

# The Exponent

DECEMBER 1985

An Official Publication of the University of Chicago Women's Business Group

## SURVIVING A MERGER . . .

Mergers have become a frequent occurrence in today's business world. Each merger, however, has a dramatic impact on the companies involved, their operations, their planning, their employees and stockholders. What really happens behind the scenes during a merger?

An expert on this subject is Karl D. Bays, chairman of the board and chairman of the executive committee of Baxter Travenol Laboratories, Inc. In the summer of 1985, American Hospital Supply Corp., a company with sales of \$3.4 billion, merged with \$1.8 billion Baxter Travenol Laboratories, Inc. Mr. Bays will discuss a CEO's responsibility for balancing the interests of many parties as well as dealing with the conflicts that occur during a merger.

Prior to joining Baxter Travenol, Mr. Bays spent 27 years at American Hospital Supply Corporation. In 1970 he was named president of the corporation and elected a director. He was named chief executive officer in 1971 and chairman of the board in 1974.

Join us for an informative evening, and be certain to invite any colleagues and friends interested in this timely topic.



Karl D. Bays

Published monthly by  
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## TUESDAY JANUARY 28, 1986 MANAGING DURING A MERGER

KARL D. BAYS  
Chairman of the Board  
Baxter Travenol Laboratories, Inc.

Tuesday, January 28  
River Club  
200 S. Wacker  
Lower Level

5:30 Cash Bar  
6:15 Dinner and  
Presentation

\$21.00 Members  
\$23.00 Guests

All reservations and cancellations must be received by 12:00 noon, Friday, January 24, 1986. Thereafter, reservations will be accepted as cancellations are received. Use RSVP form or call Martie Monahan at 875-7115, then mail the RSVP form and check.

### RSVP FOR JANUARY 28, 1986 "MANAGING DURING A MERGER"

Name \_\_\_\_\_

Daytime phone \_\_\_\_\_

Guest(s) \_\_\_\_\_

Amount enclosed \_\_\_\_\_ (\$21.00 members; \$23.00 guests)

Send form with check payable to University of Chicago Women's Business Group by 12:00 noon, Friday, January 24, 1986, to:

University of Chicago Women's Business Group  
Program Committee  
P.O. Box 637  
Chicago, IL 60690.

## Good Times on Our Fifth Anniversary

Blue and white balloons hanging from the ceiling, plus plenty of champagne, made it clear from the start that our December 4 meeting would be a festive one. Members enjoyed mingling, talking, and nibbling on hors d'oeuvres.

Program Committee VP Sue Weeks called the business meeting to order, and Barbaragail Dancewicz, UCWBG president, delivered a welcoming speech, in which she announced the presentation of special fifth anniversary booklets to all in attendance. The booklets were prepared under the direction of Linda O'Bryant. Next Mary Cipriano, chair of the nominating committee, presented the slate of officers for 1986, who were elected and whose names appear elsewhere in *The Exponent*.



**Susan Singleton, Wallie Dayal, Debbie Paul, and Jo Anne McCarthy entertain the troops.**

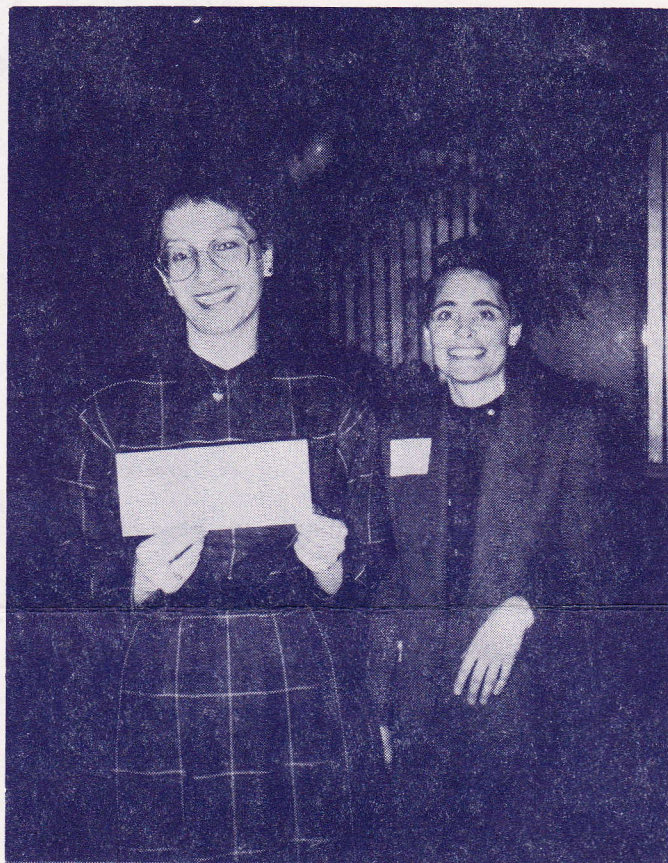
Sue Weeks then led a drawing of names for door prizes. The following people won prizes:

- Janine Wallin: Brooks running shoes
- Pat MacDonald: Color Signatures color analysis
- Helen McCreery: \$50 Jackie Renwick gift certificate
- Linda O'Bryant: Lake Shore Club membership
- Theresa Stephens: Schwinn Cruiser
- Ann Pollack: \$50 Sears gift certificate
- Wallie Dayal: Salmans & Associates box of assorted cheeses
- Gail Duddy: Salmans & Associates box of assorted cheeses
- Debby Prigal: Carsons Corporate Level membership
- Mary Anne O'Toole: Carsons Corporate Level membership
- Jane Uebbing: weekend at The Heartland health spa

Following the drawing was a musical show depicting the first five years of the UCWBG. The show was written and produced by Lynn Sanders of Park Avenue Productions. Peggy Pascal provided the musical accompaniment for Mary Ann Riehl's singing. The fine cast of actors/chorus line members was composed of:

- Debbie Paul
- Jo Anne McCarthy
- Wallie Dayal
- Susan Singleton

We're not sure how the 1990 program committee will be able to top this for our tenth anniversary.



**Wallie Dayal wins a box of cheeses. Jo Anne McCarthy hands her the certificate.**



**Beverly Bayhem matches Linda O'Bryant's winning ticket for a membership at the Lake Shore Club.**



## POSITIONS

**ASSISTANT TO CFO:** Major real estate investment firm. Position involves creative financing techniques, cash management and bank relationships. Ideal candidate has 2-3 years' experience with financial institutions; real estate experience a plus. Salary: Open. Contact Ed Westfall, ELSKO, 394-2400.

**FINANCIAL CONSULTANT:** Real Estate Development Company. Work in the real estate acquisition area. Need good analytical capabilities, tax and accounting knowledge, along with appropriate interpersonal skills. Salary: \$50,000 - \$60,000. Contact Ed Westfall, ELSKO, 394-2400.

**MANAGER OF BUSINESS PLANNING:** Major consumer goods company. Business planning and investment analysis at the operating level. High visibility at both corporate and group levels. Salary: \$50,000 - \$60,000. Contact Ed Westfall, ELSKO, 394-2400.

**MANUFACTURING/DATA PROCESSING CONSULTANT:** \$150 million paper conversion firm. Northwest side of Chicago. Salary to \$45,000. Contact Al Bornstein, Synergistics Associates, 346-8782.

**DATA PROCESSING:** Financial modeling, decision-support, and/or FORTRAN programming. Salary \$45,000 - \$50,000+. Contact Al Bornstein, Synergistics Associates, 346-8782.

**PERSONAL COMPUTER EXPERT:** Train top management of major financial services firm. Salary to \$30,000. Contact Al Bornstein, Synergistics Associates, 346-8782.

**DATA BASE CONSULTANT:** Partner level. Salary over \$75,000. Contact Al Bornstein, Synergistics Associates, 346-8782.

**DATA PROCESSING CONSULTANT:** No travel. "Big 8" or similar background required. Contact: Al Bornstein, Synergistics Associates, 346-8782.

### CAREER MANAGEMENT COMMITTEE

Helen McCreery, Vice President	
Career Management .....	222-4522
Betsy Anderson .....	492-3370
Ellen Carnahan-Walsh .....	329-3404
Sally Hughes .....	364-8804
Katie Kenny .....	664-7200 x4559
Wendy Rosenholtz .....	321-2968
Barbara Shafer .....	641-5775

**DESK TRADER — OPTIONS:** Top 5% academic record is required. Contact Al Bornstein, Synergistics Associates, 346-8782.

**MANAGEMENT CONSULTING:** Several opportunities in consulting—information systems as well as general management consulting—with the large public accounting firms and the general management consulting firms. MBA preferred; required in some cases. Relevant experience required. Salaries to the mid \$50's. Contact Gordon Edwards, Edwards & Sowers 266-1100.

**BUSINESS STRATEGY AND DEVELOPMENT ANALYSTS:** Seeking candidates with clear top general management potential and ambition, for positions at four levels (Analyst, Sr. Analyst, Project Mgr., Sr. Project Mgr.) in a leading, large consumer products company. Projects involve quantitative/qualitative analytical tasks encompassing strategic planning, business development, and mergers & acquisitions. Analyst positions require at least a bachelor's degree from a top school; Project Mgr. positions require MBA from a top school plus 3-4+ years' related experience. Salary from high \$20's to high \$50's. Contact Gordon Edwards, Edwards & Sowers 266-1100.

**CORPORATE EDUCATION INSTRUCTION MANAGER:** Conduct corporate and group/division education courses. Train line/staff managers as group leaders for courses. Monitor, evaluate and revise courses. Provide administration and coordination for courses conducted. (Same company as above.) 5+ years' related experience in industrial/corporate environments required. Salary mid \$30's to mid \$40's. Contact Gordon Edwards, Edwards & Sowers 266-1100.

**CONSULTING:** Excellent opportunity for visibility and involvement in business development with the "Big 8." Large mainframe IBM, Database/Datacom development experience. Systems design to project leadership involvement. 4-12 years. Knowledge of structured methodology. 30% travel. Contact Suse Delsing, Mark Boyens & Assoc. 677-1821.

**SALARY ADMINISTRATION SPECIALIST:** Divisional headquarters of chemical manufacturer located in the downtown area. The firm's U.S. locations encompass 850 employees. Two or more years of experience in salary administration required. Responsibilities: prepare position descriptions, evaluate positions and recommend grades, administer and participate in salary surveys, develop a performance evaluation program, counsel managers regarding administration

and interpretation of policies. Bachelor's degree required, advanced degree preferred. Salary: Open. Contact Vivian Fabbro or Ruth Yohanan, MKM Consultants 644-5100.

**DISASTER RECOVERY CONSULTANT:** Large downtown consulting organization. 25% travel. Salary to \$50,000. Contact Pat Pedicone, The Clayton Group 953-2299.

**PROJECT MANAGER:** Requires data processing experience as well as portfolio/securities management background. Downtown location. Salary to \$60,000. Contact Pat Pedicone, The Clayton Group 953-2299.

**PROJECT LEADER:** Requires COBAL, OS/MVS background and at least one year of supervisory experience. Experience required in installing UCCEL Accounts Receivable or General Ledger software or McCormack & Dodge Human Resources or Accounts Payroll software. Suburban location. Salary to high \$30's. Contact Pat Pedicone, The Clayton Group 953-2299.

**IDMS/ADSO PROGRAMMER/ANALYST:** Requires at least 2 years' experience. Downtown location. Salary mid \$20's to mid \$30's. Contact Pat Pedicone, The Clayton Group 953-2299.

**QUALITY ASSURANCE ANALYST:** Requires programming and systems analysis experience, life cycle reviews, structured methodology. Suburban location. Salary to mid \$30's. Contact Pat Pedicone, The Clayton Group 953-2299.

**PROGRAMMER/ANALYST:** Requires at least 2 years' experience in PL a with IMS or CICS. Contact Pat Pedicone, The Clayton Group 953-2299.

**CAPACITY PLANNER:** SAS, IBM mainframe and programming experience required. Downtown and suburban locations. Contact Pat Pedicone, The Clayton Group 953-2299.

**MANUFACTURING SYSTEMS CONSULTANTS:** Major consulting firm in Downtown Chicago. 25% travel. Salaries from \$40,000 to \$70,000. Contact Pat Pedicone, The Clayton Group 953-2299.

**DATA COMMUNICATIONS SPECIALISTS:** Several positions from senior level to manager. Suburban locations. Salaries to \$50,000. Contact Pat Pedicone, The Clayton Group 953-2299.

**EDP AUDITORS:** Senior and supervisor-level positions available in suburban and downtown locations. Some travel required. \$35,000 - \$55,000. Contact Pat Pedicone, The Clayton Group 953-2299.

**TECHNICAL SUPPORT REPS:** For software vendors. Suburban and downtown locations. Travel. Salaries \$35,000 - \$50,000. Contact Pat Pedicone, The Clayton Group 953-2299.

**ACQUISITION ANALYST:** Chicago - based Fortune 500 company. Corporate development area. Responsible for identifying and analyzing merger and acquisition candidates. 3-4 years' applicable experience. Salary up to \$60,000. Contact Kevin Foley, Foley Associates, 830-2977.

**PROJECT MANAGER:** Suburban locations. Requires 2-3 years' supervisory experience in IBM or Burroughs environment. Salary to \$43,000. Contact Pat Pedicone, The Clayton Group 953-2299.

## CAREER CONNECTIONS

**AGNES ROACH**, President of AA Roach Financial Planning, is adjunct faculty member for the College for Financial Planning and is teaching Certified Financial Planning courses in Tampa, Florida.

## CAREER CONNECTIONS

Please let us know if you have **moved** or **made any changes** in your career lately. Send information to CAREER CONNECTIONS, UCWBG, P.O. Box 637, Chicago, Illinois 60690, or call KATIE KENNY at 664-7200 X4559 with information.

NAME \_\_\_\_\_ CLASS YEAR \_\_\_\_\_  CAMPUS

DAY PHONE \_\_\_\_\_ AGE\* \_\_\_\_\_  190

\*Crain's Chicago Business requires age

TYPE OF CHANGE:  CHANGED JOBS  
(Include old and new title,  PROMOTED  
company, and other  APPOINTED TO BOARD OF DIRECTORS  
background information.)  RECEIVED AWARD/RECOGNITION  
 OTHER (moved, started a new company, etc.)

Please indicate any changes to home or business address/phone.

HOME \_\_\_\_\_ PHONE \_\_\_\_\_

WORK \_\_\_\_\_ PHONE \_\_\_\_\_

THE UNIVERSITY OF CHICAGO WOMEN'S BUSINESS GROUP  
P.O. BOX 637, CHICAGO, ILLINOIS 60690  
**1986 MEMBERSHIP QUESTIONNAIRE**

Membership extends from January 1 to December 31. The membership fee is \$45. Mail this questionnaire and the membership fee to the Membership Committee at the above address. Thank you.

**1. MAILING LIST AND DIRECTORY:** Please type or print clearly to avoid errors in our directory!

Name: \_\_\_\_\_  
Class Year: 19\_\_\_\_\_  
Program:  Campus  190  Exec  UC Staff  
Home Address: Street \_\_\_\_\_ Unit # \_\_\_\_\_  
City: \_\_\_\_\_ St \_\_\_\_\_ Zip Code \_\_\_\_\_  
Phone: \_\_\_\_\_  
Title: \_\_\_\_\_  
Employer: \_\_\_\_\_  
Business Address: Street \_\_\_\_\_ Unit # \_\_\_\_\_  
City: \_\_\_\_\_ St \_\_\_\_\_ Zip Code \_\_\_\_\_  
Phone: \_\_\_\_\_

**2. MAILING ADDRESS:** Where should mail be sent?  Home  Business

**3. DO YOU OWN YOUR OWN BUSINESS?**  Yes  No

**4. PROFESSIONAL INDEX:** From the list below select the *one number* that best describes your current *functional* occupation. To enhance our networking, we need to know what you do, not necessarily what your company does. The number that best describes your functional occupation is \_\_\_\_\_.

- |  |   |                                    |
|--|---|------------------------------------|
| 1. Accounting/Auditing                   | 11. Engineering                                 | 21. Marketing/Product Mgmt.        |
| 2. Advertising                           | 12. Finance Planning-Personal                   | 22. Operations Research/Statistics |
| 3. Banking-Commercial                    | 13. Financial Planning/Investment-<br>Corporate | 23. Printing/Publishing            |
| 4. Banking-Investment                    | 14. General Management                          | 24. Public Relations               |
| 5. Banking-Personal                      | 15. Health Services/Hospital Mgmt.              | 25. Research & Development         |
| 6. Communications/<br>Telecommunications | 16. Human Resources                             | 26. Retailing                      |
| 7. Consulting                            | 17. Journalism                                  | 27. Sales                          |
| 8. Data Processing                       | 18. Law   | 28. Software Development           |
| 9. Economics/Econometrics                | 19. Manufacturing/Production                    | 29. Strategic Planning             |
| 10. Education                            | 20. Market Research                             | 30. Venture Capital                |
|  |   | 31. Other _____                    |

**5. ATTACH A RESUME:** If you would like the Career Management committee to be aware of your background and qualifications, please attach a current resume. Write in any special points or updates on the back. Be sure to include any special certifications, degrees or awards that you have received.

**6. PROMOTIONAL MAILINGS:** Your name may be used for mailings of promotional material other than *The Exponent* (our newsletter). Please tell us if you would like your name withheld from the mailing list for such items.

## DC-Baltimore Chapter Planning for 1986

The year 1985 was a good one for the DC-Baltimore Chapter. We went from no organization to a membership of over 20 percent of area alumnae. We look to 1986 to be a building year. Individually, we hope to build friendships and our professional skills, and to gain from each other's experiences. Organizationally, we hope to build our membership and to support our individual growth through relevant and stimulating programs. The objective of these programs is to meet the special needs, both personal and professional, of women graduates of Chicago's business school. To this end, we are planning four informal meetings, and we have begun work to expand Job Lines to cover DC-Baltimore area opportunities.

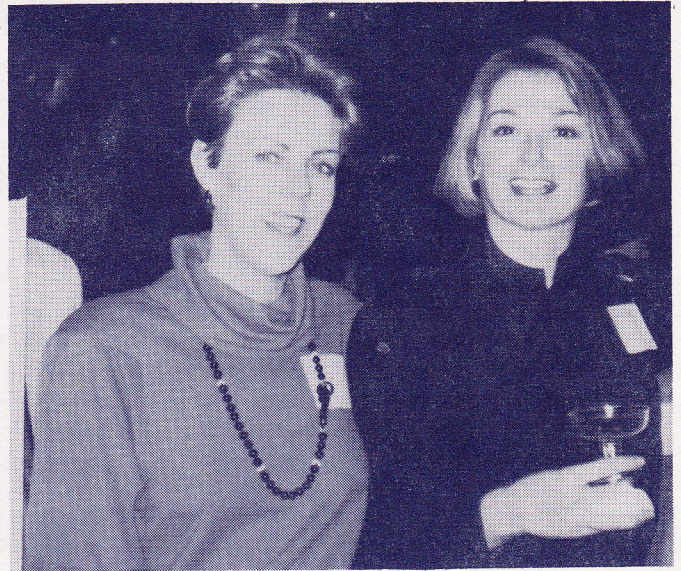
Our first meeting is scheduled for January 19, so mark your calendars. We've planned an informal wine and cheese get-together, with a program by speech pathologists who specialize in maximizing voice effectiveness in the corporate environment. In second quarter, we hope to hear from Bonnie Wachtel on financial planning.

Topics under consideration for the second half of 1986 are entrepreneurship and the special issues faced by women entrepreneurs, business fashion and image, family-vs.-career issues, and stress management. We are eager for your suggestions. If you have a suggested topic or speaker, please contact Anne Marie Gannon (H: 202-387-0846) or Marjorie Adams (O: 202-951-2571), our Co-Vice-Chairs, Programs.

Melanie Smith is our Vice-Chair, Job Lines. She is formulating strategies to go after professional opportunities in the private and public sectors and to approach placement organizations. If you have any suggestions, want to help, or know of opportunities, please call her at 301-933-6690.

We're looking forward to an exciting year of growth in 1986. Hope to see you on January 19.

Rebecca Hudecek, Chairperson  
Lisa Lecker, Secretary/Treasurer



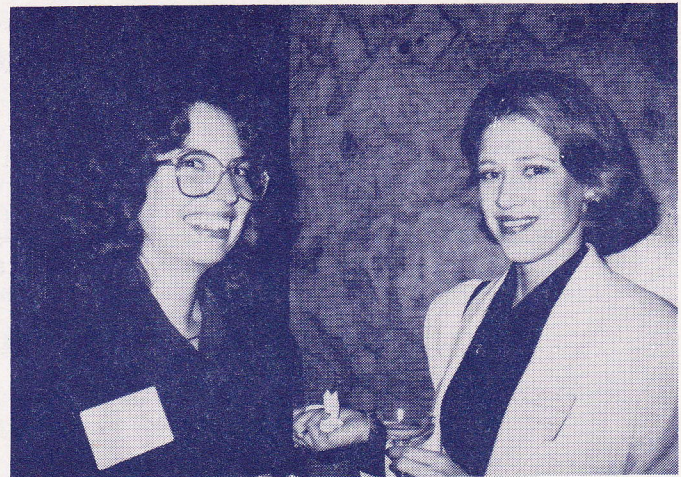
Kathy Abbott and Nancy Lacey enjoy the anniversary party.



Helen McCreery congratulates Jane Uebbing on winning the membership renewal raffle of a weekend at The Heartland spa.



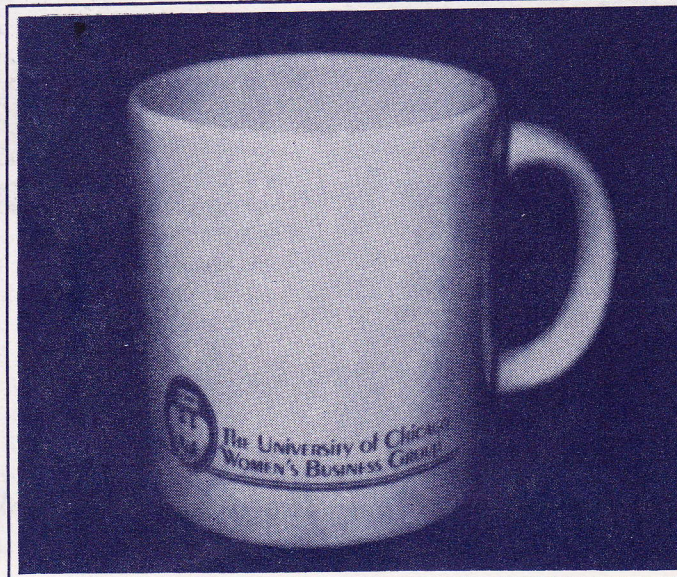
Janine Wallin accepts the prize certificate from Jo Anne McCarthy for a pair of running shoes.



Sally Hughes talks with our October 1982 speaker, Barbara Provus, VP, Lamalie & Associates, Inc.

## MEMBERSHIP RENEWAL

If you haven't renewed yet, we hope you will take this opportunity to do so. Remember, your renewal must be postmarked on or before December 31, 1985 for you to receive your complimentary UCWBG mug.



## THANK YOU

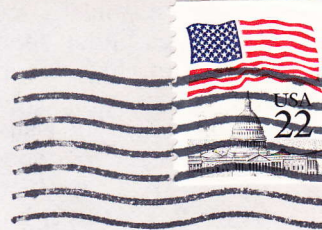
It's been a good year. Thank you to everyone who helped keep *The Exponent* going strong, especially the members of the Internal Communications Committee.

Thanks also to Marge Waterstreet, who worked with me on this December 1985 issue.

—Karen Schenkenfelder



**The University of Chicago  
WOMEN'S BUSINESS GROUP**  
UCWBG • P.O. Box 637 • Chicago, Illinois 60690



### **UCWBG Officers—1986**

President: Sue Weeks  
VP, Administration: Jo Anne McCarthy  
VP, Membership: Linda O'Bryant  
VP, Career Management: Helen McCreery  
VP, Programs: Kathleen Holoubek  
VP, Finance: Irene Marquez  
VP, Internal Communications: Marge Waterstreet\*  
VP, Public Relations: Jane Ranshaw  
Directors: Julie Virgo  
          Sally Hughes  
          Irene Tesitor  
          Barbaragail Dancewicz (past president)  
\*Appointed by Sue Weeks after the December 4 meeting.