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## J.B. Dahlkemper to Speak on "Success in Business"

by Thad Wawro  
Collegian News Editor

Local businessman and entrepreneur Joseph B. Dahlkemper will conduct a lecture in the Niagara Residence Hall lobby on Nov. 20 at 7:30 p.m. The lecture is part of the Whole Life Series sponsored by the Niagara Residence Hall Staff.

Dahlkemper, the owner and originator of the Dahlkemper Catalog Showroom chain, will speak to the Behrend community on the topic of "Success in Business". The lecture is scheduled to last 20 minutes, after which, there will be a short answer and discussion session.

J.B. Dahlkemper, a resident of Erie, began in the catalog merchandising business in the early 1950's as a sales director for a tobacco jobber. Dahlkemper's job was to get the customer into



J.B. Dahlkemper local businessman and entrepreneur will conduct a lecture on how to succeed in the business world.

the showroom after he or she had seen the jobber's catalog.

In 1956, Dahlkemper began his own catalog merchandising business. At that time, he ordered his merchandise through the Walter Bell catalog and only kept one of each item in stock so when made a sale, the item would have to be replaced.

In 1960, Dahlkemper moved his operation from a rather small 3,000 square foot building to an impressive 20,000 square foot showroom. The turning point for the business came when Dahlkemper began using the Creative catalog for merchandise. At that point, the business began to grow and prosper.

Presently, Dahlkemper owns and operates a total of five showrooms; four in Pennsylvania and one in Ohio. Two of the Pennsylvania stores are right here in

Erie.

The Joseph B. Dahlkemper Co. itself is a family run organization with Dahlkemper as the president and chairman of the board and his wife, Lois, as vice-president and secretary. Edward Dahlkemper, one of their sons, is vice-president of showroom operations while Joseph S. Dahlkemper, another son, is vice-president and director of loss prevention. Mary Ellen Razanaukas, one of the daughters, is director of employee training; another daughter, Patricia, is a diamond controller who is also a student at Gannon University. Amy Dahlkemper, a third daughter, is a freshmen at Villa Maria Academy who assists in the corporate offices. Amy's favorite job is playing the Dahlkemper mascot "Jay Bee".

## Apartments Latest Phase in Behrend Expansion

by Kimberly Ford  
Collegian Staff Writer

The on-campus student apartments that are currently under construction behind Lawrence and Dobbins Halls, will house 192 students and be available for student use for the Fall semester of 1985.

Upperclassmen (juniors and seniors) will have priority in reserving apartment spaces. The rationale behind this priority is that presumably, upperclassmen have lived in the conventional residence halls for a longer period of time than underclassmen.

Although there will be no freshmen in the apartments, in the event of a shortage of upperclassmen to fill the apartments, contracts will be available to sophomores. A contract offer to sophomores will be largely contingent upon that student's academic average and performance.

In the light of the ratio of upperclassmen to freshmen, is it anticipated that there will not be enough upperclassmen to fill the apartments? Mike Ryan, director of food and housing comments, "Currently in the residence halls, there is a fairly even mix of both upper and underclassmen." Because of the fact that spaces are being reserved for advanced

transfer students and the likelihood that many commuters might move on campus because they like the aspects of on-campus apartments, there is a possibility that the majority of apartments will be filled.

For the present academic semester, 405 of the 648 residence hall spaces were filled by returning students. By March of this year, there were approximately 450 students on the waiting list for residence hall spaces.

The apartments are modeled after the Nittany apartments at University Park. Although the official contract has not yet (at this writing) been approved, it is being geared towards the contract currently in use at University Park. At the Nittany apartments, residency is limited to graduate students only.

Among the many features of the apartments is that of a meal plan option. Although students will not be required to purchase a meal plan, food service coupons will be available.

Each apartment is completely furnished and will have wall-to-wall carpeting, a living room, kitchen and two bedrooms. The living room will be equipped with a tressel table with four chairs, easy chairs, end tables and lamps. Each bedroom will have beds,

dressers, desks, bookshelves, walk-in closets and a television jack. The kitchen will have a range, refrigerator and garbage disposal.

The Nittany apartments at University Park are approximately \$650 per semester, so consequently the estimated charges will be slightly higher than those of residence halls which cost \$560 per semester. Because the apartment residents will not be required to purchase meal plans, which are currently \$750 per semester, through careful and collective planning, students can save enormous amounts of money.

The basement of building 3 will house a community center complete with laundry facilities, a lounging area, a small kitchen, and a duty office for student managers.

The Director of Student Affairs, Bill McCartney comments on the specifics of residential assistants (RA) in the apartments. "There will be one RA per building," he says. "This means the RA will share an apartment with three other students. The RA's job description will be different from that of the typical assistant's, in that his or her job will involve more minor maintenance skills," says McCartney.

The alcohol regulations will be identical to those in existence, and the apartments will have 24 hour visitation.

Although the apartments will not be co-ed, it is possible that males and females could live adjacent to or across from each other.

Despite the fact that no deadline for applications has been set as yet, Ryan suggests that, "Students submit their roommate selections together. In other

words, four potential roommates must request each other to be virtually assured of being placed in the same apartment. In addition," he says, "two students can be placed in the same bedroom by requesting each other as roommates."

A conceptual second phase plan is envisioned for additional apartments in the future. The apartments are being financed by the food and housing department of Penn State University.

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