



# The Exponent

JULY/AUGUST 1987

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

## September Meeting Speaker Announced:

### Bill Smith - Mergers and Acquisitions, a Personal Perspective

As Chairman, President and Chief Executive Officer of United States Can Co., Bill Smith acquired the general packaging division of Continental Can Company this year, making United States Can Company the largest manufacturer of aerosol and general line cans in the United States. In 1985, United States Can Company acquired Southern Can Company. United States Can Company is headquartered in Oak Brook, Illinois, and has sixteen locations from coast to coast.

In 1981, prior to forming United States Can Company, Bill Smith was Executive Vice President of American Can and was also, Chairman of the Operating Committee and President of the \$1.3 billion paper sector. Mr. Smith had worked for American Can for 32 years when he retired briefly after the paper sector was sold to James River. In 1983, during this brief period of retirement, Bill Smith worked with J.R. Gottlieb and Merrill Lynch to form an investor group that purchased United States Can Company, formerly Sherwin Williams.

Mr. Smith started his career as a mechanical engineering graduate for American Can. He worked in a number of can plants and managed plants in Atlanta and Baltimore. He was Controller of the Can Division and Vice President of manufacturing for all of American Can's paper and plastic businesses in a 23 plant complex.

Named General Manager of General Packaging in 1972, he then became Senior Vice President—Technology in 1974 and had responsibility for R & D, Engineering, Manufacturing Technology, and Productivity for American Can. Named As a Sector Executive, he had profit responsibility for over \$500 million in sales plus responsibility for technology, procurement, and

transportation. It was during this period, he founded a Centralized Productivity Center and was chief negotiator in the U.S.S.R. for can manufacturing. In 1981 he became Executive Vice President of American Can and President of the Paper Sector until it was sold to the James River Corporation.

Mr. Smith earned his undergraduate degree at Syracuse University, studied law at Rutgers, graduated from Harvard's Advanced Management Program and from the Dartmouth Institute. He is a recognized leader in the field of productivity.

He has been a trustee at the Institute of Paper Chemistry, a member of the Visiting Committee at the Massachusetts Institute of Technology, and is a member of the advisory board of the College of Engineering at Syracuse. He serves as a board member for Unibanc Trust in Chicago and advisor to a number of companies in the United States and Japan.

He lives in New Canaan, Connecticut and in Chicago, and is married with five children.

Mr. Smith will be speaking to us on Tuesday September 22, 1987, regarding his personal perspective on mergers and acquisitions. Please join us for an interesting and stimulating evening with Mr. Smith.

#### Just a reminder. . .

#### UCWBG Annual Summer Picnic

August 23, 1987

1:00 p.m. - 5:00 p.m.

2:30 p.m. - Lunch

Private Home in Lake Forest  
35 Miles North of the City

\$13.00 Members

\$14.00 Guests

Children under 12 years FREE

- Bring Family and Guests
  - Great Food and Drink
  - Tennis, Swimming, Volleyball, Croquet, Baseball
  - Bring a Blanket for Sitting on the Lawn
  - Directions Provided upon Receipt of Reservation
  - Car pooling will be organized
  - Train Schedule Provided
- Contact Lorena Blonsky 726-1841 or use coupon included in special picnic mailing.

#### RSVP for Tuesday, September 22, 1987 Mergers and Acquisitions

NAME \_\_\_\_\_

Daytime Phone \_\_\_\_\_ Guest(s) \_\_\_\_\_

Amount Enclosed \_\_\_\_\_

Send form with check payable to the University of Chicago Women's Business Group. Check should be received no later than Thursday, September 17, 1987. Send to: Lorena Blonsky, Korn/Ferry International, 120 S. Riverside Plaza, Suite 918, Chicago, IL 60606



## POSITIONS

For the following 8 positions, contact John Grantham, 727 Eastowne Dr., Suite 100A, Chapel Hill, NC 27514, (919) 489-1991

**MANAGER OF QUALITY ASSURANCE.** Individual to manage the total quality assurance for a large paper and plastic packaging operation. Located in Pennsylvania, strong knowledge of statistical process control with ability to implement strong SPC system. Fortune 100 Company, 5+ years experience in quality supervision. Salary: 45-50,000.

**MANAGER OF MACHINERY DESIGN & DEVELOPMENT.** Packaging equipment. North Philadelphia suburb. Salary: 60,000 .

**SENIOR MARKET RESEARCH ASSOCIATE.** High growth opportunity with Fortune 300 Corporation located in the Carolinas. Good knowledge of state of the art market research methodologies. Salary: 55-60 base plus bonus to 25% of salary.

**OPERATIONS ACCOUNTANT.** Corporate headquarters in the Carolinas. Salary 32,000.

**SENIOR MARKETING ASSOCIATE.** High growth opportunity with Fortune 300 Corporation, implement national account program through the division and groups. Also provide leadership for all outside consulting firms. 3+ years experience. Salary: 55-60,000 plus bonus of up to 25% of salary.

**DIRECTOR OF SALES AND MARKETING.** For 7M a year division of a Fortune 350 Corporation. Strong sales management. Southern location. Base salary 70-72 plus bonus of up to 50% of salary.

**ACCOUNT REPRESENTATIVE.** Packaging Industry. NY/NJ location. Salary: 45,000 base plus bonus up to 25% of salary.

**MARKETING MANAGER.** Packaging Industry. Division of Fortune 100 Corporation. Atlanta location. Salary: 50-55 Base plus bonus.

**SENIOR PLANNER/STRATEGY DEVELOPMENT.** Fortune 500 company. Individual will interface with finance and marketing functions to develop long range business strategies. 2-4 years experience in planning with exposure to capital and acquisition analysis preferred. Salary: Low 50's. Contact Kevin Foley, Foley Associates, 241 Gingerbrook, Bartlett, IL 60102, (312) 830-2977.

**OPERATION AUDITOR.** Major insurance provider. 2 years experience. Claims knowledge desirable. Salary: Low 40's Contact Diane McGough, Lauer, Sbarbaro Associates, Inc., 3 First National Plaza, Chicago, IL 60002, (312) 372-7050.

For the following 4 positions, send resume to Mr. Richard Foxman, Ernst & Whinney, 150 S. Wacker Drive, Dept GSB8C, Chicago, Illinois 60606. We will respond to all inquiries.

**INFORMATION SYSTEMS CONSULTING INSURANCE.** Currently have positions available in Chicago for information systems professionals with 5-10 years' experience in the insurance industry in information systems.

**PROFIT IMPROVMENT CONSULTING FINANCIAL SERVICES.** Involves assisting clients in streamlining operations to improve profitability or to implement mergers. Includes productivity analysis, operations review, organizational effectiveness, and merger implementation planning. We are seeking professionals with 2 to 4 years of productivity and operations analysis experience in a bank or thrift institution.

**PRODUCT MANAGEMENT CONSULTANT FINANCIAL SERVICES INDUSTRY.** Assist clients enhance revenue by reviewing pricing and fee income and by improving their product offerings and delivery. Involves product line evaluations, pricing reviews and market planning. Two to four years of product management experience in a bank or thrift institution. Knowledge of both commercial and retail banking products, pricing financial services and product delivery systems, with a broad understanding of bank marketing.

**BANK CONSULTING MINNEAPOLIS.** Assist financial institutions with profitability measurement information systems that range from analytical systems on microcomputers to overall information integration on large mainframes. Includes organizational product and consumer profitability, cost accounting, cost allocation, and transfer pricing of funds. Position requires 2-4+ years' experience in one or more of the following: managerial reporting, financial analysis, financial modeling, budgeting, forecasting and industry analysis.

**ANALYST CORPORATE DEVELOPMENT.** Fortune 50 Company in downtown Chicago. Evaluating heavy volume of divestitures and acquisitions candidates. Direct access to CFO. Highly visible position, will grow into a position responsible for the strategic, operational as well as acquisition and divestiture activities of all operating groups. Opportunity for advancement to CFO of one of the small companies or to stay in the main corporate culture. 6 mos-1 year experience in acquisitions and divestitures. Contact Sue Reyman, Reyman & Assoc., 20 N. Michigan Ave., Chicago, IL 60602, (312) 580-0808.

## President's Message

### WHAT HAPPENED AT NORTHWESTERN?

UCWBG's counterpart at Northwestern may soon disband despite some extraordinary past successes. Reflecting on what has happened there might be instructive for the UCWBG.

Northwestern's GGB and alumni organizations apparently offer a diversity of programs, making attendance at any one event a difficult tradeoff. The UCWBG has been fortunate in the sense that The University's GSB and alumni groups tend to be less active. What happens when the GSB's momentum picks up? What is the substance of the glitter that will continue to attract our target audience?

Northwestern's past and potential members are apparently unconvinced of the need for professional women's organizations. Some UC GSB women grads would agree; a number, in fact, fear that membership in a women's group may result in detrimental labeling. As Wayne Dyer says: "When you label me, you negate be." How can labeling be avoided or, if inescapable, how can it be made to enable rather than disable?

Finally, Northwestern's core members apparently wearied of the sometimes unglamorous work needed to keep the organization healthy. How is the UCWBG insuring that its organizers and doers feel the job is worth the effort? The "prestige" of being a Chapter officer or Board member becomes rather gossamery as one is contending with an unhappy member or proofing the Directory at 1 am.

The UCWBG's success is evidenced by its growing membership, new chapters and well attended events. The challenge now is to use the UCWBG's multitude of talents to build an even more stellar organization.

### SPEAKING OF CHALLENGES

Please talk with Sue Weeks if you are considering committee or board membership or would like to suggest a name.

### PEER DIRECTORY

Here is another challenge. We are considering starting a Peer Directory which would list members (on

a voluntary basis) according to subjects for which they would act as personal or business consultants. The task would require planning the Directory, gathering information from the membership (possibly as part of the membership drive), and producing a product.

We need help! If interested, please call me at 312-751-1454.

Helen Hodges

## Joblines

(continued from page 2)

**MIS HANDS ON CONSULTANT.** 2-6 years experience in data processing. must be able to function in a fast paced, growth environment that offers excellent opportunity. Must have COBOL, design, strong methodology, experience on mini or mainframe. This corporation is considered to be one of the fastest growing in Illinois seeking sharp "hands on", flexible consultant type who wants opportunity which is real exciting. Salary 28-55,000. Contact Joyce C. Knauf, Knauf & Associates, P.O. Box 624, Wilmette, 60091, (312) 251-7284.

**MIS PROFESSIONAL.** Professional that can function as #2 in a top drawer organization. Must have strong management skills with a proven style, excellent technical skills coupled with outstanding credentials. Extremely bright, with ability to communicate with all levels, involvement with the management of 50-60 people in MIS decision and results. Orientation with an eye on the bottom line. Must have a business approach on the everyday operations of MIS as well as the future. Salary up to 6 Figures. Contact Joyce Knauf, Joyce C. Knauf & Associates. Box 624, Wilmette, IL 60091, (312) 251-7284.

**MANAGER OF EXECUTIVE COMPENSATION.** With Big 8 Accounting firm in Chicago. Management Consulting Practice. Minimum 5 years experience in executive compensation, preferably out of consulting industry. Background in health care preferred. ID a plus. Some financial background. Salary open. Contact Sue Reyman, Reyman & Assoc., 20 N. Michigan Ave. Chicago, IL 60602 (312) 580-0808

## THE UNIVERSITY OF CHICAGO WOMEN'S BUSINESS GROUP

UCWBG • P.O. Box 637 • Chicago, Illinois 60690

### BOARD MEMBERS

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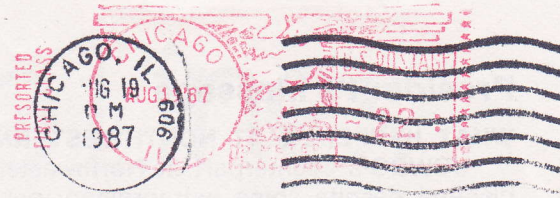
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Steering Committee Members: Nancy Clausen Kulp  
(813) 961-7494  
Sally Israel (813) 539-3889  
Margaret Powell (904) 247-1893  
Jane Renz (813) 425-3807



**THE UNIVERSITY of CHICAGO**  
**WOMEN'S BUSINESS GROUP**  
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### CAREER CONNECTIONS

**Stacie Stutz Aaron** — Campus '79: Left Accounts Overload, moved to Virginia and is expecting her first child on October 10. Stacie's new address and phone: 38 Chase Gaxton Circle #1018, Richmond, VA 23233 (804) 741-2820.

**Maryanne Erde** — Campus '80: was promoted to Vice President, Financial Institutions Division, Harris Trust & Savings Bank.

**Susan Moore Kitzerow** — Campus '84: was promoted from Senior Financial Analyst to Financial Control Officer at American National Bank and Trust Co. of Chicago.

**Gail Klein** — 190 '83: changed jobs. Gail was Marketing Officer at Harris Bank and is now Manager, Market Research & Planning, First National Bank of Chicago. New work phone is 732-8762.

**Dorothy Prewitt** — 190 '79: changed jobs. Dorothy was Senior Manager at Ernst & Whinney and is now Senior Manager at CNA Insurance. New business address & phone: CNA Plaza, 23 South, Chicago, IL 60685, 822-2607.

**Note:** Linda O'Bryant is replacing Sue Larson on the Nominating Committee.

### CAREER CONNECTIONS

Please let us know if you have **moved** or **made any changes** in your career lately. Send information to CAREER CONNECTIONS, Loretta L. Sanford, 3900 N. Lake Shore Dr., #25-H, Chicago, Illinois 60613, or call (312) 248-3678, with the information.

NAME \_\_\_\_\_ CLASS YEAR \_\_\_\_\_  CAMPUS  
 DAY PHONE \_\_\_\_\_ AGE\* \_\_\_\_\_  190  XP \_\_\_\_\_  
 \*Crain's Chicago Business requires age

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

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

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