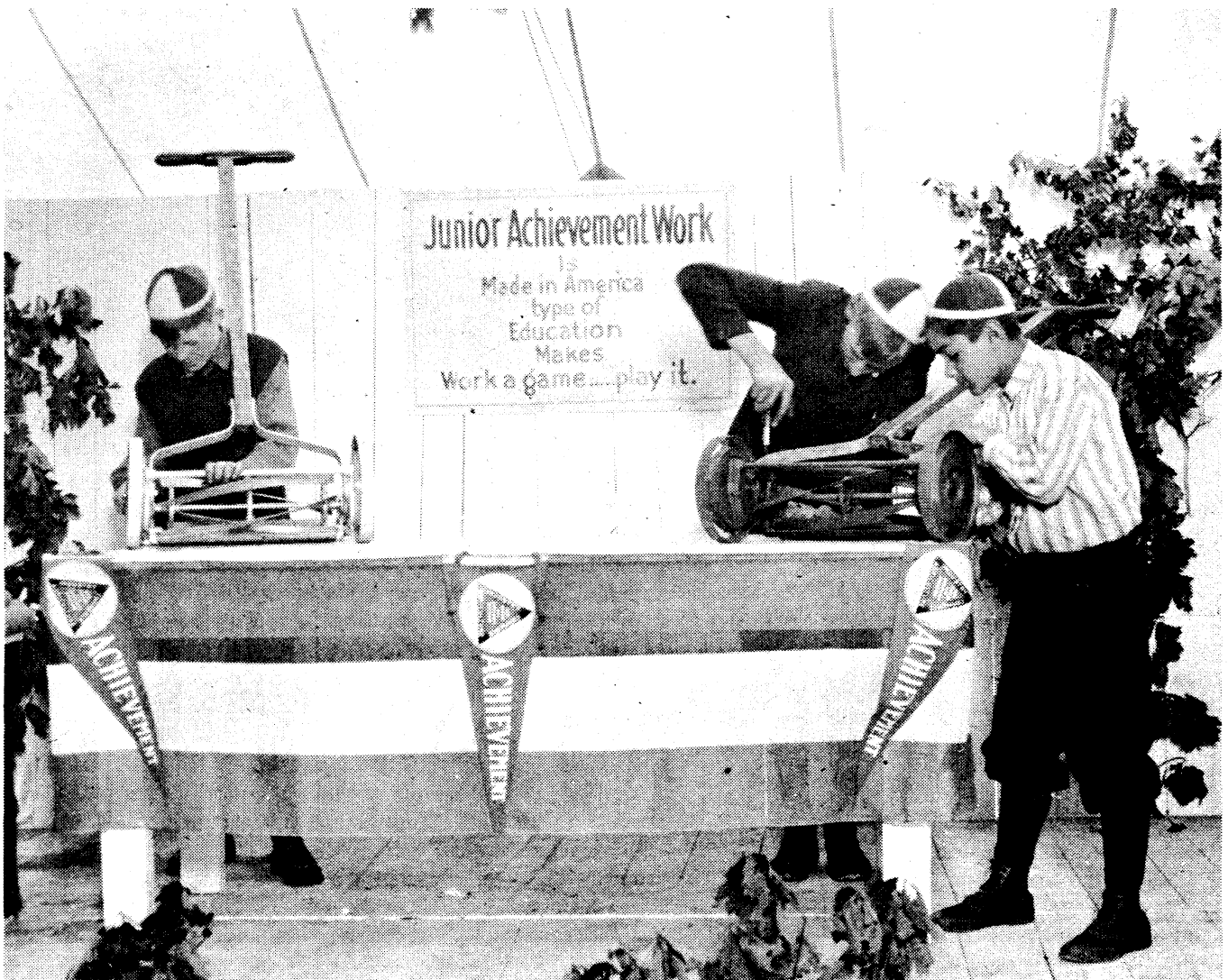
A few years after the first JA Club was formed the JA Bureau (as it was then known), in accordance with its original policies, began establishing its roots in an effort to become a national program. Foundations were established in the New England area

and the expansion drive grew from there.

Junior Achievement has since become a national organization which is constantly expanding its own programs. Membership in JA has grown from the 31 boys, who attended the meetings of The Mechanical Club, to almost a quarter of a million young adults who attend JA meetings in the

U.S. and several foreign countries.

Junior Achievement has expanded its scope with economic education programs for eighth and ninth graders (Project Business) and college students (Applied Management) and is continually experimenting with new projects. Even with this broadening of its program it has still maintained its original purpose, "To provide young people with practical business experience."



JUNIOR ACHIEVEMENT WORK. Members of The Mechanical Club are busy at work fixing lawn mowers at the Eastern States Exposition, 1920. The caps that they are wearing were considered a privilege to own, and were made available to club members at a cost of 20 cents.

JA formed in Ohio

From page 2.

F.W. Gorman's auto sales building.

Mr. Hook became interested when he heard an Achiever by the name of Joe Francomano speak in New York in 1938. (Mr. Francomano is now Executive Vice President of Junior Achievement Inc.) Hook became familiar with operations of JA and began plans to bring it to Middletown.

J.S. Mendenhall, JA's executive director in New York, spoke to a group of businessmen in Middletown in February, 1938. All of those present at the meeting endorsed the project and on February 25th the Middletown Civic Association, a group of nonprofit agencies, appropriated the funds to sponsor Junior Achievement.

The local JA Board chose Murray A. Jacobs to serve as executive director. Jacobs was selected as "a man of high standards and training who could associate himself with the youths of the city." Jacobs was sent

to New York for two weeks of training.

When Jacobs returned he recruited advisers from several professions. A list of their occupations includes: hardware salesman, dairyman, industrial accountants, bank employees, sales managers, teachers and department store operators.

The Achievers these advisors worked with were not primarily school students but most were graduates who had not yet found jobs. It was hoped that JA could fill the gap between commencement and the work force. "In those tender years of 18 and 19 when schools are through with youth, girls and boys are left on their own to find their own answer," Middletown High School Principal Wade Miller said at the program's year-end meeting. "Lost in a wilderness of confusion and trying to adjust themselves to new conditions, they find Junior Achievement a friend in need."

Junior Achievement's local supporters gathered at that meeting to hold elections and recap the year's success.

N.J. Lawler, elected chairman of the board, told his audience of 40, "Junior Achievement substitutes constructive thinking for destructive scheming...It is America's way of teaching youth the ways of business and to develop creative thinking in the business of tomorrow."

Mark Davis, President of the Special Order Shop and the Achiever representative at the meeting said "Junior Achievement, which gives youth something to think about besides the discouragement of being jobless, is one means of keeping youths' chin up."

Junior Achievement not only impressed the Achievers and the businessmen in its first year of "big-little business," but it also won praise from the press.

The *Cincinnati Enquirer* called Junior Achievement "an industry

whose by-products are more important than its merchandise."

"These joiners are imbued with restless energy and bubbling with the ambition of youth," Alice Lloyd of the *Middletown News-Journal* wrote about a group of Achievers.

After observing a company in operation Bob Casey of the *Cincinnati Enquirer* wrote "The shiftless are voted out, given back pay and not allowed to return unless the board of directors votes them back in. The president is not allowed to be a snob or a straw boss — he works with the rest."

"The president of the company may be merely a production worker in his own company while the stockholder may be the production foreman," the *Dayton Journal Herald* wrote. "Operation of their own concerns not only gives them mechanical training, business background, and a sense of responsibility, but will add to their desirability as citizens."