Security Seizes Coleman

By Troy L. Johnson
General Manager

In a controversial plan, the Babson College Office of Public Safety would be brought into a resident’s hall by seizing the “common area” in Coleman Hall as it’s new headquarters by November, 1988. The proposal has many residents upset and asking many questions.

understood that Coleman Hall never had a community feeling before, but of the 47 men living in Coleman South this year, 40 had already “squatted” their rooms for the next academic year and the resident’s hall damage has been $0.00 for the year. This community feeling, he

than 30. His main concern was that, “if you take away part of that common space, you will take away a part of that common feeling.” Dr. Rooney addressed Mr. Comnondorus’ concerns in saying that, “historically, the space has been dead space that has been tremendously under

WELCOME TO CLUB COLEMAN

HOME OF THE BIG RACQUETBALL

photo by Julie DiCicco

Will Administration tear the heart out of Babson, twice?

In an attempt to address these concerns, Dr. Paula Rooney, vice president of student affairs, and Dr. David Ellis, assistant to Vice President Jesse Putney, met with the residents on March 6. Residential Assistant Peter Comnondorus began the meeting by stating that he

continued, had given rise to the common room being used for many things this past year such as hall meetings, common events, group study space, and a billiard and game room. Next year, there will be a total of 114 residents with a lounge that will accommodate more

used. Babson Security is now working out of eight separate facilities. To be more effective, it’s operations must come together. To do that, it needs approximately 3,000 to 3,500 square feet. One of the alternatives looked at, was the Forest Avenue, but

(continued on page 4)

Student Government Election Results

 President:  Executive Vice President:
Solomita 399  Lisa Gibbs 302
Siegrist 382  Bren Brennan 215
*McLaughlin 382  *John O’Brien 189
*Valente 1
VP Communications:  VP Finance:
Rob Singewald 423  Jacki Giordano 397
Karen Saba 359  John Isacoo 316
VP Licensing:  VP Social:
Lisa Carbene 551  Kevin Richardson 404
Christine Campanelli 295

Babson enjoys BISO Break

By Kevin M. Heald
Malik J. Fernando

Last night’s BISO Break was canceled moments before it was due to start. BISO officers arrived to start the party at 9:30 were informed by a brief notice affixed to the lounge door that the party had been cancelled “per Student Affairs.” Ironically, the officers had just returned from dinner with President

Dull, Paula Rooney, and Linda Ragosta, who had acknowledged and condemned the party.

Campus police reportedly were disturbed by the thrust of the flyers advertising the event as well as the potential turnout. Being somewhat understaffed and keenly sensing imminent trouble they took the initiative. Shortly before the party

began, the police began to push for “postponement” and sought the approval of the duty staff member, Ron Hammond, to do so. The staff member happened to be stricken with the flu. Being bedridden he was unable to see the offering flyers and tried unsuccessfully to contact the Director of Student Activities who was having dinner with

(continued on page 4)

Surgeon General Gives the Facts on AIDS

by Kevin M. Heald
Contributing Writer

Surgeon General Koop spoke last Thursday at Faneuil Hall, simply reiterating those facts which are now known about AIDS. Much of what he said has been said before, yet recent reports, specifically in Cosmopolitan Magazine and Master’s and Johnson’s Report, have brought confusion to what is and is not known about the disease. Pointing out that the AIDS virus can only be spread through blood, semen, or vaginal secretions, Koop explained the three ways of being infected: the transfer of blood, sexual intercourse (especially, but not exclusively, anal intercourse), and the sharing of needles. The virus cannot be spread through casual contact, though Koop was careful to point out that because it was not yet known whether the virus can or cannot survive in saliva, it should be assumed that it can be spread through deep kissing or oral sex, especially if there are open sores around the oral cavity.

The possibility of AIDS being spread through the transfer of blood in the blood supply has recently been reduced greatly. The chances of acquiring it through the blood supply is one in 40,000 to one in 250,000, which compared to the chances of being killed in a soccer game - one in 25,000 - is quite remote.

The most effective methods of preventing acquiring AIDS through sexual intercourse is abstinence, monogamy, or at the very least, the use of a condom. The possibility of transferring the disease is much higher through anal intercourse because the anal canal is simply not made for such activity and the ripped tissue which results provides greater access to the blood system. Again, the most effective form of prevention, barring abstinence, is through the use of a condom.

"What it comes down to

(continued on page 4)
LETTERS TO THE EDITOR

FREE(P) SPEECH EDITORIAL

Look beneath the surface of this institution, my friends. Look at the moment of what "lurks" behind the freshly raked lawns, the plush interiors, and the special weekend entertainment. Behind it all is not a very pretty story.

An historical symbol at this campus is being built between the students and the faculty. Students and faculty fear the reality that the Globe might be destroyed. A unique structure found only on this campus, this will be the real next year's hit. Take your young ones to see it before it's too late. Going, going, gone.

Now, a tuition increase close to 10% has been imposed, and it will hurt many students. Not only that, but the new payment policy has been devised, one which literally chops an entire month from a student or family's payment time. Will it help the school? Perhaps it will help financially, but how can something like this promote strong support from students? Start complaining.

Now we should stop to think about this proposal for a new parking lot for Babson Security cruisers, which is much too soon already. Students-owned vehicles are being ticketed anywhere and everywhere you might look. A new lot for police cruisers only? It's too absurd to grasp a hold to that thought...but anyway...

They're "cracks in the core," beneath the surface include: finding the right president to fill Dill's shoes, keeping our new Executive Ed about the competition (or is it in competition?), the lack of innovation and the question that has raised (should Babson be considered about accreditation, or stick to its mission, unrestricted by regional college "cliques")? Among a long list of other issues of concern. The worst issue of all, is the simple fact that only a very small portion of the community is stepping into action to face these issues.

For good day.

President Dill
To the Editor: The Trustees are as amazed as we were that students would propose combining the Pub and Public Safety at 56 Whiting, but they have taken it under advisement. Archibald tell us there will be room in the house as well for President's men's haberdasher for anxious job seekers. The neighbors are willing clothing sold at 56 whiting as long as no one who dresses like Bruno is allowed to live there.

The back yard is under review for 56 Whiting, Maxi-Lot, or if the globe can be moved over the summer, for boce ball. I regret that my confidential downtown to find a more suitable named locale for faculty and student government meetings was misinterpreted.

Sincerely,
President William R. Dill

Global Progress

Global Progress is on track; we've got a long way to go, but we're moving. For those that are unaware of the Globe situation, let me recap. Babson is lucky to have the world's largest revolving Globe on our campus. The historic landmark was created by our founder Roger W. Babson in 1955 and has been attracting visitors for over thirty years. Because it has been neglected and fallen into disrepair, the administration has decided that the only solution left is to spend $10,000 to demolish it this July.

The Babson Globe Restoration Committee is working to raise the funds to preserve this monument. Our deadline is June 1, 1988. We have made great strides. Our story has been covered on the front page of the Middlesex News, in the New York Times, and on WZTV. We have raised student interest and awareness. We have assembled an active group of over thirty friends and alumni as well as interested faculty and staff.

The Community does not want to lose the Globe. We have begun to raise the money and services necessary for the Globe's restoration. Our present goal is to find sponsors to donate the scaffolding, paint, and surface pruning. We are still in need of money to support. Please visit us at the Business Fair on Saturday, April 9 between 10:30 a.m. and 12:30 in the lobby of Trit Hall. We will be showing slides, distributing informational brochures and selling buttons. This is a great opportunity to learn about the Globe. Members of the Committee will be available to provide you with information about how you can help. All Committee members wear buttons with a red dot and would be happy to answer any questions you have or sell you a button.

If you are unable to visit our booth or have any questions on how you can help please contact us at 239-5029 or box 2691.

Sincerely,
Chris Lingamfelter
Chairman
**New Billiling System**

The March 31, 1988 telephone bills will be printed on the new three-line house billing system. The format of the invoice page has changed but the information is the same. The amount that you owe the Telephone Office as of March 31, 1988 is the item called "New Balance".

**Dressing for Your Career**

You have probably thought about your career. But have you thought about dressing for it? The way you dress at your job interview can make the difference between getting the job and being a close second. The way you dress on the job can make a difference in how co-workers, clients and customers perceive you.

The Key Honor Society and Anderson-Little clothing retailers, are sponsoring a seminar: Dressing For Your Career. Topics to be discussed include the ins and outs of what to wear at interviews, how to dress for different professions, what to look for in clothes and how to get the most for your money when shopping.

The seminar will take place on Wednesday, April 20, 1988 in Trin 201 & 202 at 6:30 p.m.

**Freshmen Commuters**

Scholarships are being offered by the Holovak-Logan Memorial Scholarship Fund to commuting students who will be sophomores next year. The application deadline is June 1. Contact the Office of Financial Aid for more information.

**WRITING CENTER**

The staff of the Writing Center is ready, willing and able to help you with papers, reports, resumes, letters. Application essays and any other writing problems. Sign up or drop by 308 Horn Library Monday through Thursday, from 1:30-5. Four out of five clients report that the Writing Center helped them communicate more effectively.

**Cabaret Cast Announced**

The Babson Players are pleased to announce Cabaret April 7, 8, and 9th in Knight Auditorium. The cast consists of: Christopher J. Pimental (Master of Ceremonies), Marc Friedman (Clifford Bradshaw), Ken Wollins (Ernst Ludwig), Paul Turner (Customs Officer/Heinrich), Christopher Lingamfelter (Customs Officer/Peter), Maureen A. Williams (Fraulein Schneider), Elizabeth Fossiett (Freudian Brust), Gregory Salzberg (Herr Schultz), Kathy Tito (Telephone Girl), Irene L. Campanella (Sally Bowles), Alena Antonovitch (Connie), Colleen Mahoney (Cahill), Lynn Harris (Texas), Lynn C. Miguire (Frenchie), Laurel Nelson (Prittie), Sheri Oki (Rosa), Glenn Gaudet (Max), Anthony Caggiano (Erich), Patrick A. Penn (Flies), Diego Domaso (Wilhelm), Marc A. Lasch (Taxman/Rolf), Fiona Horigian (Emilia), Laura Sorgi (Olga), Susan Jakubowski (Lisa), Dianne Yoffe (Ingrid), Leanne AuCoin (Hilde), and Wendy Jacobson (Greta).

Tickets are on sale at dinners in Trin. Prices are $5 Babson and $8 non-Babson. Seats are reserved.

**Casino Night**

This Saturday night, after Cabaret, from 10pm to 1am there will be a Casino Night in Trim Hall. In addition to more than twenty casino tables we will also have a piano bar, a dance band call High Function, and naturally there will be more than enough to eat and drink. All are welcome to join us and win some of the great prizes like color T.V.'s and raffles. The event is sponsored by SOCO, WOW, BSA, GSA, and Student Government.

**Bank of Boston Minority Scholarship**

The Bank of Boston is offering two year, $3,000 per year scholarships and summer internships to minority students who are completing their sophomore year. Recipients must be graduates of high school in the Boston area and must have a B or better average. Contact the Office of Financial Aid for more information. The application deadline is April 22.

**CANCELLATION**

It is unfortunate that we must announce the cancellation of our scheduled guest speaker on April 12. Mr. Robert Guccione regrets that he will be unable to attend and looks forward to an appearance at Babson College next year. Please look to upcoming mailings for the new date for Mr. Guccione's talk.

**Horn Library Exam Schedule**

<table>
<thead>
<tr>
<th>Date</th>
<th>Schedule</th>
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<tbody>
<tr>
<td>April 24</td>
<td>8:00 a.m. to 2:00 a.m.</td>
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<tr>
<td>April 25-29</td>
<td>6:30 a.m. to 2:00 a.m.</td>
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<tr>
<td>April 30</td>
<td>8:00 a.m. to midnight</td>
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<tr>
<td>May 1</td>
<td>8:00 a.m. to 2:00 a.m.</td>
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<tr>
<td>May 2-6</td>
<td>6:30 a.m. to 2:00 a.m.</td>
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<tr>
<td>May 7</td>
<td>8:00 a.m. to midnight</td>
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<tr>
<td>May 8-12</td>
<td>6:30 a.m. to 2:00 a.m.</td>
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<tr>
<td>May 13</td>
<td>6:30 a.m. to 4:30 p.m.</td>
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<tr>
<td>May 14-15</td>
<td>CLOSED</td>
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</tbody>
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The 24-hour reading rooms are available at the Horn Library and the Horn Computer Center.

**Ferraro at Faneuil Hall**

Geraldine Ferraro will be speaking at Faneuil Hall in Boston on the topic of "After Reagan: What Next?" The event will take place on Thursday, April 14, 1988 at 7:30 p.m., and is free of charge. For more information, call 437-9800.

**Talent Show**

The Babson Players are pleased to announce that the talent show will be held on Friday of Spring Weekend, that's April 29th at the Beaver Barn. Any talent may apply: singers, dancers, comics. Come one, come all. Keep in mind that there will be a two song limit per act. If the thought of fame does not interest you, maybe the chance to win some of the prizes for first, second, and third places will. So show Babson your talent! All interested acts contact Jonie Peters at Box 1822 or x4894.

**Parent's Weekend**

This year Parents weekend will be April 8, 9, 10. Highlights include the musical Cabaret, political speaker Martin Agronsky, the Living Classroom, and a student business fair. The theme is 'Destination Babson' so watch for your passports coming soon!

On Saturday night, April 10, our own Trin Dining Hall will be transformed into a resort style Casino as part of 'Parent's Weekend' All are welcome to try their luck at the tables for prizes,dance to the music of High Function, or relax in the piano bar. Dress to Impress.

**Senior Auction Unpaid List**

The following people have yet to pay for items bought at the Senior Auction:

- Jim Wallace
- Steve Charet
- Nancy Flynn
- Greg Malachowski
- Wil Cummings
- Iris Berrios
- Linda Wittlinger
- Ned August
- Tony Guerriero
- Brian Drinkwater

The Senior Class would appreciate everyone's support in persuading these people to pay...we really need the money. Make checks payable to the Class of 1988 and send to Lisa Kess. We will also accept cash. Call Bill Shea at x5423. Thanks for your support!

**Improving Managerial Communication**

The Babson Communication Society Presents: Professional Speeches focusing on "Improving Managerial Communication: How To Use The Language of Business To Empower Yourself". The presentation will be held on April 12th at 7:00 p.m. Everyone is invited!

**Be a Life-Saver!!**

'Heart Attack', also known as myocardial infarction, is the cause of death for over 750,000 Americans every year. Cardiopulmonary Resuscitation (CPR) is a technique to keep the victim of a heart attack alive until medical help is available. Heart-Save (a course in CPR) will be offered to all Babson students, staff and faculty this semester. Instructors are certified by the American Heart Association.

If you would like to be trained in the techniques of CPR, call Mrs. Salvacu (62-227) to sign up. Refresher courses will also be offered. Pre-registration is required, and there is a small fee of $5 to cover the costs of materials.
Finalists For Alumni Award Chosen
by BACE Board of Directors

Last Friday, the four finalists were chosen for the Alumni Association’s Student Business Initiative Award. The contestants submitted a 2-page written summary of their 1987-88 business activities, along with financial statements. The finalists were chosen by a select group of Alumni Association members and BACE representatives. The finalists will present their plans in a 20-minute visual presentation this evening in Alumni Hall.

Babo at BISO Break

(continued from page 1)

the chief tomorrow." The newspaper again attempted to contact Ron Hammond, the staff member on duty. Ron Hammond’s phone number is known only to campus police who refused to connect the Free Press with him.

Furthermore, when the Free Press could not contact the duty officer on the phone, some reporters went to his apartment in The New Hall where they found him uncooperative and quite ill - he refused to make any comment other than that he would discuss everything the next day when he was in his office. The BISO association went through the same procedures they have been practicing for the past ten years. Ron Hammond broke campus precedent in not allowing the party to take place and further compounded his actions by refusing to discuss his actions with the Free Press due to his sickness. In light of this situation, the student body is forced to seek a legal remedy.

The current entrance in the room that leads upstairs will be sealed off. More parking will be created for the cruisers. Security will not go into the residence area unless they are specifically called.

Ronny continued, "only one person will be down there monitoring computer boards. The officers will be in their cars." She added, "if they are not in your face only it will have moved to the other side of the building. The question centers around the police living in your home. To me, that raises some serious invasion of privacy issues. Munson’s concerns were addressed by Dr. Ellis who assured the administration that there would be no arbitrary walking through the halls. The Free Press will be using a separate entrance to be installed in the front of the building. The current entrance in the room that leads upstairs will be sealed off. More parking will be created for the cruisers. Security will not go into the residence area unless they are specifically called."".

Ed. note: Mr. Johnson is a resident of Coleman Hall.

AIDS

(continued from page 1)

is this," stated Koop, "we are fighting a man’s disease, we are not fighting the people who have it. They receive heavy applause from the audience. The disease is an epidemic, by anyone’s definition." AIDS has spread from five people in L.A. in 1981 to 96,000 people today in every state in the country and other countries around the world. It is "virtually 100% fatal". It will be 12-15 years before a vaccine will be developed. The drug run out now can only prolong a victim’s life from four months to at most a year. Koop ended his remarks by reminding everyone that is up to each individual to prevent the spread of AIDS, and that although the expectations for the disease are bleak right now, American’s have a history of overcoming the odds.

Editor's note: Condoms are free and distributed immediately at the Health Center.

TRAVEL CAMP STAFF:
Explore national parks and major cities throughout the United States and Canada on a cross country camping experience with teenagers. Counselors and food manager positions available. Prospective staff must be 21, have excellent interpersonal skills, and prior experience camping. North American Trails, 301 Rutland Street, Cambridge, MA 02141, 617-371-2566.

For Sale: Wear-Ever hot air popcorn popper. Works superbly. $10.00 9X027

For Sale: new, reliable, inexpensive fast IBM Compatible Computers, software, power directors and other equipment’s for sale. One year warranty. All prices below list price. Call MYCO Computer 239-4140

For Sale: The perfect suite furniture. A rugged maple, leather, side tables and couch. Commercial Quality. All three pieces only $300. Call 4X827.

Painters Wanted Join the CAMPUS TERM team. Must be experienced. Please call Collegian Painters 981-7646.

AIDS Rates

$3.00 for 20 words
$0.05 for each additional word

We are offering our first: 2 weeks of Classified Space for no charge.

CLASSIFIEDS must be in Box #140 by noon on Tuesday. Send in your copy with the appropriate payment, by cash or check.
Founder's Day

Look Who's Coming to Babo!

Edward Lowe  J. Willard Marriott, Jr.  Kazuo Inamori

Schedule of Events
April 14, 1988

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Place</th>
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<tbody>
<tr>
<td>10:00 am</td>
<td>President's Private Reception</td>
<td>Trim 207-8</td>
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<tr>
<td>11:45 am</td>
<td>Luncheon</td>
<td>Trim 203-5</td>
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<tr>
<td>1:00 pm</td>
<td>*Greeting from Babson President Dill</td>
<td>Knight Auditorium</td>
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<tr>
<td></td>
<td>-Welcome by Lori Antoniak</td>
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<td></td>
<td>-President</td>
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<td></td>
<td>-Student Camber of Commerce</td>
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<td></td>
<td>-Babson Business Initiative Award</td>
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<td></td>
<td>-Presentation of Student Awards</td>
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<tr>
<td></td>
<td>-Entrepreneur's Remarks</td>
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<tr>
<td>3:00 pm</td>
<td>*Panel Discussions:</td>
<td>Tomasso Rm. 209</td>
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<tr>
<td></td>
<td>Kazuo Inamori</td>
<td>Tomasso Rm. 308</td>
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<td></td>
<td>Edward Lowe</td>
<td>Tomasso Rm. 303</td>
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<td></td>
<td>J. Willard Marriott, Jr.</td>
<td>Tomasso Rm. 202</td>
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<td></td>
<td>Alumni Panel:</td>
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<tr>
<td></td>
<td>Wally Amos</td>
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<td>Donald Burr</td>
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<td></td>
<td>Peter Sprague</td>
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<tr>
<td>6:30 pm</td>
<td>Reception Atrium</td>
<td>Marriott Copley Place Hotel</td>
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<tr>
<td>7:30 pm</td>
<td>Dinner and Induction Ceremony</td>
<td>Ballroom</td>
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<tr>
<td></td>
<td>Presiding: Paul F. McPherson</td>
<td>Marriott Copley Place Hotel</td>
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<td></td>
<td>Executive V.P.</td>
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<td>McGraw-Hill Publications</td>
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*Indicates open to the public and free of charge

**The Entrepreneurs are available for interview from 10:30 am to 12:00 pm
An Interview with Famous Amos

By Michele Nicolato
Coordinating Writer

Wally Amos, Founder of Famous Amos Chocolate Chip Cookies - his advice to students starting their own ventures:

"First of all, it is important to define success. If you define it as material achievements, you better stop and look back for another definition. If you don't find something to tie the material achievement with, you will still be empty inside.

"Second, it is important to have the management skills, which I didn't have when I first started with the little shop on Sunset Boulevard. Even with the great success I had, I ran into cash flow problems and almost went under. Take advantage of what you have at Babson. You are taught the necessary management skills to succeed. Most of all, do something that you want to do. Do only what you do well. If you love the product you have, your enthusiasm will be so high that your work becomes play.

"Persistence, imagination, and enthusiasm are the keys and every human being possesses them. It is a matter of being positive. Life is about preparing yourself and not hoping to achieve but knowing you will.

Wally Amos' latest venture is a shoe shop that produces custom-made shoes in 24 hours. This fall, it will open in Macy's department stores. He says there is also the possibility of franchising it throughout the United States.

From Motown to Marriott: The History of Founder's Day

By John C. Mellen
 Contributing Writer

FOUNDER'S Day signifies the importance of the entrepreneurial spirit in the business community and at Babson College. Throughout the past ten years, the Founder's Day program has honored 30 outstanding men and women who through their energy, enterprise, and innovation have had tremendously successful business careers. To date, these entrepreneurs have been inducted into the Academy of Distinguished Entrepreneurs. From its inception the Academy has had three objectives:

* To bring recognition and honor to entrepreneurs who have contributed significantly and in a socially positive direction to the development of free enterprise throughout the world.

* To offer opportunities for undergraduate and graduate students interested in entrepreneurial endeavors to interact with these people.

* To contribute to Babson's reputation as a leader in entrepreneurial activities.

the ideas, philosophies and experiences of these entrepreneurs. It is this type of commitment to leadership in the business world that our founder Roger W. Babson was dedicated to. Founder's Day was originally established in 1947, and was designed to honor the "generous benefactions and courageous leadership" of Mr. and Mrs. Roger W. Babson.

Later the program was redesigned to focus on a "major theme of business or social significance." In 1978, former President Ralph Sorenson and members of the Babson faculty refocused Founder's Day to honor the entrepreneurial spirit by creating the Academy of Distinguished Entrepreneurs.

This spirit of entrepreneurship can also be seen in the number of student businesses on campus. Babson's student-owned businesses range from selling, t-shirts to typing skills, and candy to condoms.

In addition to these ventures, each year students majoring in Entrepreneurial Studies must submit a complete business plan that is evaluated by the Charm Prize Committee. The Phillip Charm Prize is a $4,000 award presented annually, on Founder's Day, to an undergraduate individual or team who develops the best business plan for an entrepreneurial venture.

This year for the first time the $3,000 Douglass Prize will be awarded to the best business plan submitted by a Babson graduate student or team of students.

This year on Founder's Day, the Babson community will induct three new entrepreneurial giants into the Academy of Distinguished Entrepreneurs: Kazuo Inamori of The Kyocera Corporation, Edward Lowe of Edward Lowe Industries, and J. Willard Marriott Jr. of The Marriott Corporation.

This Founder's Day should prove to be an exciting and inspiring program for all those who attend. In the words of Roy Kroc, Chairman of the McDonald's Corporation, "For you young entrepreneurs of tomorrow, forget about being rich. Be rich in your heart, in your soul, in your mind, and I'll guarantee you that if you put that kind of feeling in back of it, you'll be rich in dollars too." (Founder's Day 1978)

Soichiro Honda (left) and Berry Gordy greet each other Honda style. (1978)
Behind the Scenes

By Michele Nicolato
Contributing Writer

This year, nearly one hundred students and members of the faculty have coordinated their efforts in preparation for the Founder's Day celebration. In order to ensure that all plans run smoothly, students are divided into eight committees, each with different responsibilities and different functions. Together, they perform all of the tasks necessary for a successful Founder's Day-planning meals, arranging press coverage, sending out invitations, providing transportation, and much more.

The responsibilities of the Accommodations and Facilities Committee are many. Members work with Buildings and Grounds to reserve all rooms to be used for Founder's Day activities. They also work with Media Services to have signs made and to make sure that any necessary video equipment is available. In addition, it is their responsibility to see that room reservations are made for the honored guests, and that all arrivals, departures, and room occupancies run smoothly. The chairperson of the committee is Lisa Moravia and the committee advisor is Edward Sullivan. Members include Mike Cuning, Charles Dickson, Bill Doherity, George Elias, Rosemarie Martignetti, Stephen Norton, Andy Spenser, and Glen Skalny.

The Marketing Committee has the responsibility of selecting students to act as guides for the distinguished preneur and any family, friends, or business associates that may be present for Founder's Day. Each entrepreneur will have two escorts, one of which receives the honor of introducing the entrepreneur at the evening banquet. The chairperson for this committee is Linda Baffroy, with Richard Bishop serving as the committee advisor. Members include Paul Aroni, Dana Bennett, Colleen Curtis, Trisha Fialli, Annie Hastings, Melissa Marconi, Linda Rossetto, and C. Justin Wheeler.

The Exhibits Committee is responsible for the Founder's Day exhibit found in the Horn Gallery. This includes planning the focus of the exhibit, working with the coordinator of Gallery exhibits and Media Services to design the exhibit, and staffing the exhibit area during designated hours. It is through their efforts in working with the public relations offices of the entrepreneurs' companies that the exhibit materials are obtained. Chairperson Lisa Arpin and committee advisors Stephanie Homan and Alma Mallar are assisted by members Kebby Beale, Sarah-Jane Cabill, Pam Hannah, Kimberly Kelly, Gail McDonough, Lisa Ping, Jay Pizel, and Sheila Southwood.

The Hospitality Committee provides greeters and ushers for the various Founder's Day activities. These include the morning reception, the luncheon at Trin, the afternoon programs at Knight Auditorium and Tomasso Hall, and the Marriott Hotel reception and dinner. Chairperson for this committee is Denise Paratore, and the advisor is Hollie Back. Members include Stephen Anderson, Karen Cressotti, Vanessa Corliss, Jeannie Devlin, Vicki Hallstrom, Rhonda Jannaccone, Matthew Kerfoot, Lynne McGuire, Sue McNulty, Amy Moss, Stephen Parker, Ashley Watts, and Susan Wolfe.

The Meals Planning Committee works with the Saga/Marriott Corporation in planning the menus for both the luncheon at Trin and the dinner at the Marriott. They are also responsible for seating arrangements at meals, centerpieces, preparing place cards, and arranging tables. Chairperson Lynne Carr and advisor Glen Hadley are assisted by members Shafie Desai, Malik Fernandez, Paul Gaudreau, Ellen Greene, Christopher Lynch, and Darren Moss.

It is the responsibility of the Publicity Committee to see to it that campus, local, and national media attend and report on Founder's Day. Members prepare and distribute press kits to media representatives, hang posters on and off campus, arrange for press coverage, arrange for interviews with the entrepreneurs when requested by the media, write articles for the Free Press, and act as hosts for any media representatives attending Founder's Day. Mary-Beth Conway is the chairperson, and Barbara Cox serves as advisor. Members are Anthony Burik, Andrew Brock, Virginia Hoo, Fiona McKeganey, Wendy Miles, and Michele Nicolato.

The numerous responsibilities of the Registration Committee include the proper mailing of invitations, maintaining a record of invitation responses, ordering name tags for both day and evening events, and handling the distribution of the name tags to the assorted guests. Members include Janice Bergstrom, Lori Blottick, Ruth Canabuili, Sheila Doherty, Robert Dzidzien, Michael Glinley, Richard Goldberg, Liss Hadzeyakrakides, Marion Hanahan, Julie Johnson, Alyssa Keleshan, Denise MacDougall, Lindsey Mahoney, Steve Manning, Anna Newman, Lynn Norris, Pamela O'Boyle, Margot Roy, Deirdre Smith, Laura Sorgi, Melissa St. John, Kathy Tiko, and Ross Trachtenberg.

The final committee is the Transportation Committee. This committee is responsible for selecting drivers for each car needed to transport the honored guests, arranging for the rental of cars and buses, and supervising the transportation of the entrepreneurs and their parties between the campus, the hotel, or as needed. Roger Rodriguez chairs this committee, assisted by advisor John Hackett. Members include Joshua Handing, Robin Johnson, Neil Lefevre, Patrick Perugini, Don Rettalia, Peter White, and Craig Woodcock.

It is through the efforts of each committee that a successful and exciting Founder's Day is ensued. The time spent in preparing for this celebration, along with a special attention to detail, demonstrates the continued dedication of the Babson student and community to the spirit of entrepreneurship. Because of this continued involvement, we are able to maintain the Babson tradition, and honor for the eleventh year, some of the most distinguished and successful entrepreneurs.

Founder's Day
Student Reaction Poll

By Rudolfo Mayol
Contributing Writer

"It becomes an opportunity for Babson students, with innovative skills to learn about others that have achieved their goal in life. It also portrays the entrepreneurial spirit of Babson College."

Madeline Warren Senior

"Founder's Day is an excellent opportunity to see what a Babson student can do with his/her education."

Lisa Minucci Senior

"I think it is important because it gives national recognition to the school. Somewhere every year for their extraordinary personal achievements, it is important that Babson appreciates winners and therefore educates students likewise."

Raul Cacho Junior

President DIII learns with local nursery school children the best way to play with legos -- from Chairman of the Board at LEGO - Godfried Kirk Chistensen.

"Listening to great entrepreneurs who struggled against and conquered many obstacles is inspiring. Hence, Founder's Day is the culminiation of an education which encompasses textbook learning with practical experiences."

Dumas Maugile Senior

"Fourizer's Day is a reminder to all of us that any goal you set in life can be accomplished. These entrepreneurs are a living example of people who worked hard to achieve their lifetime goals."

Kevin Arians Senior

"Founder's Day is perhaps one of the most inspiring events mounted by Babson and services to enhance the sense of community as well as the motivation of its students. It is questionable, however, whether the invited guests are at the cutting edge of entrepreneurial activity."

Matt Bernardi Junior

(Founder's Day, 1989)
Nine Escorts Selected

By Anthony Burik
Contributing Writer

On the surface, the nine undergraduate students chosen to host the future Founder’s Dayardiels are Willard Marriott, Jr., and Kazuo Inamori, and past inductees Wally Ansat, Peter J. Sprague, and Donald Burr. They appear to have nothing in common. Five seniors, three juniors, and one sophomore—certainly not enough to finance to marketing, compose a seemingly varied collection.

Yet, when asked why they agreed to be an escort, many similar answers arise from the group. Senior Rhonda Lannacone is one of the many who realizes that “Founder’s Day was extremely important to the college, and senior Gail McDonough, who is particularly involved in the event, feels that the motivation behind the entourage, will be a team effort.

Donna Urban, the only sophomore in the group, also noted the magnitude of the event. “Working with senior Liz Fossett, the only escort majoring in business, will accompany Marrio.”

Senior Janet Roberts mentioned, as did the others, that Founder’s Day was “a wonderful opportunity to represent the college to people...worthy of this honor.” Roberts and junior Mark Donofrio, who spent this past summer in Japan studying business and culture, will escort Inamori.

Another reason for applying was voiced by senior Christopher Loynd. “I will escort Amos, when he said that he wanted to “give someone something back.” Junior Tony R. Pese, escorting Sprague, noted that his position will be a challenge, while Karen Carroll, escorting Burr, speaks for the group when she says she always wanted to be an escort.”

Surviving the selection process was a challenge in itself. Applicants first had to fill out an application and write an essay that addressed why they wanted the position and what qualities they had that would make them more attractive prospects over others.

“a wonderful opportunity to meet people...worthy of this honor.”

The second stage was an intensive interview with a small group of potential Escort Committee, who requested a list of possible situations that could arise on Founder’s Day. In addition, what if someone is monopolizing the entrepreneur’s time, or what if a student handed over a resume. The escort had to respond effectively.

The third stage, considered by many to be the most difficult, was presenting a short speech introducing an entrepreneur of the applicant’s choice. The person had to walk into a room, deliver a factual presentation while being videotaped, and exit the room, not speaking to anyone. If the applicant sufficiently delivered the speech, similar to the one to be given at the Founder’s Day dinner, then they had a very good chance of becoming an escort.

What does the role of the escort mean? The escorts were told in saying that they would become a representative of the college, and demands a lot of flexibility, according to Fossett, as well as enthusiasm, mentioned by both Urban and Roberts.

Most of the escorts agree that communications skills will help in most things. The Founder’s Day run smoothly. And personality, noted by Lannacone is very important. Cocress mentioned motivation; Carril cited humor, and Monofrio stressed how important it was to return something to Babson after Babson had given so much. He said the position of the escort was educational in its own right.

Perhaps that is the driving force within the nine people serving as business representatives. Donofrio noted that while most students weren’t in a position to give substantial funds to the college, they could bestow some time and effort. The role of escort certainly requires that, and it is something that can be more valuable than any amount of money a person could give.

Douglas Prize Finalists

By Virginia Hoo
Contributing Writer

Entrepreneurial spirit abounded in Tomasso Hall March 26th as the nominated groups for the Douglas Foundation prize geared up to present their business plans.

The atmosphere was one of camaraderie, and tension easily exchanged among the participants minutes before the competition began. The fruits of their hard labor from months of hard work, were finally manifesting.

The team of you that you have with the Douglas Prize to enthusiastically sailing away at Policy or Finance this past winter, are the winners of the 1987 awards, we were awarded the best business plans in the college’s classes or an area. The teams are the winners of the four plans out of twenty two have been selected as finalists for this priz.e.

The winning junior class team will be announced during Founder’s Day ceremonies—Thursday, April 14. The winning student or team will receive $1000 and an engraved watch, and each of the two runner ups will receive $1000.

The composition of the judges, critical of the graduate business plans consisted of outside entrepreneurs, venture capitalists and others with experience working with entrepreneurs. The panel of judges were: Mrs. E. Janice Leeming, Senior Associate of The Venture Capital Firm of New England, Mr. William Egan, Managing General Partner of Burr, Egan, Delaney & Co., and Mr. Michael Tobey, President and General Manager of Cellular One, the telecommunications giant.

The Douglas candidates, in order of presentation, were Marc Chandonnet, Pamela Walsh Constantine, Richard Krueger, and Donna Sprague of Boaitech, Inc.; Jim Fawcett, Greg Hunter, and Tim Sullivan of Veck, and Brian Brewing Company; Pamela Colas, Angelika Ensins, Shabhir Hamza Khandwala, and Jose Varas of Veck, Inc.; and Steven Richards of American Financial Systems. Absentees were Donna Sprague, Tim Sullivan, Angelika Ensins and Shabhir Khandwala. All students are in the part time program with the exception of Greg Hunter, Tim Sullivan Angelika Ensins, and Jose Varas.

Pamela Constantine started the competition off by introducing Babcock, Inc., a company that will develop and market high-margin products for the acne market. Babcock's plans for their initial product will start with the design and development of a self-righting infant formula called Baby Babcock. This innovative idea evolved from the personal experiences that the management team had with infants. Plans for the marketplace (strapped-in child safety seats that do not rigth themselves up consistently, or bulky infant carriers that children love to take off), and the compete need in the market. The proposed initial action in starting up the business would be to do thorough research. The entrepreneur of the group is Marc who started up his own accounting firm, Cutler, Spillane & Chandonnet, CPAs.

The second presenting group presented Dolphin Brewing Company, which oversees the brewing, marketing and distribution of high quality, low price, domestically brewed beer. The idea for the business plan came up from Tim Sullivan who has been brewing beer as a hobby for many years and is serious about pursuing the venture. The plan is that the agent upon execution of the plan be attracting investors to start production and marketing. The presenters gave an exception presentation, with a detailed analysis into the plan. The Douglas entrepreneur of the group is Greg who has run two ventures—a consulting business and a furniture restoration business.

The managers of Veck, Inc. provided live flip charts and a portrait of the product’s logo in their presentation of the business plan. Their proposed company will offer specialty food products, initially producing 100% natural chicken stick.

Several members of the management team enjoy cooking, and were disturbed by the high content of sodium and MSG in chicken bouillon and chicken broth. Consideration has been given to a start-up of this company by the 4 members. An important step on their agenda towards implementation is extensive market research that would give a better idea of consumer interest. The entrepreneur of the group is Pamela who is a self-employed consultant working on various small and large development funds by The World Bank.

The final presentation was done impressively by a one-man group, Steven Richards, who gave a slide-show on his company, American Financial Systems. The company makes a software and financial consulting firm that specializes in executive benefits and corporate owned life insurance (COLI). Together, Financial Systems services the insurance industry by helping insurance companies design and tailor their insurance packages to their clientele’s needs. The company has taken advantage of the surge in microcomputer usage by producing software for this sector. There’s no better test of the viability of a business plan than real-life, and this company passed the test with flying colors. It has been in existence since 1986, and Steven is currently the Vice President.

Comments from the judges panel included such questions as how viable the plans are. In conclusion, we give you our congratulations to all and ownership between the companies has been realized.

Some tips from this year’s pros for students that want to compete for next year’s prize: choose a subject where team members have relevant skills and experience, objectively determine if the plan is viable, work closely with your professor—-the added input is invaluable, and have a “Go For It” attitude. "The project was a lot of fun and a great real world learning experience."
SHIRT WORLD
KEVIN WHITE ANDERSON
LIVINGSTON WELLESLEY, MA

Shirt World is approaching its first anniversary. Established one year ago, Shirt World focuses on silk screening shirts for colleges, universities, and corporations. Kevin and Andy pretty much fell into this venture when the shirts they ordered for the BSA never arrived. Kevin said, "When our original order fell through, Andy and I picked up the ball and haven't looked back since." Shirt World's customer list includes Prime Computer; Wellesley College; Babson College; and many other local organizations. Kevin remarked on how his business has been viewed by recruiting companies, "For the most part every resume is basically the same, but not everyone has his/her own business. They skip over everything and go straight to new businesses (he also owns a DJ service). They are really interested...it's definitely an edge."

Benefits: "I like being able to do what I want, when I want, and how I want to do it...flexibility...I am proud to have my own business."

Learned: "Meeting people is the greatest part...people are so different...it's a real skill to learn how to handle with these diversities..."My business makes my classroom a lot easier. It is tough to relate textbook information to anything in the real world unless you have previously experienced it."

Recommend: "If the person has the initiative and drive, I would definitely recommend that they start their own business...You are not just doing one task - you get the whole business picture."*

B&C SATELLITE CORP.
BRIAN O'MEARA HUDSON, NH

Brian started B & C when he was a sophomore in the fall of 1985. The B & C is a residential satellite television sales and installation company. The company began as a subsidiary of a local video store offering satellite television to the Greater Nashua Area. Although the 'Fall of Satellite Television' occurred during the spring of 1986, he continued with the venture searching for new and innovative forms of advertising. The business turned out to be highly seasonal. However, the season varied according to the weather, not the time of the year. The first year all sales came between November and December; the second year between June and September; the third year between September and October. The seasonality and negative consumer attitudes made it very difficult to advertise through normal channels. Reputation and the sign in front of the video store were the only forms of advertising that proved to be cost effective. On average the firm sells 50 systems during the 2-3 month season, with average yearly sales between $820,000-26,000. Now that consumer education has started to take root the firm expects a record year in 1988.

Benefits: "My summers were an education in business - without the books."

Learned: "I learned that it is very difficult to sell a product that the consumer has negative attitudes towards..."Ownning my own business made me analyze situations much differently than many of my peers."

Recommend: "I feel that everyone should try to run their own business at least once. It doesn't have to be some extravagant production...it can be something like a temporary license for silk screened T-shirts. The opportunity is here, and the worst thing that can happen is...that you learn a little bit more about yourself."*

KANTYPE
JACKI GIORLANDO

This business is a typing business that will type whatever needs to be in typewritten form. She decided to begin the business after her friends asked her to type their papers. She received a demand and proceeded to do her best to fulfill it. She enjoys running her business very much and feels that it is good experience. She found it a challenge to begin her business and thinking through her business plan proved to be a real challenge.*

SOFTWARE DEVELOP PLUS
KEITH NOVEK DARTMOUTH, MA

Keith became interested in entrepreneurship and Software Development Plus after the summer of his freshman year at Babson (1986). That summer, he worked at a CPA firm in New Bedford, Massachusetts. During that summer, he saw the programming and development of several systems for companies in greater Souttheastern Massachusetts, using a format similar to what Arthur Anderson uses. He says that he gained an extensive understanding of experience that summer and decided to center his business around it. This past summer Keith developed a comprehensive administrative system for an Audiologist's office, and is at present working part time on enhancements for two existing systems. The Audiologist's system is in operation, and the client is ecstatic with it. Keith is hoping that a combination of an excellent product and rave customer reviews, that he will be able market this product to other medical offices in the near future.

Benefits: "I enjoy the responsibility and freedom of being my own boss. When I work its not just for the pay but also for establishing a reputation."

Learned: "I've learned a great deal about dealing with people and negotiating contracts. I've especially learned about the risks involved in bidding for a project and then having to follow through with the product at the promised time and price."

Recommend: "If you have an idea, interest, and the drive to follow it through...I urge you to take the plunge and start your own business. There is no better experience than actually doing it."*
C & A REALTY
ANDREW WARREN
CAROLINE DRINKUTH

"C & A Realty offers a course designed to meet the 24 hour prerequisite for the Massachusetts Salesperson's Exam and to fully prepare the student for the exam. C & A Realty is licensed by the Massachusetts Board of Education, the Massachusetts Board of Real Estate, Insurance and Brokers, and is bonded by the National Grade Insurance Company. Both Andrew and Caroline had an interest in real estate. A course had been offered on campus by a senior last year, and they saw that there was a demand for such a service. They set out to launch a "Babson Real Estate School with ambition and enthusiasm."

THE BABSON NEWSPAPER SERVICE
CHIP DOERING

"While operating the Babson Newspaper Service, I have learned about people, money, responsibility, and good hard work. The most significant thing about being a business owner is maintaining a proper balance between business, school, and a social life. Often, I have been awayed from the center. I usually learn something new about myself each time. When I began operating my business, it was very difficult for me to concentrate on anything other than newspapers. My grades and social life began to deteriorate because I had such a difficult time controlling my enthusiasm. The experience of operating a campus has not only taught me a great deal about myself, but also how to balance the pressures of school.

The Babson Newspaper Service is a business which distributes the Boston Globe, USA Today, and the New York Times. Basically, anybody can sign up for a subscription if they have a campus mailbox. I am responsible for buying the papers wholesale from individual suppliers and making sure the subscribers receive their papers everyday. I am also responsible for getting all the subscriptions, all the advertising, and any promotions. All subscriptions must be paid in full before delivery begins and Babson has any accounts receivable. The next aspect of the subscription business is that I have the use of all the money from pre-paid subscriptions until the bills are due. It is similar to how Babson has the use of all the tuition money for students each semester. In dealing with the problems associated with running a business, it is necessary to be disciplined about myself. I learned that hard work and persistence do pay off...

PRIVATE LANDSCAPE/SNOW PLOWING SERVICE
JOHN DINSMORE
WELLESLEY, MA

John has been landscaping part-time for many years. This past summer he worked full time as a foreman for Sweetrock Landscaping in Wellesley, Massachusetts. He has taken this experience and capital saved, and has established his own small landscaping and snow removal business. During the winter John plows out a number of residential homes and businesses in the Wellesley area. During the other seasons John is involved in landscape maintenance and landscape construction. Landscape maintenance consists of clean-ups, pruning, tree felling, and regular lawn cutting. Landscape construction involves building of retaining walls, brick patios, and sidewalks. This summer John has two main objectives: one, to expand his own business, and two, to further his knowledge of landscaping construction by working for the Foley Landscaping in Wellesley, Massachusetts. Upon graduation, John plans to be involved in landscape construction full time.

Babson Free Press
April 8, 1988

D BABIGIAN
LANDSCAPE, CONSTRUCTION, AND CONTRACTING
DICKRAN BABIGIAN
NEWTON, WELLESLEY, and WESTERN, MA

It has been ten years since Dickran landscape construction business was established. The company's activities include: landscaping, construction, painting, carpentry, masonry, and driveways. Dickran employs 7 full-time workers, which includes 2 full-time positions. As a junior, he has already begun to establish accounts for the coming year.

BABSON ASSOCIATION OF COLLEGE ENTREPRENEURS
EXECUTIVE BOARD:
Brian Tebbs, President
Karen Hailer
Keith Novek
BOARD OF DIRECTORS:
Chairman: John Orkin
Mark Rogozinski
Vice-President:
Prem Balwant
Mark Garfield
Craig Nesta

Lori enjoys being involved with her business very much. It is an excellent resume builder. One reason why she receives so much business is that running the business is the fact that there is a creative element involved. The business was established in 1981, Designs makes the signs for clubs, organizations, and will advertise to be sent in a special meeting.

DESIGNS
LORI ANTONIUK
AMY GRASSILLY
CARY DUNLOP
LEANNE KENNY

Lori enjoys being involved with her business very much. It is an excellent resume builder. One reason why she receives so much business is that running the business is the fact that there is a creative element involved. The business was established in 1981, Designs makes the signs for clubs, organizations, and will advertise to be sent in a special meeting.

Another enjoyable aspect is the ability to plan my earnings and work schedule." She considers it a flexible job and feels that the commitment to the business has affected neither her social life nor her grades. Her experience has shown her that coming up with a viable product is most important. A

Written and edited by:
Brian O'Meara
Karen Hailer
John Garfield

Andy & Cara renovate realty course.

lot of good ideas are not viable for the community." She sees Babson as having many needs in regards to goods and services. "Babson is too small for outside businesses to get involved in. There is a great opportunity for business students who wish to begin a business. New ideas and original ideas are another ingredient to a successful business. "A business allows you to learn how to deal with people, which is what the future holds for most business students. A business also gives a sense of pride and responsibility in that decision making is a large part of running it. "It is rewarding, satisfying, and gives self-confidence."
CLEAN CUT LANDSCAPES
GREG TUFANKJIAN
DUXBURY, MA

It has been three years since Greg began his yard care service company. Since then, Greg has doubled his business in size, reaching 48 major accounts and taking on 32 individual jobs. "The industry standard," Greg says, "is to acquire customer trust and loyalty. That the following year you can keep the same customer base." Although word-of-mouth advertising was the best, other efforts included: personal selling (cold calls), newspaper ads and flyers. He also had an innovative way to gain accounts; he followed the real estate market and searched for sellers, who wanted to spruce up their property, or buyers, who wanted to fix up their new home.

Benefits: "I regained the freedom of scheduling my week. A sunny day usually results in great wind surfing!"

Leaves: "Caring for the trust of my customers is based solely on how well I can sell myself and my services. If customers look favorably on the personal aspect of my service experience I've acquired." Recommend: "If you have any idea to handle it yourself, you should take the chance because it is the best way to maximize your potential. Its a great opportunity to see if you are secure you can make yourself without having to rely on someone else."*

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PIE ON THE FLY
ROGER BEAUDOIN, JR.
WELLESLEY, MA

Pie on the Fly offers students the opportunity to have pizza delivered to them right at their door. The founder of this business saw the need at Babson, and since he had a similar endeavor as a undergraduate at Bryn Mawr College, he decided to begin the delivery service. The first step that was taken, which should be for all businesses, was the formation of a "comprehensive business plan." He had to present his idea and how the restaurants that his concept could be profitable. In forming this business the hardest part was approaching restaurants and getting them to believe in his business plan.

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RICK'S PAINTING
RICK TALBOT
REDDING, CONN

Rick started painting residential exteriors in 1985 when he entered a 60/40 partnership with a friend from home. During his first year, he obtained his initial accounts from taking a part-time job at a local country club. Flyers and word-of-mouth advertising were his most successful means of growth. This past summer he joined the Bostons Free Press page 11

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REN-T-A-FRIDGE
BRIAN BENAVIDEZ
CHIP DOERING

As the name implies, Rent-a-Fridge rents out refrigerators to college students. The business was one that was already in existence. Chip and Brian simply purchased the business and took over the operations. Their responsibilities and job related functions are as follows:

"In the first week of the Fall Semester, we sit outside the school cafeteria for several lunches and dinners. At this time, the students fill out a short contract giving us their name, school address and home address. No money is accepted at this time. After we receive the names, we return the following week in a truck with all the refrigerators. We drop off the units to the students' room and collect payment for the whole year. If payment cannot be made at the drop off time, other arrangements can be made. The student then keeps the unit until we pick them up at the end of the Spring Semester. We are always available for customer complaints or refrigerator replacement."

Chip emphasized being aware of who are working with when you purchase a business is important. Many times people are naive and this can lead to problems when you are dealing with shady people. Taking over a business is not a gamble, but you just need to cover yourself in case of any unexpected occurrences.

B.E.N.S.
DOUGLAS WHITE
WELLESLEY, MA

The Business and Entertainment Network for Students (B.E.N.S.) is a student discount program focused towards "Making the good life possible for students." Doug created the idea to offer student discounts on all products and services that they would purchase from A to Z. The initial membership fee for joining the network is $20 of which a large percentage will go back to the student's financial aid office to offer scholarships to qualified students. B.E.N.S. will make very little money from the actual fee itself. The majority of the profits will come from merchant advertisements in the B.E.N.S. Book (merchant yellow pages). Doug plans to start the network in the Greater Boston Area this coming fall, expanding to the rest of Massachusetts and Fort Lauderdale in the spring; and eventually growing regionally throughout the country. The discounts will not only be given in the colleges direct vicinity, but students will have access to any of the local, regional or national merchants in the B.E.N.S. network.

Benefits: "School and my business have definitely improved my outlook and ability to bring my life experience together with new "lived" knowledge...hopefully it is the right equation to come out with success."

Recommendation: "Get out there and try it! If it doesn't work, step back and take a look at what you did wrong. Try to change your mistakes into something positive...at this age everything is a learning experience. Take advantage of the opportunity."*

AUTO EXCELLECE
BRAD BARON
WELLESLEY, MA

Last year Brad took a semester off to start his own company that would take advantage of a strong growth in the laundromat business. He says, "people always have to get their cars fixed, but they shouldn't have to worry about getting taken when they're doing it." Auto Excellence was created to give students high quality automotive repairs and maintenance at reasonable prices. Auto Excellence is "total car care" including services such as towing, mechanical repair, battery jumps, body work, custom applications work (i.e. stereo installation), oil changes, tire repair, and interior/exterior detailing. Brad will soon be connected with Auto Search, which will allow him to market his business to college students anywhere in the US in less than 24 hours.

RD LIMOUSINES
BRAD BARON
RIVERSIDE, CONN

Next fall, Baron Enterprises will bring a new concept of a student business to Babson. That's right a limousine service for trips to Boston, Framils, or just a night on the town. Brad plans to bring one of his four limousines to campus next semester to offer students safe transportation for those special occasions. He said the most difficult part about running a limousine service is obtaining conscientious drivers, "once you have that its only a matter of keeping the car on the road."

WESTON AND WESTPORT WINDOW WASHING
MARK UNGER
WESTON, CONN

Mark started his business two years ago as a recommendation from his father, who owned a window cleaning equipment company previously. He had been working for him at Burger King restaurant, but felt that his own venture would bring him more freedom and more money. He chose interior and exterior residential window cleaning because of its high profit margins and wide open market. He picked up a partner and began marketing his idea through a $17 per week newspaper ad and flyers. Sales doubled in his second summer of operation, netting him over $20,000.

Auto Excellence Division of Baron Enterprises

Savings Students 10-50% + On The A-Z's
THE NATION'S FIRST STUDENT DISCOUNT NETWORK
COMING TO BOSTON THIS FALL!

CAMPUS AUTOMOTIVE REPAIR SERVICE

The Babson Newspaper Service
"Subscriptions Given Help!"
Call: 235-0865
LOOK FOR US NEXT FALL!
Flash to Sally: Clifty's back and the drool is getting thicker.

Flash to Sissy: The young lady in a fur coat: The only way you're going to get a job is by sleeping with someone... but these days you're sleeping with me.

Flash to Dear Max: ...After all, you are the star of the show.

Flash to Miss Bowles: Can we do that again? Just didn't feel right.

Flash to Sleuth: Smoker: Schroeder: How does it feel to have love for the first time in 35 years? (15 years ago, there on the bottom if I drop some in some night).

Flash to Luka: Tighten up! And keep those shoulders back.

Flash to Emcee: The microphone is not necessary, you are the part.

Flash to Tim B.: Saturday Night: Let's Party!

Flash to Campus: Want your parents occupied while you party? Send them to Calbers.

Flash to Emcee: Shave, wax, or pluck.

Flash to ZBT pledges: We thank you!

Flash to Jilly: We've got quick changes down to a science.

your dresser (Texas).

Flash to Campus: Are you concerned about starting your own business next year? Take a look at the Student Business Full Out Section.

Flash to Campus: How about a couch? See Associated Ad.

Petz 56.

Flash to Finalista: Congratulations Chip, Roger, Roz, Marco, Andy, and Caroline.

Flash to Senior Men: Commercial: Ball is only 5 weeks away -- ask for dates now or be alone!

Flash to Campus: For sale: The perfect suite furniture. A well-matched matching set of 2 chairs and 1 couch. Commercial Quality. All 3 pieces only $450. Call 4x857.

Flash to Kappa: Great Easter Egg Hunt!...All the sisters.

Flash to T. Hunnewell: You should really leave married men from the 2nd floor of Central alone -- oh, yeah, you are.

Flash to HJ: You can say “bo” anytime now!

Flash to Sticky Leprechaun: So is it going to be Barbarian or Wilfred?

Flash to Matthew: Are you our mutha?

Flash to EMK: Why don’t you stop calling another cocker: I’ll help to critique the next one.

Flash to Sheriff: Sleek at Emack’s: Buy one ice cream cone, get a free roll of indoor/outdoor carpet, now at 10.

See you there, Watson.

Flash to Seniors: Only 44 days to June.

Flash to Cheryl: Hope you are feeling better soon!

Flash to Ted: No problem, buddy, don’t worry and I’m still hangin’ here.

Flash to Dianne: Happy Birthday! Love, E & S.

Flash to Campus: Surprise in New Hall main lounge: bingo area, Friday at 4:00 BPT.

Flash to Dayna Borges: Happy Birthday, Are you coming.

Flash to Terry: How about a little game of sleepover? Please bring your equipment. Signed, Frick & Frack.

Flash to Words: We are going to meet at the Greens, keep your fingers crossed, Anne.

Flash to Peter: Watch out for whirligigs on the streets of Manhattan.

Flash to Campus: Friday, April 1st is Tom Plantée’s 21st birthday.

Flash to Continental Airlines: I mean you really suck.

Flash to Soccer Team: They kept us away but we’re going back: soccer at Whaleton on the 23rd. Bring overnite bag. Signed, Ready to Roll.

Flash to South: Okay, you can start breaking windows & bottles again. Signed, Res. Life.

Flash to Sara: Ship leaves at zero four hundred hours. Signed U.S.M.C. K.

Flash to Cindy: Violence is not the answer: MURDER IS!

Flash to Pam: Get rid of those money skinner, signed Dowe.

Flash to Squacky: I wear butteries too (BTH) to Douse. Sadface.

Flash to Tracy M.: How’s the wall taste. Signed a fly on the real Prt. night.

Flash to T. Hunnewell: What are you doing tonight, I have been affidavit so I qualify. Signed very faithfully.

Flash to Jilly’s Roommate: Skin, Bone, and pale blonde hair aren’t worth your effort. Signed, Concerned.

Flash to New Dorm: She’s your problem next year. Signed, Bitch.

Flash to T.K.: Look again, you can’t get anybody downstage: I wouldn’t.

Flash to Big Dummy: Keep studying (that art stuff, you reclusive person)

-fellow cheese brain

Flash to Girl’s Law: The last flash was from #14; so this is one!

Flash to Anyone: Why do you fools fail at life...a fool

Flash to Dudley: You are a god! Cindy

Flash to Bitch: I still love you.

Flash to Stranger: Who still loves me? -Bitch

Flash to Wonder: Hmmm... Official Tour promoter & Public Relations Person (Passed) - Signed, Don King Flash to Gobs: How was Texas, Florida, Alabama, and Atlanta? - Sighted Flash to Delporte: Yes, they’re off this campus and going hunting! - Bitch

Flash to My Big Sister: Can I join MAFIA, too?

Flash to Cindy & Jeanne: Alright, you guys - I can NOT spend any more money! Stop making me go shopping! - Bitch

Flashe to Duddless: May I have my calculator, tissue box, hair dryer, hair attachment

Flash to Ricardo: I want your shirt - You Kn0w Who

Flash to Desmedt: Yes! There is a new Order that Tom Cruise wears Strawberry colored Briefs on occasion while Dirty Dancing with Anne Klein 0-5 times daily.

Flash to Shuffle: A “900” to you too! - Chiming

Flash to Andy: Greetings! Hang in at curtain, the end might be near.

Flash to Central 307: Contains only natural ingredients, no preservatives or additives.

Flash to Jilly: Don’t let this virus get you down - just think it could be AIDS?

Flash to BG: Keep it tasteful, madame! REMEMBER, flowers at the airport with the unkin.

Flash to Bitch: If anything, it was too short. D.I.

Flash to Troy: SERIOUSLY! Typists revolt - checks to appease the masses. Do or die. (I’ll live because they’re using my “Personal Productivity Tool”)

Flash to Jared: It’s no fun when you saw the Flashes before-hand...I night as well have told you in person. Signed望 you figure the last one out yet

Flash to Health Center: The extent of their damage makes it not so bad leaving Mommes, teddies, and chicken soup.

-Recouer.

Flash to Campus: Don’t Forget Casino Night This Saturday after Cabaret!
FEATURES

Sex and Money at Babson

SPOONER SPEAKS

By Malik J. Fernando
Contributing Writer

What have Jane the Impaler, Joey the Trader and Sid the Schemer got in common? They are some of the investment world’s most outrageous and eccentric personalities as characterized in John D. Spooner’s bestselling books on Wall Street and the financial community. Spooner, a senior vice-president at Shearson Lehman Hutton, will be speaking at Babson this Monday the 11th at the invitation of The Mergers and Acquisitions Club. His first book (written under the pseudonym “Brutus”) received rave reviews and Business Week called it “one of the best books ever written about the stock market and one of the funniest books about any subject.”

John Spooner, one of the most perceptive and successful practitioners of the fine art of making money, has taken the stock market crash philosophically. At the time, he was working on an article for Playboy titled “When to get out of the Market” about which he observes, “The world is 2,000 years old and we were a month too late.”

Mr. Spooner intends to focus on four areas this Monday - Careers in finance, fear and greed in the capital markets, how psychology affects the market and “sex and money”. His talk will be followed by a question and answer session.

When asked about the usefulness of a Babson business education, Spooner was quick to praise the college. He says that current graduates are first class, better than ever before and that Babson is beginning to feel its muscles. Spooner was especially impressed with the college’s outreach programs such as Founder’s Day, which he labelled a smart move. He spoke of “Subway Alumni” - those who cheer for the school but never went to Babson. He sees graduates “come out wanting to beat the world.”

SPOONER wasn’t all praise though - he admitted that he would rather see resumes from Liberal Arts majors than Business majors. He is “the opinion that life is the best therapist and that business graduates have much to be relearned once they enter the real world.” Spooner sees the time spent from ten to three at night with peers at college as a very important educational experience and spoke of the extra dimension college students can experience through hobbies and non-academic interests. After all, wouldn’t the other side of the brain be useful in the business world?

SPOONER also had a few words to say about the ongoing AACSB accreditation debate - he dismisses the urge to conform to the association as “crock” and not worthy of a school that prides itself on blazing its own unique path.

SPOONER promises to deliver a very useful and insightful yet hilarious talk. Both those enthralled by the stock market and appalled by it owe it to themselves to come and listen to him. SPOONER will be speaking on Monday the 11th April at 6.30pm in Trim 207-8. The talk is sponsored by the Mergers and Acquisitions Club and is open to all.

Sidhara Opens for Max Creek

BABSON BANDS

TAKE CONTROL

By Andrew S. Warren

A new band in the Babson community answers to the name of Sidhara. Sidhara is comprised of Bill Balicki on electric/acoustic guitar, Jonathon Hildebrandt on electric/acoustic guitar, Jeff Reilly on drums/percussion and Will Krann on bass guitar.

This band focuses on a different approach to playing music than most bands. Rather than staying within normal boundaries of music, they enjoy improvising during the songs which makes each song they play unique. Sifting through material from the Grateful Dead, Van Morrison, and The Who, sets include both acoustic and electric compositions.

Sidhara will be opening for the Max Creek show on Friday, April 15th at Knight Auditorium. A weekend concert is also tentatively in the planning with other Babson bands on campus.

Jonathon Hildebrandt: “I am having a lot of fun playing in this band. Our approach, I feel, is very strong because we are willing to take a song off on a tangent and up who knows where. This type of playing helps us grow musically together and we have become very strong. Unlike most bands who play hits, we tend to stray from hits and put more emphasis on the music, not just the lyrics. We will play anything as long as the song has room to expand musically...Babson’s social life is dying. We want to play and get the campus involved.”

Sidhara at Rest

Jeff Reilly - “Sidhara has been a dream coming for a while for us. We all enjoy playing together and having a good time. Mellow music and good times are what we’re all about.”

Bill Balicki - “The best thing about us is that we’re not different just to be different, we’re different to be better.”
Mostly Mozart Festival Orchestra
Gerard Schwarz, Conductor
Horacio Gutierrez, Piano Soloist
In concert Friday, March 25, Rochester NY

Lincoln Center's Mostly Mozart Festival Orchestra played an absolutely flawless concert to a quietly receptive audience of the Nazareth College Arts Center in Rochester, NY. With Gerard Schwarz conducting, the orchestra played Symphonies No. 4 in G Major, Piano Concerto No. 19 in F Major with piano soloist Horacio Gutierrez, and Symphony No. 38 in D Major, all by Mozart.

What makes this group so spectacular is that for its large size - 37 musicians - they are incredibly together. The variations and themes were expressed quite eloquently, especially during The Piano Concerto No. 19 with the orchestra's ornamental notes echoing Gutierrez's agility. The orchestra was able to display some of Mozart's toughest pieces as though they were the works of a beginner. Schwarz engaged his audience so thoroughly that it was several seconds after the last work ended that people began to applaud. The display of control and precision over such masculine pieces was sincerely impressive.

The Mostly Mozart Orchestra has been featured twice on the PBS series, Live from Lincoln Center, and in concert throughout New York State.

Decision
Where is the law, when one is alone, By himself, or with his clone, Who is the judge, to resolve the fight that arise, Between the two identities, Like people diving through the tides, One struggles to survive, to fight for his life, Ripp through the water, Like a silver-sharp Plane, Touching the bottom one is in need of air, Yet a second goes past, one wonders if he should dare, Never to surface, like a strand of dead hair.

A Point in Ecstasy
by Zed -man
I stand in the hallway, the sound is clear, there's no question in my mind as to what I hear, The pounding of the Ivory is like sunshine in his head, he plays to Beethoven, Doors, and even the Dead, All it takes is a lift, a slight buzz of state, and suddenly the sound rings out the sound he creates, The movement of his fingers gives freedom to his mind, it takes him far, far away when or if he returns is not limited by time, He's crazy, off the wall, a free spirit with no cause, an artist, a performer, a friend I call Oz.

HAPPENINGS

Friday 4/8
Cabaret 7:30 PM
$5 Knight Auditorium

"No Worries"
At the pub 8:30

Boston Symphony Orchestra
Symphony Hall 2 PM
Rush tick from 9 AM at west wing
$5.50 one to a customer 266-1492

Saturday 4/9
Cabaret 7:30 PM
RSO 8 PM
Rush tick at 5 PM
Wellesley Widows
With Harvard Din and Amherst Zymbles
8 PM Houghton Memorial Chapel
$2.00 239-2960

Vision and Resonance
Poetry and Classical Compositions by Hollander and Babbitt In Concert
At Paine Hall, Harvard University
6 PM 830-495-8876

Tuesday 4/12
Celebration Of Black Cinema
ICA 9:35 830-2341
7 PM Old Women and Love
Two Dollars and a Dream
9 PM 830-495-8876

Sunday 4/10
Vision and Resonance
2 PM (see 4/8)
ICA Film Fest
3PM Singing Bird
Harkensongs
7PM Journey to Llurw Ozymandias
8 PM Dreamy Rivers, US Premier
9 PM Love Beyond Law/The Africanist

Monday 4/11
Jazz Innovations Concert
Pickman Concert Hall
Longy School of Music
27 Garden St., Cambridge
(413) 545-2227
ICA Film Fest
830 Restoration (Restored)

KNIGHT IS A CABARET
By Scott Tackstil
Contributing Writer

Last night, the Babson Players presented their opening night performance of Cabaret, which is a musical about the decadence of 1920s Berlin. It's my pleasure to inform you that they succeeded in bringing this classic musical to glowing life.

Cabaret is the story of aspiring novelist Clifford Bradshaw who - sufering from an extended case of writers' block --has drifted around Europe until, at the play's opening, he arrives in the Berlin of the 1930s. The libertine atmosphere of pre-Nazi Germany is epitomized by the Kit Kat Club, a den of iniquity overseen by an enigmatic Master of Ceremonies. It is here that Clifford encounters singer Sally Bowles, who works her way into the reluctant American's life and, eventually, his apartment. As their relationship develops, so does that of Clifford's landlady, Frauline Schneider, and her suitor, fruit merchant Herr Schubltz, a Jew. This is where the older couple's anticipated happiness is shattered by the advancing tide of Nazism sharply refutes Sally's claims that "politics" cannot affect her and Clifford's life together. Her statement becomes even more ironic when, in the show's title role, she pronounces her "for-the-moment" philosophy as her relationship with Clifford crumbles under the weight of the changing political climate.

This somewhat downbeat plot is prevented from being depressing by the inclusion of many entertaining songs and production numbers. They run the full range from sweet ballads such as "Married," to the charmingly raunchy crowd pleaser, "Two Ladies." The material is further brightened by the fine performances turned out by all involved. The student orchestra is always on key and the general company of players provide an excellent backup for the main characters. Particular praise, though, should be given to those in the lead roles.

Marc Freedman, as Cliffond, possesses the strongest singing voice in the cast. His rendition of "Why Should I Wake Up" effectively shows the degree to which Clifford has fallen under Sally's spell. As for Sally herself, Brenda Campanella puts real feeling behind her songs, particularly the aforementioned title tune. Maurice T woods and Gregory Saltzburg are both convincing in their roles as Frauline Schneider and Herr Schubltz. Together, their duet, "Married," is the show's best ballad.

If any other performer can be said to steal the show, however, it's Chris Pimental in the role of the Master of Ceremonies. His portrayal of the Emcee is nothing short of terrific. He carries through both his songs and speaking parts with a great deal of charisma, always in character, even when helping rearrange the set between scenes. Overall, a very impressive performance.

The Babson Player's presentation of Cabaret says much for their ability to overcome the difficulties presented by the lack of a real theater -- with decent acoustics -- or even a true, full-time drama department. Tickets are still available for the Friday and Saturday evening shows and I highly recommend that you obtain and enjoy an evening of high-quality entertainment.
GRAD CORNER

FACULTY FORUM

By President William R. Dill

The following was written by President Dill at the request of the Grad Corner. President Dill was presented with a grad T-shirt by Professor Giampietro, who asked to comment on the idea of "managers of change" which is printed on the shirt.

Thanks for the T-shirt! MANAGERS OF CHANGE—Of many efforts to design Babson’s MBA program goals in a few words, this may be the best. The phrase embraces Babson’s focus on entrepreneurship and the internationalization of business. It suggests that Professor Dill is not here rather than the lip service which many schools talk but don’t walk. The real world is not made up of abstract theories and models. Business schools should be thinking about how to make their students into managers of change. Only then can they be of any lasting value.

MANAGERS OF CHANGE throws down the gauntlet to you to prove that you are capable of being business leaders. We are doing more than just the past to ask that you step up to the plate, and not just to the plate, nor just to the plate with your strong suits, but to the plate with your weaknesses. We are asking you to prove that you are able to handle the challenges and take risks that come with business leadership.

The THEORETICAL PRINCIPLES OF COMMUNICATION SKILLS

By Reggie Leese

The following is an excerpt from a memo written by Babson College’s Department Chairperson regarding communication in the graduate curriculum.

Babson College states that it "wants to provide broad-based education for early assumption of management responsibilities, and to develop qualities of leadership and an entrepreneurial spirit." As an educator of business students, Babson College recognizes that it needs a strong foundation in written and oral communication and strives to develop these skills.

In the fall of 1984, a Harvard Business Review article titled "Report Cards on the MBA: How well do they prepare 500 executives, business school deans and faculty, and related business school alumni to establish adequate skills for the future?" was prepared for the responsibilities that their jobs present. The question, "Are you satisfied with MBA skills and attributes?" generated responses which find MBAs lacking in both written and oral communication, and specifically in seeing the need for improvement in these areas.

The following charts, broken down by oral and written communication skills, are taken from the article:

<table>
<thead>
<tr>
<th>Oral Communication Skills</th>
<th>Business Schools</th>
</tr>
</thead>
<tbody>
<tr>
<td>Written Skills</td>
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<tr>
<td>45%</td>
<td>41%</td>
</tr>
<tr>
<td>Analytical Ability</td>
<td>Babson College</td>
</tr>
<tr>
<td>62%</td>
<td>19%</td>
</tr>
<tr>
<td>High Initiative</td>
<td>Babson College</td>
</tr>
<tr>
<td>76%</td>
<td>56%</td>
</tr>
</tbody>
</table>

Figures indicate an affirmative response to the question: "Are you satisfied with the skills and attributes of MBAs?"

Meeting this business requirement because of understanding that Babson College is not recognized for its strong communication skills, the college has started a program of improvement in these areas. Babson College is not satisfied with its rankings and is committed to improving in the development of communication skills.

I believe that Babson College is not satisfied with its rankings and is committed to improving in the development of communication skills. Babson College has identified several areas where it needs to improve its communication skills, including:

- Written Communication Skills
- Oral Communication Skills
- Analytical Ability
- High Initiative

Writing and presentation workshops are being offered to help students improve in these areas. Babson College is committed to recognizing the importance of communication skills and is working to ensure that students are prepared for the challenges of the business world.

Best wishes to Vinny Boles for a quick recovery—Your classmates and friends.

ITEMS OF INTEREST

BEST WISHES TO VINNY BOLES FOR A QUICK RECOVERY—Your classmates and friends.

T-SHIRT WINNERS

Congratulations to the winners of the T-shirt drawing, Pamela Murray, Eniko Oruc, and Norman Heine. The lucky winners. The rest of us will have to pay for one at the bookstore.

SEMI FORMAL TICKETS ARE GOING FAST!

Sales have been brisk for Saturday night’s big event. If you haven’t bought a ticket yet, be sure to get to the library lobby no later than 3:00 pm on Friday.

GSA ELECTIONS

The polling place (we all know how painful polling can be) will be open until 3:00 pm on Friday, April 8. Be sure to vote! Winners will be announced at the semi-formal (yet another reason to attend—as if free champagne, a band, a DJ, and hot hors doeuvres weren’t enough).

SOCCER CHAMP!

The grad intramural soccer team maintained the proud tradition of annihilation. All grad teams participating in intramural sports this year have won the championship in all but one sport. The grad team defeated Coleman Hall in a hard-fought 3-2 game on a Tony Goncalves goal with just 45 seconds left in the game. The grad team will meet the championship with only five players: Norman Heine, Goncalves, Miles Prescott, Justin Wheeler, and Michael White. Congratulations to all players.

HAPPY HOUR

As always, 5:00 at Woodland Hill will be the place to be tonight (Thursday).

The Grad Corner is edited by Dave Campbell.

MANAGERS OF CHANGE can help us break (the shackles of)...
COME SEE THE FOUNDER'S DAY EXHIBIT

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WELCOME TO BABSON COLLEGE

Calvin and Hobbes

OK, YOU'RE ALL READ THE CHAPTER, SO WHO CAN TELL ME WHAT'S IMPORTANT ABOUT THE BATTLE OF LEXINGTON?

ANYONE?

CALVIN, HOW ABOUT YOU?

HARD TO SAY, MA'AM. I THINK MY CORDUELLUM JUST FUSED.

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<th>DESTINATIONS</th>
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Congratulations!

This letter is your authorization to purchase or lease a brand new Toyota from us, with no money down and excellent financing! We are a participant in the "Toyota Class of '88" program and I have a very special reason to solicit Babson graduates. My son, David "Hector" Baker was Class of '85; my son Tom Baker was Class of '87 and my son Bill Baker is Class of '89! Needless to say, anyone from Babson who makes the trip to White River Junction will receive extra special pricing considerations, plus we will make your first month's bank or lease payment!

Here are the simple qualifications needed to take advantage of the program: You have to graduate from a four year college or graduate school within the next six months (you also have one year after you get your degree to participate.) You need a verifiable job offer that begins within 120 days of purchase with a salary sufficient to cover living and vehicle payment expenses. You must be insurable with no negative credit history. That's all there is to it! You can buy or lease! All the specific details are only a phone call away. Phone my partner, Carl Hard or me at your earliest convenience. This is an excellent opportunity to buy or lease a new Toyota with no down payment whatsoever! We will look forward to hearing from you.

Sincerely,

William H. Baker
President
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Cohen's Chronicles

By Michael Cohen
Contributing Writer

On Monday afternoon at Fenway Park, the 1988 edition of the Boston Red Sox lost their Opening Day game against the Detroit Tigers 5-3 in 10 innings. Roger Clemens, seeking his third consecutive Cy Young award, duced winning pitcher Jack Morris to a 3-3 tie through nine innings, but came away with a no decision when he was relieved by Lee Smith at the start of the tenth inning. Lee Smith let the capacity crowd down in the 10th when he yielded a two run homer over the Green Monster to Alan Trammell with two out. Reforming well for the Sox in their season debuts were four-time batting champ Wade Boggs with two doubles, rookie Brady Anderson, who went 3 for 5, and DH Sam Horn, who contributed a two run single to the Red Sox cause.

Although the Red Sox did not live up to expectations on Monday, Sox fans still have plenty of reasons to be optimistic that the Red Sox will be in first place in October after 162 games. Starting pitching should be one of the Red Sox major strengths, with their top 3 pitchers being Roger Clemens, Bruce Hurst, and a healthy Oil Can Boyd. Competing for the final two starting spots are Mike Smithson, Jeff Sellers, and promising rookie Steve Wilkerson. Although Lee Smith gave up the game-winning homer in Opening Day, his 36 saves from last year and a strong spring training have Red Sox fans hoping for a repeat performance during this season.

This Red Sox team bears little resemblance to the Sox World Series team of 1986, as only 11 current team members were on the 1986 playoff roster. The Red Sox of 1988 have turned to their farm system for help as Brady Anderson, Todd Benzinger, Sam Horn, John Marzano, Jody Reed, Kevin Raines, John Tantiwch, and Steve Ellsworth are on a major league roster to start the season for the first time. Brady Anderson took advantage of center fielder Ellis Burks' spring training injury

continued from page 24

Rooney pouted out two big hits including a big 2-run double in the third to ice the game for Babson.

Also, Lisa Hadzekyriakides had two hits one of which drove in the game winner and the other was a double to right. Finally, senior SS, Laurie Hornik ran wild against MIT stealing all of four bases.

There was not much good to say about the 7-2 loss to Wheaton later in the day. CF, Jen Gottberg did blast her second triple of the year keeping the only two runs scored by Babson in the sixth inning.

Things did not get any better at Brandeis either. The Judges ruled that day and awarded only five hits to Babson.

The best was a ringing double by catcher, Shay Balchette. Denise did turn in another good performance on the mound only adding three runs to Brandeis. They all came in the third inning in a manner that causes three bases reached.

The Lady Bears turned it all around against Bryant on Tuesday. Shay Blanchette took the mound for her first start. Personally, I think the Bryant batters were afraid of Shay's blazing fastball. They did manage to scrape together two singles and the Bryant pitcher joked impressive in her own right (although not as tough as Shay). The game went into the top of the fifth with Babson down 2-0. Only two Lady Bears had reached base up to that point.

Elissa Goodman opened the inning with a lead off single. Then, Amy Siebert walked. Next, Chris Rooney reached first on a fielder's choice that the Bryant team elected not to make any play. Bases loaded, nobody out — a coach's dream. Paul Farris stepped up to the plate and hit a solid single that fell between the second baseman and center fielder. Two runs scored on the play and the game was knotted at 2 runs a piece. Shay drove in the game winner moments later and Babson put two more runs on the board for good measure to make the final score 9-2.

Diamond Dust

Denise and Shay look like they are going to be a fine mound duo this year. Both can throw hard and have good control only walking 7 batters in 32 innings... Paul Farris leads the team in batting with a .500 average... Lisa Hadzekyriakides is next at .444... Chris Rooney is not too far behind at .385...Laurie Hornik leads the team with 4 stolen bases... Even though the team is only batting .259, they have managed 29 walks to keep the bases busy... Jen Gottberg has scored a team high 6 runs to go along with 2 triples.

**SKIPPY WRITES HOME:**

Dear Mom and Dad,

I'm failing all my classes.

I wrecked the car.

I need money.

Love,

Skip

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MARK'S WICKED BEEF PIZZA
SPORTS WITH ERIC

WRESTLEMANIA

By Eric Greenman
Contributing Writer

Well, it was what the world was coming
to. Wrestlemania happened March 27, and
the wrestling world will never be the same.
We all know, I hope, that wrestling is fake,
but who cares? Movies are fake, television
shows are fake; wrestling is just another
soap opera. The measure of a good soap
opera is if it is unpredictable, which
Wrestlemania definitely was.

Let me quickly give you a summary of
what happened. The battle royal was
won by a newcomer to the WWF, "Bad News"
Brown. The "Honkey Tonk Man" lost to
Brutus "The Barber" Beefcake, but he kept
his title because he was disqualified. "Axe
and Smash" defeated "Strike Force" to
come the tag team champions.

However, the real surprise was the
tournament for the heavyweight
championship. Hulk Hogan, who was expected
to regain his title, wrestled Andre "The Giant"
to a double disqualification, and therefore,
they were both eliminated. However,
Hogan got the last punch, and he then
proceeded to play the crowd for about ten
minutes. This is probably a sign that
Hogan is retiring.

Hogan has done more for wrestling since
"Gorgeous George". His first real exposure
away from the ring came in Rocky III in
which he played "Thunderlips". After that
the WWF looked to take advantage of
Hogan's national recognition, so they let
him win the title. That was about five years
ago, and wrestling popularity has increased
ever since. Last year's Wrestlemania, held
in Michigan's Silverdome, drew the most
fans ever to watch an indoor "sporting"
event, over 90,000. This year over 10
million people watched Wrestlemania
either in person, on close circuit TV, or on
pay entertainment services, and the people
involved, including the wrestlers, are
making millions of dollars.

Hulk Hogan's reign as champ ended on
February 5, when a crooked twin brother
of referee Dave Hebner counted Hogan as
being pinned by Andre "The Giant", even
though the replay clearly shows Hogan's
shoulder was off the mat. Andre then
surrendered the title to Ted DiBiase, "The
Million Dollar Man", who payed Andre to
win the title. In a decision by WWF
president, Jack Tunney, neither Hogan,
Andre, nor DiBiase had the right to the
title. This set up the single elimination
tournament that took place in
Wrestlemania.

To continue with the results, after Hogan
and Andre were eliminated, the
tournament was wide open. It came down
to the final match between Ted DiBiase,
who cheated his way through the
tournament with Andre in his corner, and
Randy "Macho Man" Savage. The match
was back and forth, but at the end, Hogan
came out of the locker room, and giving
DiBiase and Andre a taste of their own
medicine, interfered in the match, which
gave Savage the victory and the title.

I must congratulate the WWF in creating
a storyline which was both interesting and
unpredictable for wrestling fans. I must
stress that the point of wrestling is not
that it is fake, but that it is entertaining,
and for millions of people across the
country, fun to watch.

DOUBLEHEADER

continued from page 24

struck out 11 while walking none. He
faced only 4 batters over the minimum
2 1/2 to record his first victory of the
year. Ewing and Jeff "Skinnin"
Robinson had three hits each over the
2 games.

This Tuesday, the baseball team
travelled to Worcester to play W.P.I.
Babson collected a total of 16 hits and
thrashed W.P.I. 13-0. Ewing had
another good day with four hits and
four RBIs. John Huvewich and Zaslaw
had 3 hits each. Babson put the game
away in the 4th inning when they scored
5 runs to go ahead 7-0. Zaslaw hit a solo homerun in the 5th to lead
the attack. Mike Barra (1-0) threw
seven scoreless innings and gave up
just one hit. He handed the ball to
Bruce Goodhue who tossed two
scoreless and hitless innings. The
tandem faced only four batters over the
minimum 27 for the game.

As of April 4, Ewing is the leading
hitter on the club with a .405 average.
He has hit one home run and
11, while Joe Barrett has an incredible
17 walks, nearly 2 a game. Barrett, the
leadoff hitter, has been doing his job
by getting on base often. Gary Raphael
leads the staff with three victories.

Babson plays Colby (double header) on
Parents Day at 1:00 PM at home. Next
week, the Beavers play SMU at
Tuesday at 5:00 PM. Also at home. So
come on down and cheer on the
baseball team to the ECAC's.
THE BEAVERS SWEEP DOUBLEHEADER

O'CONNOR K'S 11, FRITCHMAN 10

By Chris Squire
Contributing Writer

Babson went 3-1 this past week to improve their record to 7-4. The Beavers have started playing good defense and getting timely hitting to go along with their steady pitching.

Last Thursday, the Beavers played against Bowdoin. Babson and Bowdoin were tied at 1 in the top of the 4th inning when Bowdoin scored 2 runs and went ahead to stay at 2. This was a horrid day for the defense. Babson committed eight errors leading to 6 unearned runs for Bowdoin.

The Beavers also had trouble scoring runs off Bowdoin's pitcher. Although Babson scored 3 runs in the 9th, they lost 8-5. Chris Squire (1-1) pitched the first 6 1/3 innings, gave up two earned runs, and got the loss. Erik Sawyer pitched 2/3 of an inning and Mike Barra pitched scoreless ball over the last two innings. John Davis had 3 hits, while Jeff Ewing had two.

On Saturday, Babson had a double header against Husson College. The Beavers won both games behind the strong pitching of Dennis Fritchman (1-1) and Mike O'Conor (1-1).

The first game saw Husson get a 2-0 lead after 2 1/2 innings. In the bottom of the third, Babson scored two quick runs to tie the game at 2. The score remained tied until Husson scored a run in the top of the fifth, to go ahead 3-2. Once again, Babson needed a come from behind victory in their last at bat to win. With Joe Barrett on 1st and one out, Ian Baxter hit a line drive into the gap in left centerfield. Barrett came around to score, and when the throw was mishandled to third that tried to get Baxter was thrown away, Baxter trotted home for the winning run. Fritchman pitched 7 innings and struck out ten batters while giving up just 2 earned runs. This was his first win of the year despite having pitched well in his previous two starts.

The second game of the doubleheader was also a close game. The game was tied at 1 after 4 1/2 innings with Babson coming to bat. In the bottom of the 5th, the Beavers scored 3 runs to go ahead 4-1. Husson would get just one run the rest of the game as Babson won 4-2. O'Connor hurled 7 innings and continued on page 23.

Mike O'Connor shows his stuff.

WOMEN'S SOFTBALL......

LADY BEAVERS STAND AT 3-2

By George Reck
Contributing Writer

The Lady Beavers went 2-2 over the past week to raise their record to 3-2 overall. On Saturday, Babson split a double-header by beating MIT and losing to Wheaton all at MIT. Monday's game was also a disappointment as the very tough Brandeis Judges shut out the Lady Beavers three to nothing. They snapped the two game mini-losing streak with an impressive 5-2 comeback victory over the tough Division II Bryant. All in all, it was an up and down week for the team.

The 5-1 win over MIT was filled with some excellent performances. The first, staff ace, Denise Paratore picked up her second victory while firing a two-hitter. She also retired 13 of the last 15 batters to face her. Next, third sacker, Chris continued on page 22.

SCHEDULE
(4/8/4-13)

home games in capitals

BASEBALL
Sat 4/9 vs COLBY 1:00
Tues 4/12 SE MASS 3:00
*doubleheader

SOFTBALL
Tues 4/12 TUFTS 3:30

MEN'S LACROSSE
Sat 4/9 COLBY 2:00
Tues 4/12 BENTLEY 3:00

WOMEN'S LACROSSE
Sat 4/1 at Colby-Saw 1:00
Tues 4/12 vs Mt Holyke 5:00
Wed 4/13 OXFORD 3:30

MEN'S TENNIS
Fri 4/8 FINKL/PRC 3:00
Sat 4/9 COLBY 1:00
Mon 4/11 at Bryant 3:00
Wed 4/13 WPI (at home) 3:00

GOLF
Tues 4/12 at Bates/Chkr TBA
Wed 4/13 at WPI/Splid TBA

RUGBY
Sat 4/9 WPI (at home) 1:00