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SUFFOLK UNIVERSITY MAGAZINE

SUMMER 1988

The Entrepreneurial Spirit
Alumni who do business their way

Richard J. Trifiro, JD57/LLD87

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Cover photo: Richard J. Trifiro, JD57/LLD87, president, Atlantic Management Company, photographed by Kindra Clineff



Richard B. Mann, AB, MP, MBA, PhD.

For his assistance with our feature on entrepreneurs, our thanks to Richard B. Mann, assistant professor of management in the School of Management—Ed.

Letters

Editor's Note: We are pleased with the favorable response to the first issue of Suffolk University Magazine and want to share with you the letters we received.

Editor: I have just received the Winter issue of *Suffolk University Magazine* and I am impressed with the format, design, production, quality and content. I have always enjoyed reading about fellow alumni and their achievements, and this issue with its many personal sidebar stories was interesting and informative. As an alumnus with a rare (for Suffolk) degree in French who has lived and studied abroad, I was particularly interested in the international focus.

The only recommendation I would make is for you to use a larger point size for the type in the news and feature sections. Otherwise, your selection of type styles and faces works well and is aesthetically very pleasant.

Eugene J. Hunt, Jr., BA80

Plaistow, New Hampshire

Editor: Congratulations on your outstanding achievement in presenting the *Suffolk University Magazine*. Everything about it is attractive and the cover itself is particularly pertinent to a university publication dedicated to "Educating with a World View."

The photographs and news items reflecting the accomplishments of faculty, students and alumni are an excellent feature. It is good to know of the successful endeavors of Suffolk people past and present. This new magazine adds to my own great pride in Suffolk and I thank you and all the others involved in what seems to have been a labor of love.

To all of you, Bravo!

Rosalie L. Warren, BS80/MED83

Boston, Massachusetts

Editor: This is to commend you for the new *Suffolk University Magazine*. Such a quality publication should foster greater alumni interest, ultimately benefitting the University.

The magazine is extremely well-written, and impressive looking. I'd like to see a regular section on Suffolk sports, with schedules and ticket information, summaries of recent Suffolk sports events, and individual player accomplishments. Recently I attended two Suffolk hockey games, and was quite pleased with the team's level of play, which was very deserving of publicity. The magazine ought to have an ad for Suffolk University apparel and imprinted

items, such as mugs, sweatshirts, hats, portfolios, or chairs, to allow alumni purchase by mail.

Suffolk Alumnus

Editor: Kudos on an outstanding *Suffolk University Magazine*. I especially enjoyed Donna Gariboldi's article. Layout and material well done.

James Nelson

Athletics Department

Editor: I received my copy of your publication and I enjoyed it very much. I was taken by the content and professional presentation. Thanks for the great work.

William R. Cummings, JD71

Palm Beach, Florida

Editor: I would like to thank you for the wonderful article about the International Economics program in the *Suffolk University Magazine*. As a result of the article, I have received several inquiries about the program. In addition, one student decided to change her major to International Economics after reading the article. Again, let me congratulate you on an outstanding magazine.

Shahruz Mohtadi

Assistant Professor of Economics

The case of the missing e

Editor's Note: Although most of the comments we received were favorable, our spelling could stand a bit of improvement.

Thanks to Aidan Browne of Dublin, Ireland for not complaining to us about leaving off the e at the end of his last name. Our apologies.

Thanks also to Ann Hughes for this letter:

Editor: Congratulations on the first issue of the *Suffolk University Magazine*. It's a handsome publication and has an especially fine photograph on the cover.

I read with particular interest the article by Ms. Walsh, "Education with a World View," which was both informative and well written. I have only one (very minor) criticism. On page 16, column one, Aidan Browne is quoted as having said he found a "perfect nitch." The word is "niche." It's usually pronounced as "nitch" so the misspelling is understandable, but I thought you wouldn't mind having it pointed out.

Ann D. Hughes

Assistant Professor of English

Volume 1 No. 2 Summer 1988

Richard B. Mann was sharing with us his observations about entrepreneurs when he happened to mention the "bumblebee theory."

Mann, who is assistant professor of management in the School of Management, has seen his share of entrepreneurs. He has been one himself and has taught hundreds of would-be entrepreneurs in his courses on the subject. One of his former students, Jennifer English, is featured in this issue.

When entrepreneurs start out on a venture, Mann says they don't think about failure. They see the up side of things. They believe they are going to succeed. It's not that they don't fail. They do. But they learn from their failures. Next time when they start something, they won't fail.

Entrepreneurs are not people who wait for permission to do things. They just forge ahead, and in that respect they are a lot like the bumblebee.

"According to aerodynamic principles, the bumblebee is not supposed to be able to fly. But you see," says Mann, "the bumblebee never heard about this, and so he just goes ahead and flies."

Still entrepreneurship isn't for everyone. An item in the May 24, 1988 issue of the *Wall Street Journal*, reports that 16 percent of fired executives are now starting their own businesses, up 7 percent from 1987. However, as both Mann and the *Journal* point out, these managers greatly underestimate the amount of energy, time, money and stress involved in starting and operating a business.

The entrepreneurs we are profiling in this issue are a sampling of the many Suffolk University alumni willing to accept the lumps that go along with the challenge and exhilaration of being your own boss. We enjoyed meeting them and hope you will too.

Patricia M. Walsh, *Editor*

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NEWS

Peruvian economist, Hernando de Soto, examines "informal" sector

Hernando de Soto

The "informal sector" is a thriving, but illegal, underground economic system that makes up 65 percent of the Peruvian economy, said Hernando de Soto, founder and president of the Institute for Liberty and Democracy of Lima. Speaking in April, as part of the University's Dwight L. Allison International Lecture Series, de Soto said the institute members began investigating the informal sector because "we could never find a satisfactory explanation as to why our country was poor." He said they started with the assumption that someone in power must know about "the informals," those who use illegal means to achieve legal ends. "If there is such a large informal sector, someone must be authorizing it."

De Soto said the informal sector has to resort to illegal measures in order to sidestep a complex, bureaucratic governmental system under which "a Peruvian entrepreneur has to work 700 times more than a U.S. entrepreneur in order to start a business. It takes 289 working days to get a shop officially opened in Lima. In New York, it takes 4 hours.

"This isn't strictly a Latin American phenomenon," said de Soto. "Most of Western

Europe was governed this way 150 years ago. But pressure on the status quo caused them to shift towards democracy. All that evolution that took place in Europe is what is basically occurring now in Latin America. Our systems are being put to the test—and they're failing. . . . The institute proposes laws that change the status quo in favor of entrepreneurship of the poor."

The Peruvian economist disagreed with the suggestion that the problem is inherently cultural. "There *is* entrepreneurship in Peru. It is not true that we are culturally backward in the sense of not being adapted to it. It isn't that private entrepreneurship or democracy doesn't work in Latin America—it's just that it has never been tried. It seems that the informals are on their way in."

The Other Path: The Informal Revolution, de Soto's book on the informal sector, was the best selling book in Latin America in 1987. It will be published by Harper & Row in English in late 1988.

The Allison International Lecture Series, which brings internationally renowned speakers to the University, was established by a grant from the Dwight L. and Stella Allison Fund.

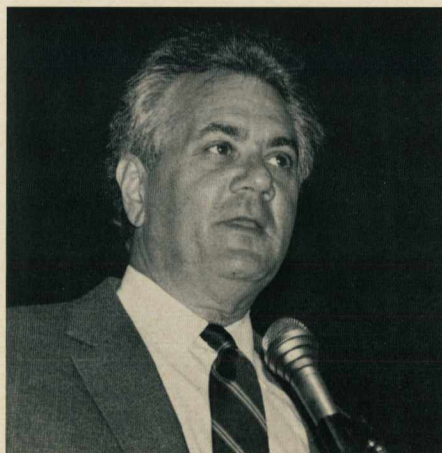
BARNEY FRANK SPEAKS ON PRIVACY

The public is now more willing to accept a wide range of private activity by elected officials, "as long as it isn't hypocritical, or doesn't impair their performance," said U.S. Congressman Barney Frank, who spoke in April as part of the Lowell Lecture Series, "Private Lives/Public Choices."

In discussing the fine line between a politician's private and public lives, Frank said, "There's no logic to the assertion" that politicians give up their right to a private life upon entering public office. "It's fun to hear rude things about public people, but that doesn't make it right."

The congressman also criticized politicians who use their public offices for private gain.

Earlier in the year the series presented lectures by Jeremy Rifkin, president of the Foundation on Economic Trends, and Clarence Thomas, chairperson of the Equal Employment Opportunity Commission.



U.S. Congressman Barney Frank



C. WALSH THEATRE DEDICATED

The newly renovated C. Walsh Theatre officially opened on April 30 following a \$400,000 interior face-lift. The event was marked by the production of Dylan Thomas' "Under Milk Wood," directed by Marilyn Plotkins, associate professor in the Communications and Speech Department, and featuring a cast of University students, faculty and staff.

The dedication honored University trustee Thomas R. Walsh, whose contribution made possible the refurbishing of the 650-seat structure, which commemorates his parents. The theater is named for Thomas Walsh's late father, and the foyer is called the Anne Walsh Foyer in memory of Walsh's mother.

The University theater has a long tradition. Playwright Israel Horowitz started producing plays there, and veteran stage and television actor Paul Benedict made his acting debut in the theater as a Suffolk freshman in the late 1950s. In addition, the C. Walsh Theatre continues to be used for lectures, films and other activities including classes.

Joan Reynolds and Criston McNeill, class of 1990, sing "A Couple of Swells" from the film *Easter Parade*, during the Springfest '88 musical *Hooray for Hollywood* at the newly renovated C. Walsh Theatre in April.

Organizations focus of lecture series

The nature of modern-day organizations encourages a certain style of individual risk-taking, according to James G. March, professor of management at Stanford University.

March was the third of three participants in the School of Management's Distinguished Lecture Series in Organization and Management offered this spring. Speaking in May on "Taking Risks and Getting Ahead in Modern-Day Organizations," March discussed the nature of these risks, and how they affect career advancement and organizational outcomes.

Charles Perrow, professor of sociology at Yale University and a

consultant to Union Carbide Corporation, spoke on "Normal Accidents in Complex Organizational Activity" in April.

In March Robert J. House, professor of organizational behavior at the University of Toronto, spoke on "Charisma and Corporate Leadership." House, whose interests include leadership and motivation in complex organizational survival, drew on research about U.S. presidents and industrial managers to describe the characteristics that charismatic leaders exhibit and the transformational powers they exert. House is a visiting professor at the School of Management.

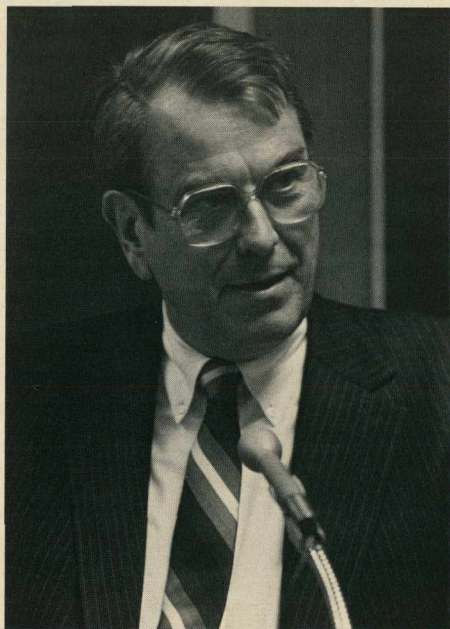
LAW SCHOOL APPLICANTS INCREASING

The number of applicants to the Law School increased by 25 percent over last year's figures, according to Assistant Dean John C. Deliso. Deliso said increased interest in the legal profession indicates a nationwide trend.

"In the Midwest, law school applications are up by 10 to 12 percent over last year," he said, "and in the East, they're up at most schools by more than 20 percent. I think Suffolk Law School has benefited from its urban environment and the strengthening of its program."

Deliso said it is difficult to pinpoint specific reasons for the renewed interest, but noted that "there's been an increased visibility of the profession through the Iran-contra hearings, the recent Supreme Court nominations, and the popularity of the 'L.A. Law' T.V. series."

He added that the LSAT, "one of the best barometers" of future performances of prospective law students, was taken by 18 percent more students this year than last year.



William S. Kanaga

Business head discusses ethics

"The tone of a company and its ethical behavior begin at the top," said William S. Kanaga, chairman of the advisory board of Arthur Young & Company, speaking at the School of Management in April. Focusing on "Business Ethics in the Accounting Profession," Kanaga discussed the findings of the Treadway Commission, a symposium of business leaders whose purpose was to investigate the breakdown of ethics in the business world. "Integrity and commitment," said Kanaga, "are, and will be, the cornerstones to a successful life."

"We share a deep burden in this country," he said, referring to the failure of business leadership to make proper moral decisions. Kanaga spoke out against the "I don't care how you do it, just do it," mentality, and called for a raising of ethical standards.

"It takes a personal commitment. Don't let anyone tell you it's easier to lie and cheat to get ahead," he said, citing the attitudes of those brought down in insider trading scandals.

Kanaga was cautiously optimistic about the reversal of what he deemed America's moral decay. "Nothing will happen overnight." He cited some companies that have integrity and still make money, as evidence that it is good common sense to establish guidelines.

"Few frauds start with intent. They are often due to a mixture of boredom, and bonus-heavy compensation schemes."

Debate team meets with success

The members of the Walter M. Burse Forensics Society recently ended a successful year with several individual and group wins, highlighted by junior class debater Michael Macguire's election to the position of student president of DSRTKA, the honor fraternity organization of Delta Sigma Rho Thi Kappa Alpha, a position once held by both Hubert Humphrey and Edmund Muskie. The team also placed in a survey of the top 50 U.S. debate teams.

The survey ranked the top 50 U.S. debate teams between 1977-1987 based on sweeps results from national debate tournaments. Suffolk was one of only four New England colleges named, the others being Dartmouth College, Emerson College and Harvard University.

The Suffolk team won an April debate it hosted, taking first place in the pentathlon, extemporaneous speaking, persuasion, poetry, dramatic duo, informative, impromptu and prose competitions.

In March, at the New England League Tournament, the debate team came in first in both the individual events and impromptu competitions, second in debate for the league, and second overall, behind Cornell University. At the DSRTKA National Tournament, the University team finished seventh overall, and debater John Adams, class of 1988, received the Outstanding Speaker Award in Student Congress.

Coaching the debate team to its successes were faculty members Edward J. Harris, director of forensics; Vicki L. Karns and Celeste Lacroix, individual events; Gloria M. Boone, debate and individual events; Robert E. Rosenthal, debate, public address and individual events; and Brian R. Greeley, debate.

SBA starts Co-counsel Program

The Student Bar Association (SBA) has introduced a new program at the Law School designed to aid first-year law students in such areas as studying and exam preparation, by pairing them with an upperclassman in the same section of study.

The Co-counsel Program is the brainchild of current SBA President William G. Farrell, a second-year law student, who recognized the need for such a program after he talked with several other students following his first year at the Law School. Farrell discovered that many students entering the Law School often were unsure about how to prepare outlines for classes and when to begin studying for final exams.

"If you're a first-year student and you have a question," Farrell said, "the absolute worst thing you can do is ask another first-year student, because they know about as much as you do. I had an advantage that a lot of other students didn't have, because I knew many second and third-year students."

Farrell's decision to implement the program was based on his belief that all Suffolk law students should have the same advantages that he had.

"I know for a fact that every second and third-year student will tell you all they know about Law School," he said. "The Co-counsel Program allows first-year students to get answers to problems that will steer them in the right direction. It's a tremendous advantage, not just practical but psychological, because there's enough built-in pressure without having students put pressure on themselves."

"Historically, something like this has gone on in other schools on an informal basis," said Assistant Law School Dean John C. Deliso. "I think the idea of adding some structure and doing something that would reach all students as opposed to reaching just a few is very valuable."

Farrell had anticipated problems with night school students because of the strains of jobs and families, but he said that SBA's section representatives have been extremely helpful in setting up workable schedules for students in their sections. Student response to the program has been positive. Farrell had projected a 60 percent turnout, but said that some sections have had an 85-90 percent participation rate.

"The Co-counsel Program is really all about students helping students," he said. "Up to now, response has been 110 percent. I couldn't be happier, because the program can only serve to help the law students become better students."

Smoking policy introduced

Following the Surgeon General's report that "involuntary (second-hand) smoking is a cause of disease, including lung cancer, in healthy nonsmokers," and a recent Massachusetts state law limiting smoking in public buildings, the University has developed and implemented a restricted smoking policy.

The policy, which was drafted by a committee comprised of a cross section of the Suffolk community, prohibits smoking throughout University facilities except in designated smoking areas. It is being implemented in two stages. The first stage, which went into effect April 13, confines smoking to private offices, and certain stairwells and student lounges. The second stage, which will go into effect September 1, is similar, but prohibits smoking in private offices.

The University is also taking steps to help smokers kick the habit. Melissa White, director of Health Services, says "During the year we offer two different cessation clinics. We also have information about outside clinics if people request it."

Tuition increase announced

The Board of Trustees, at its February 12 meeting, raised Suffolk University's tuition for the 1988-1989 academic year 7.9 percent for full-time undergraduate students.

Students attending the College of Liberal Arts and Sciences and the School of Management will now pay \$6800 a year, up from the current rate of \$6300. Part-time undergraduate tuition per three credit courses for CLAS and SOM will now be \$576, up from \$534 this year.

"The increase in tuition is related to real costs," said Nat Caliendo, executive assistant to President Daniel H. Perlman, "and is necessary if Suffolk is to remain competitive with other schools in the area by providing the best academic, social and student support environment."

Caliendo said that the extra tuition money will be used to upgrade several services and facilities offered to Suffolk students, including the school's Learning Resource Center and computer labs, as well as for renovations to the Ridgeway Building. The University is attempting to offset the higher rates by expanding its financial aid program.

"There's been a 23 percent increase in next year's budget for scholarships," Caliendo said, "and there's also been a greater focus on outside support for scholarships from private sources."

Approximately 75 percent of Suffolk students currently receive some form of financial aid.

"Even with the price increase," Caliendo said, "Suffolk University still has the lowest tuition of any four-year private college in the Commonwealth of Massachusetts."

SCOPES program a success

A new student orientation program designed to improve the retention rate for incoming freshmen is being hailed as a success by Michael R. Ronayne, dean of the College of Liberal Arts and Sciences.

The program, called SCOPES (Suffolk Continuing Orientation Program for Educational Success), was instituted by Ronayne with the 1987 fall semester as a way of encouraging students to stay and succeed in college.

The SCOPES program report shows a decline in freshmen dropouts for the semester and fewer students in danger of academic probation, compared with records of incoming freshmen for the fall 1986 academic year.

"The primary objective of the program is to increase the students' odds for academic success," says Paul Korn, coordinator of the SCOPES program. "We want to give them the skills they need to perform at the college level."

In addition to welcoming the students to the community, the group sessions covered self-assessment, time management and University resources.

As Korn explains, "There are certain things incoming students are concerned with when they enter a new environment such as college. And in a commuter school, with students rushing off to class and to work, a freshman can really get lost in the shuffle."

"The demonstrable increase in retention is an indicator of the tremendous effort that the SCOPES leaders put into the project," says Ronayne.

Matching grant challenge met

Suffolk University has met a Boston Foundation 3 to 1 matching grant challenge in support of the Ballotti Learning Resource Center with pledges from the corporate and philanthropic communities.

Three years ago the Foundation pledged \$100,000 on the condition that the University raise \$300,000 to establish a total fund of \$400,000.

Opened in 1982, the Geno A. Ballotti Learning Resource Center assists students in realizing their academic potential by offering programs such as learning assistance through self-study resources, peer tutoring, and course-study groups.

Phonathon sets record



Working the phones at this year's record-breaking phonathon are (left to right) John R. McCoy, BSBA78/MBA80/JD85, Kay Lang, phonathon coordinator, and Lee W. Sutherland, BSBA59/MED75, assistant professor of management.

The 1987-1988 Fall/Spring Phonathon realized a record \$175,000+ in pledges from over 3,300 donors. Commenting on the results, Joseph M. Kelley, vice-president for Institutional Advancement, said, "It's most encouraging to everyone involved in the University's fund raising programs to see the National Phonathon total go over the \$175,000 mark. This achievement assures the continued growth of alumni/ae giving, which is at the heart of all our fund raising success."

Venture at 20

"... on that day in 1968, all by myself with stacks of *Venture* under my arm, I went through the college leaving piles on windowsills and tabletops, all the while wondering if it would last another issue, never dreaming it would last two decades." —Gregory Wayland, first editor of *Venture*.

Suffolk's student literary magazine, *Venture*, reached a milestone with the publication of a special twentieth anniversary issue in May. The issue contained pieces by several former magazine staffers, including its first editor and Rhode Island television reporter Gregory G. Wayland, BA69, whose story chronicled the magazine's inception and early days. Author Robert H. Jahn, BSJ72, *Venture*'s second editor, also contributed poems for the occasion.

Susanne L. Gruber, BA88, one of *Venture*'s 1987–1988 co-editors, says Wayland and Jahn "were very enthusiastic when they heard that *Venture* was still going, and they were very impressed."

Career Services helps alumni, students explore options

Thinking of changing careers? Like to interest others in yours?

The Career Services and Cooperative Education Office is assisting alumni in exploring career options, developing career plans, exploring the job market and executing the strategies and techniques used to secure fulfilling employment. In addition, the office is expanding the Alumni Career Advisory Network — alumni who volunteer to talk with students about their own career choices and places of employment.

For more information, contact the Suffolk University Career Services and Cooperative Education Office, 20 Ashburton Place, Boston, MA 02108, (617)573-8480.



Heritage Committee Award recipients in April are (left to right) Edward G. Hartmann, Stanley M. Vogel and Dorothy Phelan, who accepted for her late cousin, P. Richard Jones.

Heritage Committee honors six

Six individuals were awarded commemorative medallions for distinguished service to the University, during ceremonies in April and December.

In April the honorees were Edward G. Hartmann, P. Richard Jones and Stanley M. Vogel. A professor of history for many years, Hartmann was also director of libraries and served as chairman of the CLAS's Committee on Academic Standing. Jones was director of archives for 20 years before his death in 1986. He was also editor of several alumni publications and a central figure in the annual phonathon campaign for alumni giving. Vogel taught in the English department for 37 years, and served as department chairman for 15 years. He also served in the Modern Language Department, facilitated the establishment of the Zieman Poetry Collection and helped found *Venture* magazine.

In December the Heritage Committee honored Rexford A. Bristol, Donald Grunewald and Harold M. Stone. Bristol, one of the first Suffolk trustees to be honored with *emeritus* status, was a founding member of the SOM Committee, served for two years as University treasurer and 12 years on the Board's Finance Committee, including two terms as its chairman. Grunewald was the first dean of the SOM, established the graduate school of administration, later served as dean of CLAS, and was a University vice-president from 1969–1972. Stone, who died in 1985, served for ten years as chairman of the SOM Accounting Department and designed a master's in business program, begun in 1948.

Perlman chairs Partnership

President Daniel H. Perlman has been elected to a two-year term as chairman of the Boston Higher Education Partnership, effective in July.

The Partnership, formed under the 1975 Boston desegregation plan, pairs 22 colleges and universities with Boston public schools in an effort to overcome the effects of discrimination and provide the schools with supplemental programs, faculty and other resources.

Estate planning seminar focuses on disabled children

The Suffolk University Estate Planning Council held a seminar on "Estate Planning for the Family with a Disabled Child" in March.

The panelists discussed rights and privileges of parents of a disabled child; rights and privileges of the disabled child; guardianship questions and concerns; qualifications for state and federal benefits; trusts for the disabled child and avoiding traps in planning for the disabled.

Attorney Thomas M. Mawn, Jr. of Mawn & Mawn, P.C. chaired the panel, which included tax Attorney Alexander A. Bove, Jr., JD67, of Bove & Charmoy, a financial columnist for the *Boston Globe*; Joanne M. Donnell, director of the Corporate Guardianship Project of the Greater Boston Association for Retarded Citizens; Judge Mary B. Muse of the Suffolk County Probate and Family Court Department, and Dr. George Krein of the Family Advocacy Center in Marshfield.

Co-op Program thriving

The University's Cooperative Education Program "continues to give students a head start in today's competitive job market," says Elliott Gabriel, director of career services.

According to Patricia Yates, associate director of the program, Suffolk students participating in the program can earn up to \$9600 a year by working full-time in the summer and part-time through the school year, and still graduate after only four and a half years.

"I think the program works well," says Carol Boughter, a communications major who works at Waxman Advertising of Boston, as part of the co-op program. "It gives me a good outlook on how an advertising agency runs."

Gabriel believes that the financial benefits of the co-op experience may not be as important as "the not-so-obvious ones. Students have the freedom to choose when and where to work, and can take advantage of high quality job placements that are also educationally valuable. They can test out career choices, and clarify which area of a particular field they wish to pursue after graduation."

This year, approximately 300 Suffolk students were placed in co-op positions in the metropolitan Boston area and as far away as Leeds, England, in companies as varied as Children's Hospital, Little, Brown & Company, Bank of New England, Disney World, the Boston Stock Exchange and the *Boston Globe*.

AIDS workshops offered

The Department of Education and Human Services held symposia in February and March designed to help mental health professionals deal with the complex issues relating to AIDS.

The March program, "Legal Implications of AIDS in Public Education," was aimed at school administrators, health educators, counselors and nurses. Panelists discussed how the community of Swansea, Massachusetts was apprised that a student had AIDS and how that student was able to stay in school, as well as the Massachusetts statute prohibiting discrimination against persons with AIDS, school attendance policy for pupils with AIDS, and the impact of these on public education.

In the February program, entitled "AIDS and the Mental Health Professional: Meeting the Growing Challenge," mental health professionals discussed the psychosocial issues of AIDS, therapeutic interventions for the disease and the use of support groups for people afflicted by AIDS and their families.

CLE growing trend

The public's concern about lawyer competence and its perception that lawyers like other professionals should be required to continue their education are among the reasons for the dramatic rise in mandatory continuing legal education (CLE) in the past two years.

According to Charles P. Kindregan, professor of law and outgoing director of the Law School's Center for Continuing Professional Development, the legal profession has become increasingly complex over the past decade.

"Most lawyers today are specialists. Their practices deal with intensive problems in a relatively narrow field of law," he says.

The growing use of technologies, such as computerized legal research, has increased the rate at which information must be absorbed by competent lawyers. In addition, there is concern that lawyers who inadequately serve their clients by failing to update their knowledge and skills are still practicing because the disciplinary system intended to remove them from practice is ineffective.

State courts in 30 states have declared continuing legal education mandatory, says Kindregan, with Vermont recently becoming the first New England state to adopt a mandatory requirement. Even in the absence of mandatory CLE, he says, thousands of lawyers voluntarily participate in courses, seminars and workshops designed to improve their knowledge and skills. In Massachusetts, where CLE is voluntary, more than 5,000 lawyers, including some from mandated states, have attended the Law School's CLE seminars on such topics as trial techniques, civil rights, divorce, and child custody.

Kindregan says a few states, including California, Texas, Florida and Colorado, have recognized the rapid growth of specialized practice in recent years by certifying or approving "specialists" in fields such as family law and tax law. This practice is roughly based on the medical model of board-certified specialty practice.

Consider a gift by will

Gifts by bequest are a most important source of support which can help strengthen Suffolk University's future plans and programs. For your convenience, sample forms for making gifts by will to Suffolk University are printed below. Please contact your attorney if you want advice about making your gift, or contact the Office of Institutional Advancement, Suffolk University, 8 Ashburton Place, Boston, MA 02108, (617)573-8455, for further information.

1. *Outright bequest, unrestricted as to purpose.*

"I give and bequeath to Suffolk University, a non-profit corporation duly existing under the laws of the Commonwealth of Massachusetts and located at Boston, MA, _____ dollars (or property, securities, etc., as described below), to be used as the Trustees of Suffolk University may direct."

2. *Outright bequest to establish endowment fund with income to be (a) unrestricted or (b) restricted.*

"I give and bequeath to Suffolk University, a non-profit corporation duly existing under the laws of the Commonwealth of Massachusetts and located at Boston, MA, _____ dollars (or property, securities, etc., as described below), to constitute the (name of endowment) Fund. This fund shall be kept invested by the Trustees of Suffolk University and the annual income therefrom shall be utilized (a) as the trustees may direct, or (b) for (description of restricted purpose specified by testator i.e., scholarships, faculty development, library, etc.). The Fund, for purposes of investment, may be combined with other funds of Suffolk University.

If in the opinion of Suffolk University, all or part of the income of this fund cannot be usefully applied to the above purpose, (or in the above manner), they may use the same for any purpose within the general corporate powers of the institution which in their opinion will most nearly accomplish my wishes and purposes."

FACULTY NEWS

William R. Allen, Management, has an article on "Conventional and Systems Approaches to Law Enforcement Management" in the fall/winter 1987-1988 issue of the *Northeast Journal of Business and Economics*.

Barbara F. Ash, Education, recently published two articles: "Cognitive Style and Educational/Vocational Choice: Career Implications for the Adult Business Student" in *The Ohio Business Teacher*, and "Cognitive Learning Style: Implications for Keyboard Instructional Modes" in *Delaware Business Journal*.

Frances K. Burke, Public Administration, has an article on "An American Founder: Mercy Otis Warren, 1738-1814" in the Special Constitutional Issue of the *Boston Bar Journal*.

Victoria J. Dodd, Law School, will serve a third term in 1988 on the Executive Committee of the Law and Education Section of the Association of American Law Schools. A book review by Dodd appears in the January/February 1988 issue of the *Journal of Higher Education*.

Nancy E. Dowd, Law School, has been awarded a six-week summer research grant by the Fund for Labor Relations Studies to examine the work/family policies of Sweden and France.

Clifford E. Elias, Law School, was elected chairman of Valley Regional Health Care Foundation, a newly established corporation to assist Bon Secours Hospital of Methuen in its development and marketing efforts.

Linda C. Fentiman, Law School, presented a paper on "The Incompetency Prohibition Reexamined: A Critical Analysis of the ABA Criminal Justice Mental Health Standards" at the Association of American Law School's annual meeting in Miami and was elected secretary of the Association's Law and Psychiatry Section for the coming year.

Steven E. Ferrey, Law School, was keynote speaker at the annual assembly of the Consumer Federation of America in Washington, D.C. in April and is advising Massachusetts Lieutenant Governor Evelyn Murphy on the Blueprint 2000 process to chart a future course for the state's governance. Ferrey's op-ed article, "Turning Power into a Brand Name," was published in the February 9, 1988 issue of the *Boston Globe*.

Robert E. Fox, English, presented a paper on "Caribbean Women's Writing" at a conference on Caribbean Literature and the African Diaspora in May. Fox gave a reading at Amherst College on the works of Caribbean poet Derek Walcott in March.

Robert Halfyard, Law School, has been appointed a federal administrative judge in the U.S. Department of Health and Human Services.

Laura E. Hourtienne, Humanities and Modern Languages, had an exhibition of original serigraphs at Harvard University in March.

Jane Ives, School of Management, a recipient of a National Science Foundation grant, has also been awarded a grant by the Institute of Regulatory Science. Granada Television in England will use part of Ives' research in a documentary on environmental management programs in developing countries.

Robert K. Johnson, English, had 22 of his poems published in March in a chapbook, *The Wheel of Daily Life*. In January, three of his poems were set to music by Boston composer Thomas McKinley and performed at Carnegie Hall. Last December one of Johnson's poems was among the winners in a poetry contest held by the San Francisco magazine *Poetalk*. In addition, seven magazines recently published some of Johnson's poems.

Marilyn B. Jurich, English, discussed "From Disenchantment to Enchantment: A Study in Socioaesthetics" at The Ninth International Conference on The Fantastic in March 1988. Jurich published an essay entitled "A Critical Exploration of the Image of the Aborigine in Australian Books for Children" published in *Webs and Wardrobes: Humanist and World Views in Children's Literature*.

Kaled M. Kayali, Government, presented a paper entitled "Student Opinion on Teaching Preference: A Preliminary Inquiry" at the Eleventh National Conference on Teaching Public Administration held at Georgia State University in March 1988.

Bernard V. Keenan, Law School, presented a report relating to land use issues at the American Bar Association's mid-winter meeting.

Charles P. Kindregan, Law School, has been commissioned a "Kentucky Colonel" by Kentucky Governor Wallace G. Wilkinson in recognition of his "services and accomplishments on behalf of [his] fellow man."

Paul R. Korn, Psychological Services, is now a contributor to the "Insight Column" of *Heller and Hunt Law Practice Management Report*, a new monthly newsletter published by Butterworth Legal Publishers for lawyers and law office managers.

Thomas F. Lambert, Jr., Law School, was scholar in residence at University of Dayton Law School in Dayton, Ohio in April, where he gave two lectures at a Colloquium on Statutory Reform in Tort Law. In that same month, Lambert lectured on "Medical Malpractice: Rumor and Reflection" at a seminar sponsored by Harvard Medical School. In March, he lectured on "Highlights and Sidelights in Product Liability" at the National Practice Conference in Chicago.

Bette Mandl, English, discussed "Theatricality and Otherness in *All God's Chillun Got Wings*" in March at the Northeast Modern Language Association's annual conference.

Richard B. Mann, Management, recently moderated a panel on "Power Marketing" for a Boston Chamber of Commerce program shown on Boston/Brookline Cable Television.

Thomas J. McMahon, Law School, coached a team that finished second in the Northeastern regionals of the American Intellectual Property Law Competition in March. The team competed in the nationals held at the U.S. Court of Appeals for the Federal Circuit in April.

Alberto Mendez-Herrera, Humanities & Modern Languages, hosts a Saturday radio program entitled "Charlas Culturales" (Cultural Chat), during which he presents cultural topics of interest to the Hispanic community of Greater Boston.

Roger N. Millen, Management, presented a paper on "Medical Decision Making" at the 1988 Conference of the American Association for the Advances in Health Care Research. He also presented a paper, "Project Management," at the 1988 Institute of Management Sciences/Operations Research Society of America Conference.

James Nelson, Athletics, has been elected to the board of directors of the Cambridge YMCA. Nelson was among a host of former Boston College basketball stars recognized recently at an Eagles homecoming event.

John J. O'Callaghan, Government, opened the 1987-1988 CLAS Seminar Series with a lecture, "Contemporary Constitutional Interpretation: The Burger Court and Civil Liberties," in honor of the Bicentennial of the U.S. Constitution. O'Callaghan presented a lecture, "The Bicentennial of the United States Constitution: Celebration, Reassessment and Reform" at a program co-sponsored by the South Boston Branch Library and the South Boston Historical Society.

Richard M. Perlmutter, Law School, served as the academician judge of the 1987 National Association of Real Estate Editors Real Estate Journalism Competition, a national competition to select the best investigative article or series on the subject of real estate.

Benjamin M. Perles, Management, co-authored a recently published book, *The Journal of Small Business Management*, with **Joel Corman**, Management. Perles also co-authored a refereed journal article, "Journal of College Mathematics," with **Daniel A. Sankowsky**, Management, which was published in March. Perles' book, *Elementary Business Statistics: The Modern Approach*, co-authored by John Freund and Frank Williams, was published in January 1988 by Prentice-Hall, Inc. It is the 25th anniversary publication of the first edition.

David G. Pfeiffer, Public Management, is writing a column on disability issues and advocacy for a videotex system, Boston CitiNet. Pfeiffer was also re-elected chair of the Massachusetts Advisory Council on Handicapped Affairs, and appointed member of the Registry of Motor Vehicles' Medical Resolutions Committee. In December 1987 Pfeiffer was also appointed to the Massachusetts Board of Regents of Higher Education Task Force on Disabled Student Services, and co-edited the Fall 1987 issue of the *Disability Studies Quarterly*.

William Spellman, History and Philosophy, discussed Archbishop of Canterbury John Tillotson at the annual meeting of the American Society for Eighteenth-Century Studies in April. In March Spellman led a group of Suffolk students on a trip to England to study Tudor-Stuart English history. Spellman's first book, *John Locke and the Problem of Depravity*, was published in March by Oxford University Press.

Joseph P. Vaccaro, Marketing, will have his article "Increasing the Advertising of Small Retail Business in the Face of Changes in the Marketplace" published in the September 1988 issue of the *American Journal of Small Business*. Vaccaro co-authored the article with Wasson Kassage, a former Marketing Department faculty member.

Joseph Walsh, Athletics, has been appointed field manager of the Cape Cod League expansion team, the Brewster Whitecaps.

Robert P. Wasson, Law School, recently had an article on AIDS discrimination published in the *Florida State University Law Review*. The article discusses the implications of the U.S. Supreme Court's decision to overturn the case of a Florida public school teacher who was fired following her third relapse of tuberculosis.

Margaret Collins Weitz, Humanities and Modern Languages, is a contributor to a special edition of *SONUS*, an international review devoted to music. Weitz edited *Theories of Concepts* which was published in London this spring by Routledge & Kegan Paul. An exhibition Weitz organized on "Notable Contemporary French Women" was shown at several academic institutions recently.

R. Arthur Winters, Education and Human Services, directed a department-sponsored workshop in February designed to help mental health professionals deal with the complex issue of AIDS.

Frederick C. Wilkins, English, participated in a symposium in May on "Eugene O'Neill and the Emergence of American Drama," sponsored by the Belgium-Luxembourg American Studies Association in Belgium. Also in that month, he attended the "Nobel Symposium on O'Neill" at the Royal Dramatic Theatre in Stockholm. Wilkins is the author of biographies of eight American playwrights appearing in the next edition of the *World Book Encyclopedia*.

THE MAKING OF AN ENTREPRENEUR

by Patricia M. Walsh

Entrepreneurs have been part of the American business scene for a long time. They are the kid with the sidewalk lemonade stand, the ragman who rode his horse-drawn cart through neighborhood streets calling "Any old rags," and the visionaries in the fields of high technology.

With entrepreneurship it's all in how you look at things. One person sees a glass as half empty. Another as half full. One person thinks a difficult situation is a problem. Another sees it as an opportunity.

The entrepreneurs we have interviewed are of the half full/opportunity variety: J. Robert Johnson, president of Yankee Marketers, could have agreed with many food manufacturers that having your own sales force is too much trouble. Instead he saw an opportunity to fill a need in the food service industry, and built a company around it.

Richard B. Mann, assistant professor of management at the School of Management, would have been busy enough just being a student when he was at George Washington University. But, he sold printing, bought and rented boats, sold real estate, set up a plant to make patio stones, marketed them, *and* was a student.

We asked the entrepreneurs we interviewed to share with us their thoughts on issues involving entrepreneurs.

ENTREPRENEURS: MONEY, MENTORS AND MORE

"Entrepreneurs don't do it for the money," says Richard B. Mann. "They hope to make money, but making money is incidental to the challenge and the action. They like to test themselves to see what their limits are. It's like being in the Olympics or climbing a mountain."

John Licorish, owner of Licorish Tax Service, sees entrepreneurs as people with dreams, ideas, or thoughts that they want to bring to fruition, who will take risks to accomplish that.

Risks go with territory Scott Solombrino, president of Fifth Avenue Limousine of Boston, thinks that the older you get as an entrepreneur, the more you mature, and the more carefully you think things out.

"Entrepreneurs change as they get older. When I was younger I would do anything in business. I'm 28, but I feel mature in the business world because I'm exposed to so many people who are big."

John Licorish knows many people who are running very promising businesses on the side, but who are afraid "to jump off" and work on their ventures full time. He thinks that entrepreneurs differ from dreamers in that the former are less fearful.

Jennifer English, owner of Boston Marine Catering Company, worries more about having the time to turn her "book full of ideas" into businesses than she does about risk.

Money not the object Scott Solombrino recommends spending money early in a venture and hiring the best people.

Irma Licorish, owner of Caribbean Imports, is not trying to get rich fast.

"I'm going to take my time. I'm still doing my accounting, so I'm not cutting corners." Her husband John thinks that if people are successful they should give something back to the community.

"What one gives comes back tenfold," says Licorish, who believes that his business has grown because he has "given back to the community."

Richard Trifiro, president of Atlantic Management Company, believes that giving something back to the community is "the one significant act that could save the world."

Leisure time important Both Trifiro and Johnson believe in balancing work and leisure time.

For Trifiro, playing the trumpet and listening to music are his ways of relaxing.

Johnson tries not to take his business home with him. He and his wife Sandy are avid sailors and are involved with youth activities in their church. Johnson also taught at the School of Management for a while.

Influences along the way David Weener, president of Nucon Capital Corporation, has high praise for James Robison, the man who interrupted Weener's vacation in 1981 with a telephone call asking him to be his partner in purchasing several troubled companies from Textron Inc. Weener calls it "an opportunity of a lifetime. Robison's reputation in the business world was so good. I have an MBA, but working with him has been my PhD."

The skills Scott Solombrino learned as a member of the Walter M. Burse Forensics Society at Suffolk University are what made him successful in business. The persuasion techniques he honed debating, now help him convince potential clients to use his limousine service. Solombrino says that debating taught him not to be intimidated, to have unlimited self confidence, and to speak extemporaneously on any topic.

Richard Trifiro has had a number of strong influences in his life. He is an excellent trumpet player who comes from a long line of artists and musicians, and attended the Juilliard School on a scholarship. His interest in music was so influenced by Helen Barry Smith, his music teacher at the William Howard Taft Junior High School in Brighton that, 30 years after he graduated from that school, he organized a concert in her honor in New York in 1983 at which he and four other of Smith's former music students performed. The *New York Times* favorably reviewed Trifiro's performance.

Trifiro attributes his interest in helping people to his Irish mother who was always concerned about the needs of others. He says his school record prior to Suffolk Law School was mediocre at best.

"Suffolk gave me a chance and I did well in law school. I greatly appreciate their letting me in."

Over 20 years after Suffolk Professor Benson Diamond taught him the five rules of management—planning, organizing, directing, coordinating and controlling, Robert Johnson still remembers and practices them "all the time."

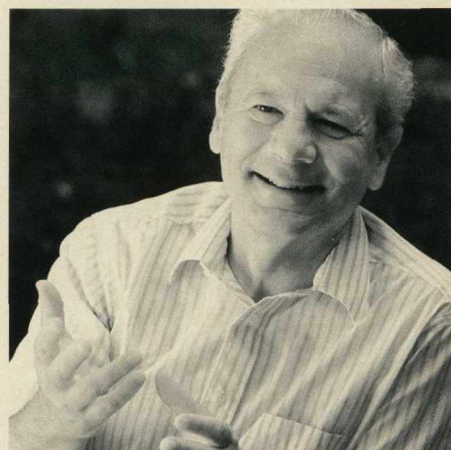
Advice based on experience Richard Mann's advice to potential entrepreneurs is "If you don't like your work, you shouldn't be doing it for a business."

He also recommends profiling yourself.

"Are you willing to put in a lot of hours? Being an entrepreneur is not a 9-5 job. It takes 24 hours a day. If you are the type of person who needs to steal away from work, being an entrepreneur may not be for you. Entrepreneurs don't go on vacations, and have no weekends off. If you are overly worried about risks, forget about being an entrepreneur."

Solombrino says entrepreneurs need both "drive and discipline."

Richard Trifiro advises those going into business for themselves "to be very committed and not afraid of having a lot of failures and making a lot of dumb mistakes. Don't be afraid to look dumb, to ask the dumb questions. Don't be afraid to be yourself, to take risks, and lose money and start all over again and get up and keep going. Lots of people think that salaries give them security. There is no security except learning to live with insecurity."



"The attitude that what I do is wonderful and rare is disappointing to hear. I would like other people to remember what I do and do the same thing . . . to be enthusiastic, to recognize the suffering of others, and to do something about it."

Richard J. Trifiro, JD57/LLD87
president, Atlantic Management Company

Irma Licorish believes in starting a business "for the love of it, not just for the money, and doing it to the best of your ability." She also recommends being pragmatic, having good business sense, and determining the financial soundness of a venture and its potential market.

Her husband John tells potential entrepreneurs to crystalize their dreams or ideas by defining them in a business plan, which he calls "a road map." He also recommends getting an attorney, a banker and an accountant on board as "partners," but warns potential entrepreneurs to "expect negative advice, and be tough enough to deal with it. Don't listen to negative forces. Surround yourself with people who have accomplished something and are going somewhere."

ALUMNI ENTREPRENEURS UP CLOSE

Richard J. Trifiro

When Richard Trifiro graduated from Suffolk Law School in 1957 he expected to be a lawyer. He's still a lawyer, but he also owns real estate all over the East Coast, and has launched several companies.

It all started when he was first practicing law and found himself more interested in the business aspects of his cases than the legal.

Trifiro started his first company at 25. He and some legal clients bought out the partners of Crystallonics, a company that manufactured symmetrical silicone transistors. Trifiro was the catalyst for the deal. He organized the board of directors and raised the money.

"I had never raised a dollar in my life, and don't think I'd ever had \$100 in my pocket at one time, but I raised the money for that company," mostly from individuals. "I do a lot of that now. I syndicate a lot of my projects."

He says he learned the technical side of the business—government renegotiations, patent infringements, yield production, personnel problems and strikes—as he went along.

"Every problem you could have had in manufacturing, we had them. . . ."

But the company was a success and after that Trifiro says he "had a string of people" coming to him with ideas to start companies. One venture was Syber Corporation, a medical computer company that manufactured a machine that diagnosed abnormalities of the eye optic nerve and brain. Trifiro says the machine is used increasingly in major teaching hospitals and research labs.

Trifiro remembers that the difficulties in developing Syber "were unbelievable," especially when their marketing survey determined that the machine was scientifically sound and marketable, but didn't reveal that the market, primarily doctors and hospitals, would be very difficult to tap.

"Our survey was right but it didn't go far enough. But that's how you learn."

Trifiro says he liked the machine because in addition to making a lot of money, it did a lot of social good.

In the 1960s Raymond A. Kroc, founder of McDonald's Corporation, offered him the chance to build McDonald's restaurants throughout Connecticut. Hamburger stands were considered motorcycle gang hangouts then, and met with strong public resistance.

"Every time I showed up in a town 500 people were there wanting to lynch me."

When one town revoked his restaurant license, Trifiro accepted an oil company's offer to use the site. That decision started him down another avenue—building and owning bulk plants and service stations for oil companies. Because he didn't have credit, he would negotiate a lease with oil companies, take it to a bank, get 100 percent financing and build the stations.

But building gas stations was giving him the same zoning, political, financing and development headaches as McDonald's. He had built a shopping center that way, then an apartment complex. But the "incredible" problems of development—town meetings, presentations, and organizational work—remained. So he decided instead that what he wanted was to "move capital around." He then developed or purchased property through limited partnership syndications that were triple-net leased to a single credit tenant.

Up until the 1970s he bought what he calls "management-intense properties," but found that they took up too much time.

"I don't like to get involved in details. I do when working a deal, but I don't like to get involved in management. I prefer creating new deals and doing new things."

Trifiro loves buying buildings and complexes. For the past 15 years he has been raising capital through various sources to buy select urban commercial and residential properties, and through his company, Atlantic Management Company, controlling the use of the buildings and managing them. He sells off a portion of the property to pay for it and then retains an interest in it. For example, he buys a building for \$100,000, sells 80 percent of it for \$100,000 and keeps a 20 percent interest in the property.

"I think I was one of the first syndicators around. Syndications enable me to use money which buys strength and stability in transactions. Also I meet a lot of interesting people as partners, both general and limited. I have had many partners who have contributed to my deals, most of them participating early on at the point of acquiring operating companies. Some have contributed much more than I in technical and management development."

For his "safest syndications" Trifiro says he pays 50 percent cash, finances the other half, "and is out of the property debt-wise within a six- or seven-year period. Then I own it outright and can maintain control during volatile economic cycles. . . . I am more of an investor than I am somebody who buys and sells real estate."

Trifiro is a managing controlling partner in these arrangements, meaning, among other things, that he decides when to sell.

"I don't sell very often unless the market is very high. In late 1986 the market was very high in the residential area and in that last quarter, I sold a substantial amount of residential real estate. I had been in that real estate for a fraction of the profit. The investors did very well and in most instances received over 20 times their investment. . . ."

Trifiro buys properties from major companies or with major companies in them. His criteria for selecting a building for investment are that it be located in or near a major city, be well built, house only one tenant—a credit tenant who operates/manages the building—and that it have a long lease which is tied to an index so he can respond to a changing market.

Trifiro owns properties throughout New England, and in Virginia, Michigan, Ohio, New Jersey, Maryland, Pennsylvania and other states.

A native of Allston, Massachusetts, Trifiro attended Boston English High School. He remembers getting up at 5 a.m. to work in the flower shop next to the school, then after school working in a photo shop, and at night playing trumpet in his band.

Trifiro still studies music and performed as a soloist on national television recently with a chamber group comprised of members of the New York Metropolitan, New York City Ballet and New York Philharmonic orchestras.

How he makes his money is important.

"I wouldn't do just anything for profit. I spend most of my money on social efforts."

True to his word, since 1983 Trifiro, through an Alumni Scholarship Award he established, has contributed to the college education of over 250 Boston high school students, mostly minorities. The students may get awards of anywhere from \$300 to \$1800 and up depending on their needs.

"Most minority students today have some form of financial assistance available to them," he says, "but often they don't have enough money to make the distance."

Trifiro interviews about 50 students a year for these scholarships, and tells them "it is important to give something back to society." He also develops continuing relationships with students with particular needs — students without parents and other difficult situations.

Last summer a group of the Boston students he has helped and their teachers hosted Trifiro and his wife at a party aboard the ship "Spirit of Massachusetts."

Trifiro also funds a Service Council in his home town of Natick "so that no one in my community goes without food, clothing or shelter." The council provides emergency funds for heat, rent and food, and offers food programs for Easter, Thanksgiving, and Christmas, assistance to summer campers, and administers a butter and cheese program.

Trifiro believes it is important to contribute to the community "during your life time. When you're dead and leave your money behind, other people, particularly the government, will spend it," and maybe not the way you would want.

Jennifer E. English

"You can choose not to work for yourself, but you won't be happy" is the way Jennifer English describes an entrepreneur. A confessed self-employment "junkie," English has a tendency to see things in business terms, and was pushed to start her own business after seeing other people making money on her ideas.

While a student in Professor Richard B. Mann's course on entrepreneurship at Suffolk University, English wrote a bank-worthy business plan for developing a food service business for the Boston marina. In March 1987 English decided to turn that plan into reality.



"I make money a dollar at a time, which is not a bad way to make money."

Jennifer E. English, BSBA87 Management owner, Boston Marine Catering Company

She conducted an informal marketing survey by talking to boat owners at the marina and at boat shows to learn where they docked their boats. She discovered that the Boston waterfront area is a financial not a yachting center, and that what food service outlets did exist there offered only snacks, hardly sufficient fare for a day out fishing.

In May 1987 English took a wicker basket filled with fresh fruit and soft drinks and went around the marina looking for customers.

"I sold out in 40 minutes," she says, and then took orders for the next weekend. With the money she made, she bought a small red wagon to pull the food around. A cooler to keep things fresh came next.

Jennifer English and Boston Marine Catering Company were in business!

Then business began to expand. Bay State Cruise Lines needed someone to manage the galley on its day and evening cruise boats from Boston to Provincetown. English took the job.

"I decided I would say yes, and figure out later how to do it," she says.

By mid-June 1987 English's company was also handling the food service for the weekday lunch cruises out of Boston Harbor, for anywhere from 20 to 450 people. Planning the amount of sandwiches needed for that trip is tricky, but if English overestimates, she sells the food to the crew at a reduced price or gives it to homeless people she finds on the street.

"The food doesn't keep, and I'd rather see someone hungry eat it than let it go to waste."

Boston Marine Catering has the exclusive contract to provide food for Constitution marina which berths 400 boats. Eventually English would like to set up a snack bar in that neighborhood.

English doesn't have her own kitchen and, except for the evening cruises on which she cooks on a subcontractor basis, doesn't cook the food she sells. She has a peddler's license and, instead "buys the best quality food, and delivers it to the boats."

Being her own boss means English is at the market at 7:00 a.m. buying provisions, which she then packages and delivers to the boats before departure time.

From September to May English works alone. From May through August she takes on staff.

Because thousands of people take cruises out of Boston Harbor every year, English believes she has a ready supply of customers. Although she did well in her first year, she says she can't afford to outfit a kitchen facility, but does need funds to purchase food serving and storage equipment. Recently she rented office/storage space, because "you can keep only so many plastic spoons in your apartment."

English says she has always been an organizer. When she was about 11 years old she organized a kids fair for UNICEF, joined a children's rights campaign, testified on behalf of children before a Youth Commission, and was quoted in her hometown newspaper as saying she wanted to go to law school.

"I included that article with my application for law school as an indication of my intent."

In September, English starts at Suffolk Law School full time, following in the footsteps of her grandfather, Frank J. Sawyer, JD40. She plans to study real estate law, and says her work schedule will not conflict with her studies except in September when her seasonal business is winding down.

"September will be a crunch, but I can't cut back."

J. Robert Johnson

"We were always explaining to people in bathing suits what we were doing," J. Robert Johnson recalls with a laugh as he describes an earlier site of his company — next to the swimming pool in the basement of a Danvers hotel.

"When we'd say we were a food broker, they'd ask 'What's that?' All our phones had bells on them, so people thought we were a bookie operation."

Now Yankee Marketers has \$40 million in annual sales, 18 employees, a \$200,000 commercial kitchen and dining room, and professional exhibit booths, all operating out of its own building on a two-acre site in Middleton, Massachusetts.

But Johnson still remembers the company's birth in April 1971 out of one room in his home.

"When we opened we had zero. We had one small account. My partner and I put up \$200 each and capitalized the company. We lived off our savings. I had no salary for 16 months. It was unbelievable. Those were some very difficult moments in my life."

Yankee Marketers is a food service/food brokerage operation that enables manufacturers of food products to sell their goods without hiring their own sales staff. YM's specialty is food service for the food service industry—the away-from-home feeding business: hospitals, schools, restaurants, hotels, etc. It represents and is the exclusive selling agent for over 20 food manufacturers in New England, including Welch Foods, Prince Macaroni, Stouffer Foods, Sweet'n Low, Yoplait, and Keebler Company, and sells to about 550 food service wholesalers, e.g., S.S. Pierce and Monarch Foods, and vendors in six New England states.

Johnson says food brokers exist because a manufacturer doesn't want to hire and maintain a sales force in a given market. He believes brokers do the selling job more economically.

"We earn a commission on everything we sell. If we don't sell anything, the manufacturers don't pay us anything."

When Johnson graduated from Suffolk University in 1963, he followed the accepted career route at the time — working for a large corporation. For two years he was an auditor for B. F. Goodrich in Ohio. He then returned to New England and went to work for Campbell Soup Company. He was also working on his MBA at Suffolk at night at that time, and says he "still has the scars of working full time and going to school at night."

In the late 1960s he started working with food brokers when he was Eastern sales manager for Stouffers Foods.

In 1971 he and a former colleague from Campbell Soup Company decided that the opportunity existed to develop a food brokerage company in New England exclusively for the food service industry. Up to that time, he says, food brokers were only in the retail, or supermarket, end of the business. They saw a tremendous growth pattern developing in the industry. More people were eating out, more women were joining the work force, and tourism was increasing. In fact between 1964 and 1987 the food service industry went from \$2 billion to \$200 billion in sales. New England is 6 percent of that share.

"We are attempting to be the leading food broker in New England. No food broker in New England has kitchen equipment like ours."

YM's commercial kitchen has a dining room, walk-in freezer and cooler, microwave/convection ovens and steamers. The facility is used to train YM's sales force, and to acquaint their manufacturers' representatives, customers, distributors and their sales forces, and key restaurant and health care organizations with the product lines they represent, and to talk to college groups about careers in the industry.



"When the last day comes and they pull off my boots, I don't want them just to say 'Boy, he was a great food broker.' It's very important for me to be well rounded."

J. Robert Johnson, BSBA63, Management, MBA68
president, Yankee Marketers

Johnson says his product is the service provided by his staff of sales people, home economists, a food technologist, and a former chef. The sales people sell products and call on distributors. The home economists run the kitchen and handle the group visits. They also demonstrate the use of products and menu ideas, and staff exhibit booths at industry meetings.

The food service industry is not totally recession proof, but Johnson thinks his business is fairly well protected. People may give up buying a car or other major capital expense, he says, but they won't give up going out to eat.

"People may not buy a filet mignon, but they will buy a hamburger. Eating out is an important part of our present life style."

Johnson says the food brokerage business "has settled down" so he has to keep and gain clients by providing them with a specialized sales force. He says Yankee Marketers gained its reputation through good publicity in industry circles, but "now we have to be better at what we do." He has increased his sales staff, and travels around the country visiting customers and addressing industry groups as a way of enhancing his company's reputation.

In the future Johnson sees his company diversifying, but in the non-food part of the industry, for example, dishes and china.

"We are now the New England broker for Mr. Coffee Company."

Johnson stresses the importance of paying attention to what your company does best.

"Sometimes when you diversify and get out of your field, that is when you get into trouble."

He sees the dairy-deli business expanding, and restaurants opening in supermarkets. The latter already exist outside of New England, and he thinks it is a matter of time before they open here. His plan is to have specialists in all these areas.

Johnson believes strongly in planning. He and his staff write a company plan every year.

"Plan your work and work your plan. If you don't do that, you won't have a sense of direction. A lot of small businesses don't do that."

Yankee Marketers is a family business. Johnson's wife, Sandra, is in charge of customer service. His older son, Jeff, who graduated as a finance major from the University of Vermont in May, has worked part time in the company.

Johnson says college life is very different for his two sons than it was for him.

"They have an incredible social life," he says. He, on the other hand, remembers his day while a student at Suffolk starting at 3 a.m. He drove a canteen truck to construction sites, and a couple of nights a week played drums in one of his two bands.

"Working was always part of my schooling experience, but it helped me succeed in my own business, because it taught me what it means to work hard."

Irma B. Licorish

"People want things from the most dangerous spots," observes Irma Licorish, owner of Caribbean Imports in Cambridge, Massachusetts.

"Do you have anything from Nicaragua? That's what they want," she says with a chuckle.

Licorish started her business on a limited wholesale basis out of her home in October 1985 before opening a gallery shop in Cambridge in November 1987. She sells handicrafts, art and clothing from 12 countries bordering the Caribbean, including her native Guyana.

For 13 years Licorish worked in accounting and finance. As she was considering a career change, she knew she wanted "a more vibrant way" of expressing herself. She finds the Caribbean import business "ideal," and says her decision to start her own business was influenced by her business background, her business-owning relatives in the Caribbean, and the encouragement of her husband John, who started his own tax consulting business a few years earlier.

In the early stages of her business Licorish attended fairs and craft shows.

"I went with no expectations and often ended up not having enough goods to sell. It was a testing time. I found that people love ethnic things." She also learned she has a natural affinity for her business.

"I find when I choose jewelry and art, people love it, so maybe I've always had a natural artistic ability and wasn't aware of it. . . ."

One of her main goals is to bring Caribbean artists and their works to her gallery shop and invite members of the academic community to meet them and "get a flavor of excellent Caribbean culture." She is trying to tie in these exhibits with independence celebrations in the artists' countries. Licorish plans to present the whole range of Caribbean art, with the exception of food, and hopes to double her shop space so she can do that.

At first Caribbean Imports did not have much of a following, but more people are coming into the shop now, and more of them are coming back. Licorish realizes it is going to take time for people to know about her shop, and she continues to attend craft shows to keep Caribbean Imports in the public eye.

"People are waiting for you to succeed and they tell you about other opportunities."

Licorish chose Cambridge as the site for her shop because it is "a well-traveled, educated and multi-ethnic community." She avoided the hectic-paced neighborhoods of Central and Harvard squares, choosing instead the quieter neighborhood of Huron Avenue.

"The image I want to project is that of a sophisticated, elite type of business from the Caribbean—a gallery image."

Licorish has a teaching background and makes sure she is knowledgeable about her wares so she can explain them to her customers.

"People appreciate that. I like seeing them get satisfaction. The longevity of my business depends on how I can satisfy my customers. Customer satisfaction is very important and it goes a long way."

Licorish says she is trying to project honesty, integrity and excellence in business.

"America is very, very self-sufficient, but art transcends all mortal and human barriers. We can learn from each other."

As her own boss Licorish sets her own pace, but when she started her business she worked 60 hours a week because she didn't have any help. Now she has three assistants, and although it's a little easier, she still must work on motivating them.

"I can stay motivated because the business is my idea."



"I am trying to project Caribbean pride and culture—excellence from the Caribbean."

Irma B. Licorish, MBA76
owner of Caribbean Imports

"The greater the profit, the greater the risk. Limited success is based on limited risk."

John W. Licorish, MBA72
professional tax consultant
sole proprietor of Licorish Tax Service
certified real estate salesperson

What she has to instill in her assistants is the appreciation that "this is a business generated by love. We are not just out to sell to people. We are out to show people that we care. We are a loving, gift-giving business. If we keep that theme, it's going to go a very long way."

Licorish promotes her business by advertising, and plans to notify local colleges of her availability to give presentations on the pros and cons of starting your own business.

With both Irma Licorish and her husband John in their own business, and with two young children, ages eight and ten, Licorish says "Life is hectic now, but it will calm down."

John W. Licorish

John Licorish remembers the winter nights his car got stuck in the snow on his way to clients' homes to do their taxes.

Licorish started Licorish Tax Service part time in 1975 to pay for insurance on a new car. He soon found himself with two full-time jobs—working days at Digital Corporation and evenings and weekends as a tax consultant.

In 1979 a real estate company needing an accountant offered him space in their office and he accepted. He recalls that when he notified his clients that he would no longer be making "house calls," he lost some customers.

"People like the personal touch," he says.

But through the real estate company and personal referrals, he gradually expanded his list of clients.

Licorish says he knew there was a need for his tax and accounting services, but he also knew that the demand for them is concentrated between January and June. It was his uncertainty about what to do during the other six months of each year that made him apprehensive and took him two years to finally make the decision to go on his own.

Licorish decided to fill that "famine" period by providing tax and accounting services to small businesses, particularly minority businesses, and by selling real estate.

On January 1, 1986 he put Licorish Tax Service on a full-time basis.

Licorish finds he has more freedom and satisfaction working with his own clients than he did working in the corporate world. About 85 percent of his clients are individuals, of which 5-10 percent are in their own business. The other 15 percent are corporations and partnerships. His clients are a principal source of new business for Licorish. He gets most of his business from personal referrals.

Licorish works with small businesses who can't afford to pay an accountant \$18,000-\$20,000/year, or don't need one full-time. He offers them his services on an as-needed basis for about \$2,500-\$3,000/year.

Licorish sees the major problem for minorities who want to start businesses or need help with existing ones, as not knowing "how to contact experts who can help them realize their dreams. As a result their dreams often die. They don't know how to get proper financing or where to get it. There is a real problem of undercapitalization and lack of knowledge about how to get a bank to invest in you.

"There is also a fear of failure. They worry they won't have benefits or vacations, or be able to pay medical bills. When they do run their own business, they don't have enough confidence to pay themselves a salary. This is unique to all potential small businesses, even to those that are already operating."

Often Licorish's clients consult with him regarding starting or running a business. He talks to them about the importance of having a business plan and the necessity of keeping good financial records.

Licorish is a member of the New England Minority Purchasing Council (NEMPC), an organization of minority business owners trying to bridge the gap between small minority businesses that have goods and services to offer and big corporations that need them.

The Minority Input Committee of NEMPC is actively trying to increase the awareness among large corporations of minority vendors and to get business for those vendors. Licorish believes that the federal government's program to reserve some contracts for minority businesses was a big help, but that most minority businesses have matured past that phase.

Licorish is helping his wife Irma with her fledgling Caribbean import business. A native of Barbados and president of the Barbadian Cultural Committee of Boston, he is working to bring major Barbadian and Jamaican artists to exhibit at her shop.

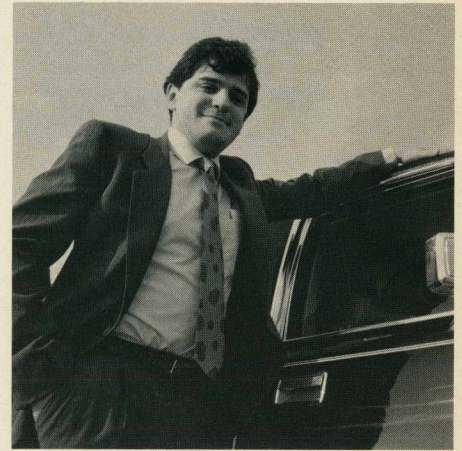
With two full-time business owners and two young children, the Licorish family does a lot of schedule juggling. John Licorish works out of his home weekdays and is in his office only on Saturdays. He is glad he started his own business, because it allows him to "change his dreams around. When you are in business for yourself, you are free to work all the time or not at all. If you work for someone else, you have to wait for someone to provide direction. When you work for yourself, you can provide your own direction."

Scott A. Solombrino

When Scott Solombrino was a student at Suffolk he never planned to be in business.

"I wanted to be an attorney," he says.

But the 1968 limousine he bought for \$600 in 1980 changed all that. With it he founded Fifth Avenue Limousine Service of Boston, and to pay for his tuition hired himself out as a driver for a local funeral home. By graduation he had a second car and had hired a driver.



"I would work 24 hours a day if I had to."

Scott A. Solombrino, BS82 Communications president, Fifth Avenue Limousine Service of Boston president and CEO, Dav-El Livery, Inc.

His big break came in 1983 when WXKS-FM, KISS radio in Boston, hired him to provide the limousine service for the station's two-night celebrity-packed dance party. Solombrino, a disco dance champion in high school, was well known in that circuit.

During the next seven years Fifth Avenue Limousine expanded to a fleet of 40 vehicles and 100 employees, and had among its clients Bruce Springsteen, Whitney Houston, the Boston Celtics, the Boston Red Sox, the Aga Khan, and major corporate accounts. News items about Solombrino began popping up all over the national and trade media, and in 1984 and 1985, *Boston Magazine* named Fifth Avenue Limousine Boston's best limousine service.

In 1987 Solombrino acquired Dav-El Livery Inc., the largest limousine service in the U.S. with offices in over 160 cities in the U.S. and Europe, and an international network of over 5,000 limousines.

Solombrino is now an expert on the luxury-oriented business he entered ten years ago. He knows his target market is the one million millionaires in the U.S. — "one half of one percent of the entire population. It is a very difficult, exacting and distinct market. We have to convince people who have been using the chauffeured services of other companies for many years of the benefits of using ours. Our primary user is a CEO of a Fortune 500 company, whose average age is between 50 and 65."

Solombrino knows if you convince the head or other top executives of any major company to try a new service, "that immediately passes on to their purchasing department, and that's where the big contracts come from. Fifth Avenue is relatively new, only 10 years old. The Dav-El system is 20 years old. The Carey system is 65 years old.

"We are constantly selling against somebody else. Customer loyalty is very high with chauffeured services."

Solombrino's research shows people will change many corporate habits including hotels, airlines and restaurants, but the most difficult habit to change is the use of chauffeured services. The reason? The president or CEO gets used to the same limousine company, including the office and driving staffs. The company in turn gets to know his habits, where he lives, where he goes after work or on weekends, what clubs he belongs to and what sports he plays. The rest of his family may also use the service, so the client feels extremely comfortable with the service, even if he is getting marginal service.

"That's a very difficult thing to break. You just can't sell your service on better cars or better drivers. People have to believe in you. So the ability to communicate, and to convince, and to persuade and to sell your services is so important. Eventually, when they are sold you had better make sure that the service is exceptional and give them every reason in the world for making a full-scale change. You want them to change the entire corporation. We always start at the top, and filter down and get into every division and every department. That is how we become successful."

So how does he compete?

On the quality and variety of services they offer, says Solombrino.

"We are open 24 hours a day, all our chauffeurs are specifically and professionally trained. We have referrals around the world. With one phone call a secretary can book you in 160 cities in the U.S. and 40 cities in Europe. We have a centralized billing procedure, and references from other people who are institutions in the business world. Chauffeured service goes beyond driving people from Point A to Point B. It involves a whole realm of services that people need in an actual business day. We're always called the problem solvers and that's what makes us better than anyone else in the market today."

Solombrino describes himself as a person who has not taken his success seriously because he knows it could end any day. He is concerned about the future of the economy.

"I am very vulnerable because I am in an upscale business. The only survival I have is to diversify into other transportation markets including mass transportation services such as vans or boat service, other upscale transportation areas, or to maintain or try to get hold of an 80 percent market share. I am not in a recession proof industry. . . ."

Solombrino says the entertainment market is recession proof because people like to be entertained when times are tough, but that during a recession, the Fortune 500 millionaire market won't be able to justify to shareholders why company executives are riding around in limousines while employees are being laid off.

"The idea is if you can hang on, when the economy comes back you still have that market and no one can break in. One thing I am not going to have to worry about in a depression is anyone trying to get into the limousine business."

But if he goes broke, Solombrino has a plan. He will try again.



"We don't always buy trouble, but we usually buy trouble. But we never risk the store."

David H. Weener, MBA75
president, chief executive officer and principal,
Nucon Capital Corporation

David H. Weener

David Weener has been involved in everything from space suits to dentistry and from automobiles to Christmas lights. And he loves it.

Weener is president of Nucon Capital Corporation of Boston, a venture capital/industrial holding company which buys companies in need of restructuring, restructures them and then resells them, usually to operating management.

The idea for Nucon Capital Corporation was born in 1981 while Weener was vice-president of finance for Semicon, Inc., a semiconductor manufacturing company in Burlington, Massachusetts. At that time he and his present partner, Dan Larson, joined with a number of other partners to purchase several troubled companies from the Rhode Island conglomerate, Textron, Inc. The companies, of which Talon Zipper Company was the largest, had \$250 million in annual sales, operated in ten countries and had three major divisions. They were also losing \$15 million a year and needed major restructuring.

Weener needed a significant sum of money to join the venture. He was 35 years old at the time and got a line of credit from a bank thinking that if the deal didn't work out, he had plenty of time to repay the loan. In fact he paid it off in a short time.

The Textron purchase was a retirement exercise for the principal investor in the deal. Weener and Larson, on the other hand, wanted to make money. Their job in this new venture was to straighten out the companies. They worked seven days a week and flew all over the world doing just that. They soon learned that a serious problem with their newly-acquired companies was redundancy, especially with the Talon company which makes, among other things, zippers for space suits. Talon had too many overseas locations.

In April 1981 Nucon resold Talon's overseas operations, and Weener and Larson turned their attention to another company, the Burkart Carolina Company in Henderson, North Carolina. Burkart had excess capacity, and its 5,000 employees were making a very dirty product—material for the lining of automobile trunks—in a very fancy building. Nucon sold that building for about \$4 million and for \$1 million bought one better suited to Burkart's product, a pickle factory with 200,000 square feet of space, and relocated the entire operation. All

continued on page 24

CLASS NOTES

Note: Unless otherwise indicated, all towns and cities listed in Class Notes are in Massachusetts.

Law School

1939

George N. Covett was recently honored by more than 200 friends and associates as he stepped down from his position as a Brockton District Court judge, a position he has held since 1968.

1941

John F. Collins, a former mayor of Boston, was recently given the annual Gold Medal award by the Eire Society, an Irish cultural association in Boston. The award is for "distinguished achievement in the fields of public service, the professions, philanthropy, charitable endeavor and education."

1950

Joseph P. Hegarty, Jr. is this year's recipient of the Albert M. Bowker "Man of the Year" award presented by the Boston Board of Fire Underwriters.

1951

Robert L. Steadman, a Massachusetts Superior Court justice since 1979, has been selected as the new chief justice of the Massachusetts Superior Court. He recently received the Massachusetts Academy of Trial Attorneys' Judicial Merit Award, which is presented annually to a member of the Massachusetts judiciary who "has displayed an extraordinary degree of professionalism and competence on the bench."

1953

Judge Milton R. Silva of Fall River was guest speaker at the Somerset Women's Club meeting in March.

1960

Robert F. Cox has joined the Alliance of American Insurers as an associate vice-president, where he will assist in the management of the agency's government and public affairs programs.

1961

The Public Utilities Commission of Augusta, Maine has dedicated a hearing room to **Horace S. Libby**, who served as a lawyer for the commission until his death in 1982 at the age of 49.

John M. Xifaras was recently confirmed by the Massachusetts Governor's Council as a Massachusetts Superior Court judge.

1962

The Honorable **Samuel E. Zoll**, chief justice of the district courts of Massachusetts, recently delivered a speech entitled "The Juvenile Offender — What's Best to Do?" at the 149th annual meeting of the Children's Friend and Family Service Society.

1966

Quincy Representative **Thomas F. Brownell** has been nominated to a judgeship in Plymouth District Court. **James A. O'Leary** is working as chairman of the 1987-88 Annual Fund Campaign for Providence College in Rhode Island. O'Leary is a senior partner in the firm of O'Leary & Associates in Warwick, Rhode Island.

1968

James H. O'Hare has been named assistant vice-president at Fleet National Bank.

Gunnar S. Overstrom has been named chief executive officer of Connecticut National Bank.

Vincent P. Pusateri and his wife, **Sylvia**, have been named co-chairpersons of the 1988 Bishops' Fund for Charity and Education, an annual appeal sponsored by the Roman Catholic Diocese of Worcester.

1969

Frederick T. O'Connell, Jr. has been named a senior lecturer at University College, the part-time undergraduate college at Northeastern University, where he teaches federal taxation and intermediate accounting.

Attorney **James G. Sokolove** recently received a Presidential Citation for Private Sector Initiatives. Sokolove was recognized for organizing and funding the Law Project for Multi-handicapped Children, a two-year *pro bono* program

which provided free legal assistance to families with severely disabled children.

Arthur A. Thovmasian, Jr. has been named the new city solicitor in Cranston, Rhode Island.

1970

Albert S. Dabrowski, an assistant U.S. attorney in Hartford, Connecticut, is heading a six-member team of attorneys representing the federal government's case against the suspects in a Wells Fargo robbery case.

Paul M. Gulko has been named chairman of the Public Regulation of Insurance Law Committee. The committee is part of the Tort and Insurance Practice Section of the American Bar Association. **Bernard A. Jackvony**, a partner in the law firm of Sciarretta, Jackvony & Bur-esh, is heading the President's Club of the Bryant College Fund in Rhode Island.

Herbert M. Taylor has joined six other relocation specialists to found Trans-Force Relocation, based in Houston, Texas, and has been elected to serve as the corporation's vice-president.

1971

H. Paul Ryan has joined the Martha's Vineyard National Bank as senior trust officer.

John J. L. Matson has been named a partner at McTighe & Matson in West-borough, a law firm that specializes in general and trial practice.

1973

Joseph A. DeAngelis, Jr. was recently chosen the new speaker of the Rhode Island House of Representatives.

Dawn-Marie Driscoll has been elected the first woman chairman of the Boston Municipal Research Bureau, an agency which she has directed since 1979.

Carmen A. Frattaroli was sworn in January 24 as president of the Justinian Law Society of Massachusetts, a state-wide legal and professional organization of judges and lawyers.

Peter M. Gately was voted in as the newest member of the Franklin Finance Committee by the Franklin Town Council. Gately recently opened his own general law practice concentrating on family matters and criminal law.

John H. Michelmore has opened a general law practice in Uxbridge handling conveyancing work, wills, trusts, civil litigation and criminal cases.

Charles A. Murray III has been elected a partner in the Fall River offices of Wynn & Wynn, P.C.

Lawrence F. Scofield has been elected vice-president of the Lawyers Title Insurance Corporation's New England states' counsel office in Boston.

1974

Thomas G. Costello is the new director of the Chicopee Law Department, where he holds the title of city solicitor.

Robert E. Higgins has been appointed vice-president and corporate counsel of the Perini Corporation in Framingham, where he has worked since 1965.

Kenneth P. Reisman has assumed the title of vice-president and general counsel at Technical Aid Corporation, a privately-owned supplier of temporary and contract service personnel.

Chelsea Representative **Richard A. Voke** was the featured speaker at the "Citizens of the Year" awards dinner held recently by the Chelsea Kiwanis Club.

1975

Patrick J. Clifford, a Connecticut state prosecutor since 1976, has been promoted to the position of deputy chief assistant state's attorney for New Haven, Connecticut.

Robert J. Flavell has been named executive editor of the *Mariner Newspapers*, where he will be responsible for the editorial content of the company's 19 publications. Flavell, a former reporter for the *Patriot Ledger*, will retain his position as attorney for the *Mariner*.

Arthur F. Freeland has opened a law office in Manomet, where he practices general law, including family matters, real estate and small business.

Charles W. Henry, a partner in the law firm of Gager, Henry & Narkis of Waterbury, Connecticut was recently elected to the board of directors of Bank of Boston, Connecticut.

William F. Pierce, Jr. has been named the first full-time president and chief executive officer of ConnectiCare, a health maintenance organization which serves members in Hartford, Tolland and Middlesex counties.

1976

Lawrence S. DiCara, a partner in the law firm of DiCara, Selig, Sawyer & Holt, has been named to the board of directors at Century Bank/Suffolk in Chelsea.

Thomas P. Gay has been elected president of the Bristol County Bar Association.

Christopher Hennessey, the dean of Babson College's undergraduate law program, has been elected vice-president of administration for the Massachusetts 128 chapter of the National Association of Accountants. He has been a member of NAA since 1979.

Paul W. Needham, Jr. has been promoted to senior vice-president and director of management at C.W. Whittier, Inc., a Boston brokerage firm.

1977

Robert A. Cornetta, a Saugus attorney, has been elected to the Executive Committee of the Essex County Bar Association.

June K. Fish has joined Asworth Mortgage Corporation of Newton in their commercial loan placement department.

Louis J. Oggiani, a Great Barrington attorney, was recently presented with the Massachusetts Bar Association Community Service Award for his work with such groups as the Great Barrington Lions Club, the Boy Scouts and the Great Barrington youth football program.

John J. Vasapolli, a Saugus attorney, was recently elected to the Executive Committee of the Essex County Bar Association.

William P. Young has been chosen to serve on the Trust Taxation Committee of the American Bankers Association.

1978

Patricia C. Coffey was recently sworn in as special justice of the Rye Municipal Court in New Hampshire.

Maureen McKenna-Goldberg is Westerly, Rhode Island's new town solicitor.

Nancy S. Tierney has become an associate attorney at the law firm of Nighswander, Martin & Mitchell in Bristol, New Hampshire.

1979

Eileen M. Brogan has been named senior vice-president and general counsel of Agri-Mark, Inc., a dairy cooperative based in Methuen.

Richard D. Fox was recently appointed by the Massachusetts Water Resources Authority to the newly created position of program manager for the Boston Harbor cleanup plan.

Francis X. Joyce, director of the Massachusetts Convention Center Authority since 1983, recently oversaw the agency's successful reopening of the Hynes Convention Center in Boston following a major renovation project.

Frances A. McIntyre has been promoted to the position of second assistant district attorney for Plymouth County.

Paul M. Vrabel has been named a partner in the law firm of Donovan & O'Connor.

Marian M. Wolotkiewicz was recently appointed director of public relations at Regis College in Weston.

1980

Barbara H. Cane has been promoted to vice-president of legal affairs at Polychrome Corporation in Yonkers, New York.

Robert A. D'Andrea has joined the law firm of Gallicchio, Merati, Gawrych & Griffin in Torrington, Connecticut.

Timothy S. Egan has been named a senior principal in the national consulting firm of Lavenhol & Horwath.

Esther H. Francis has been appointed associate commissioner of the Massachusetts Department of Public Works, where she will oversee the operations of the department's highway maintenance division.

Barbara A. Hogan, the juvenile court administrator for the district court in Nashua, New Hampshire, was recently sworn into the New Hampshire Bar.

Deborah B. Walsh has been appointed senior vice-president of the Lowell offices of COMFED Title Agency, Inc., a subsidiary of COMFED Mortgage Company.

Robert N. Werlin has been named a commissioner at the Department of Public Utilities in Boston.

SCHOLARSHIP HONORS "MISS MAC"

A scholarship fund to carry on the generosity of long-time bursar and alumni director, Dorothy McNamara, is being set up in her name, according to Massachusetts State Representative Richard A. Voke, BA70/JD74, the chair of the Dorothy McNamara Scholarship Committee.

At a reception for McNamara held in Boston in April, Voke told 200 guests, including many alumni prominent in legal and political circles, "We said we needed \$10,000 to launch the scholarship fund, but in a two-week period we have already broken the \$20,000 mark. The money is coming in great guns."

Voke said the scholarship criteria will be decided by McNamara.

The committee presented McNamara with a Massachusetts state legislative resolution honoring her, and committee member Arthur J. West II, BS51/MA56, chair of the Biology Department, read letters and greetings from dozens of alumni and former faculty and administrators unable to attend the event. They all had the same message, West said: "We love you, Dorothy."

McNamara is beloved by thousands of Suffolk alumni, particularly those of the post-World War II and Korean War eras. Known affectionately as "Miss Mac," McNamara retired from the University in 1974, where she had worked for 47 years. In 1954 McNamara received an honorary degree from the University.

For more information about the Dorothy McNamara Scholarship Fund, contact the Office of Institutional Advancement at (617) 573-8452.



U.S. Congressman John Joseph Moakley, JD56, celebrates with former Suffolk alumni director Dorothy McNamara at an April reception in her honor.

1982

Martin J. Dunn was recently inaugurated as the new mayor of Holyoke.

Thomas L. McLaughlin has been named a partner in the Milford law firm of Holland & Sullivan, P.C.

1983

Richard G. Boulanger has opened an arbitration and mediation practice in Westborough.

James E. Carroll of Mansfield recently received the 1987 Outstanding Attorney Award from the U.S. Department of Justice Tax Division. Carroll is a trial attorney with the Office of Special Litigation, the unit which prosecutes fraudulent tax shelter promotions nationwide.

John C. Coolidge was recently elected selectman of New Salem.

Stephen T. Cunningham has opened a private law practice in Rockland, specializing in personal injury, zoning, workman's compensation, criminal, family and medical malpractice law.

William M. Fitzpatrick, a member of the Massachusetts Bar since 1983, was recently admitted to the Florida Bar.

Paul J. Harrington has been elected to the board of governors of the Massachusetts Mortgage Bankers Association, where he will advise the association on real estate law.

Roland J. Regan, Jr. has joined the management consulting firm of Harbridge House, Inc. in Boston.

Linda M. Walsh has joined the Chelmsford office of Harrington Law Offices, P.C.

1984

John C. Bartley has opened a law office in Arlington with **William G. Oates**, JD86.

Anthony N. Caprio was recently appointed to the school board in Providence, Rhode Island.

Kathy A. Fokas has been hired as an associate with the Boston law firm of Widett, Slater & Goldman, P.C.

Linda M. Luongo, the deputy state auditor for Massachusetts, recently received an award from the Massachusetts Council of Human Services for her "outstanding contributions to human services through her work in state government."

Karen A. Neri recently joined the Money Tree, Inc. as a corporation counsel, where she will be responsible for coordinating the agency's lending activities in New York and New England.

John J. Ratigan recently became the new assistant attorney for the town of Salem, New Hampshire.

Joanna E. Scannell, an associate in the Boston law firm of Sherin & Lodgen, spoke recently at a National Education Association staff training conference in San Diego, California, on the importance of recognizing and reporting child abuse.

Jo Ann Staiti has joined the Westwood High School science department as a physical science and physics teacher.

1985

Gerard J. Bouley and **Paul R. Donahoe** have formed a law firm in Braintree.

Alan E. Dion is now assistant regional counsel for the U.S. Environmental Protection Agency in Atlanta, Georgia.

Guy T. Hogan has been named special assistant to the provost of the University of Massachusetts—Boston.

William R. Keating, a Massachusetts state senator from Sharon, recently served as the March of Dimes Honorary Walk chairman for the Walk America event.

Andrew P. Palmer has joined Franchise Consulting Group, Inc., of Hingham as legal advisor on internal issues and will also work on franchise agreements and disclosure documents.

Rita M. Quinn recently completed the Simmons College Graduate School of Management's Middle Management Program.

Gayle F. Weiss has been named an associate in the law firm of Bowditch & Dewey in Worcester.

1986

James G. Elliott has joined the law firm of Harmon, Jones & Sanford in Camden, Maine.

John S. Fouhy was recently appointed to Legal Counsel/Manager of Government Affairs for Continental Cablevision of Eastern Massachusetts in Wilmington.

Susan I. Golden has been admitted to the Pennsylvania Bar.

Christine M. Gravelle has joined the law firm of Tillinghast, Collins & Graham of Providence, Rhode Island.

Nancy M. Martin was one of 23 people honored recently by the Greater Gardner Business and Professional Women's Club as "Women of Achievement for 1987."

Victor G. Milione, **Susan L. Moran-Barry** and **Debra L. Van Wie** have joined the Boston firm of Widett, Glazier & McCarthy.

Eleanor S. Rich has joined the law firm of Nighswander, Martin & Mitchell in Laconia, New Hampshire.

1987

Daniel A. Capodilupo has been named assistant district attorney for Norfolk County, where he will be assigned to the Quincy District Court.

Thomas J. Dinopoulos is now associated with the law firm of Martin, Strojny & Rollo in Taunton.

John Gannon has joined the law firm of Paul, Frank & Collins, Inc. of Burlington, Vermont.

Michael F. Grady has passed the New York State Bar Exam.

Karen S. D. Grande has joined the law firm of Tillinghast, Collins & Graham in Providence, Rhode Island.

Barbara A. Hogan has joined the law firm of James M. McNamee, Jr. in Plymouth, New Hampshire.

William F. Holt was recently sworn in as a member of the Cranston Legal Department in Rhode Island.

Paul A. Lancia is employed with the law firm of Grayer, Brown & Dilday in Boston.

Lisa I. Lipson has joined the law firm of Murphy & Posner in Phoenix, Arizona.

Edward P. McCarthy has been named an associate with the law firm of Leary & Holland in Tiverton, Rhode Island.

Ellen B. Mebel has established a private law practice in Dedham specializing in family law.

Michael J. Murray has joined the law firm of attorney Armand Fernandes, Jr. **Steven Rand** recently passed the Maine Bar Exam.

Karen R. Ristuben has joined the law firm of Meehan, Boyle & Cohen in Boston.

Brian A. Scott has joined the Taunton law firm of Aleixo, Miles, Murray & Rounds, P.C., where he will practice real estate and civil litigation.

R. James Steiner has been appointed a court opinion summaries editor for *New Hampshire Law Weekly*, where he will summarize opinions of the New Hampshire Supreme Court.

GOLD SQUAD TRIUMPHS

The Gold Squad was victorious over the Blue Squad in the annual alumni basketball game held in February at the Cambridge YMCA. The teams competed in three 20-minute time periods with David R. Gray, BS84, scoring the finishing 3-point field goal in a 151-150 game. A highly disputed successful 3-point goal by former Captain Joseph Allen, BS85, for the Blue Squad was disallowed by referee Kevin Belanger, BSBA80. The other members of the Blue Squad included Joseph F. Allen, BS85, Dean J. Colletti, BSBA87, Stephen J. Dagle, BSBA81, Robert S. Ferrara, BA78, George P. Hurley, BS86, James J. McHoul, BSBA83, Tom Power, BSBA85, Robert E. Sansone, BSBA60, John J. Sicuso, BSBA81, and Paul J. Vaccaro, BSJ86. The other members of the Gold Squad included Brian J. Connors, BS78, Leo S. Fama, BSBA86, Steven Forlizzi, BSBA80, David R. Gray, BS84, Michael J. Janedy, BSBA80, John P. Morris, BA73, Mark E. Muldoon, BA75/JD81, Steven J. Roberts, BS77, and Richard M. Sullivan, BS80.

A reception was held following the game for the participants, their families, friends and an additional 12 basketball alumni who did not "suit up."

School of Management

1949

H. Bernard Liberty, BSBA, was appointed by Chelsea Mayor John J. Brennan, Jr. to the city's planning board for a five-year term.

1958

Edward J. Fialkowski, BSBA, has been named senior vice-president of Shore Bank and Trust Company. He was formerly head of the small business division at Bank of New England—Essex.

1967

Joseph M. Finnegan, MBA, was named the new chairman of the Neponset Valley Health System.

Thomas K. Thornton, BSBA, the former chief executive officer/treasurer of Glendale Co-Operative Bank of Everett, has been named executive vice-president of Plaistow Co-Operative Bank, Plaistow, New Hampshire.

1968

George E. Harden, BSBA, has received a promotion within the advertising department of the *Boston Globe*. Harden has been with the *Globe* since 1964.

1970

Thomas B. Gentz, MBA, has been appointed vice-president for sales and marketing for Central Massachusetts Health Care, Inc. of Worcester.

George W. Hoffmeister, Jr., MBA, was elected to the board of directors of Family Federal Savings Bank.

1971

William H. Doherty, MBA, was named president and chief operating officer of the American Institute of Management of North Palm Beach, Florida.

1973

Samuel J. Gallo, MBA, associate general counsel for Arthur D. Little, has been elected vice-president and general counsel of the international technology and management consulting firm.

William H. Gearhart, MBA, is vice-president for administrative affairs and treasurer at Dean Junior College of Franklin.

John R. Rowell, BSBA, has been appointed a sales counselor in the office of Blinn Realty, Gallery of Homes in Plaistow, New Hampshire.

1975

Keith H. Allen, BSBA, is a manager at Otis & Ouellette accounting firm in Lewiston, Maine. Previously, he was employed by the state as a tax analyst. Infinet Inc., of North Andover, announced the promotion of **William J. Burke**, MBA, to the position of vice-president of finance and administration. Trudeau & Trudeau announced the appointment of **John F. Kelliher**, MPA, as an intermediary in their Business Brokerage Division.

Richard W. Main, MBA, was voted chief executive officer of First Bank in Chelmsford.

Mary S. Reppucci, BSBA, of Needham, has been appointed director of personnel for Roche Brothers/Sudbury Farms Supermarkets.

1976

Richard C. Aiken, MBA, is vice-president of finance and administration for Grand Circle Travel, a marketer of travel for people over 50.

Rodney D. Clermont, MBA, a New Hampshire real estate salesman since 1973, has been elected president of the Nashua Board of Realtors.

Kenneth R. Sawyer, MBA, is director of general ledger products for McCormack & Dodge Corporation in Natick.

1977

Joseph F. Bodanza, MBA, was named vice-president and treasurer at the Boston Gas Company. He is responsible for the company's financial, accounting, and purchasing areas.

1978

Steven R. Burke, MBA, a licensed nursing home administrator, has been appointed executive director of the Jewish Home in Providence, Rhode Island.

1979

Patrick L. Connolly, BSBA, is supervisor in the tax department of Needel, Welch & Stone, a Hingham accounting firm. Petty Officer **Dawn Mary Flaherty**, BSBA, recently participated in one of the U.S. Navy's largest readiness exercises, code named "Rainbow Reach," held in Quincy.

James F. Gemza, MBA, was promoted to credit manager of the commercial loan department of the Savings Bank of Utica, New York.

MBA/MPA PRESENTS HOME BUYING SEMINAR

The MBA/MPA Alumni Association presented a seminar on "Home Buying and Investment Properties" in March. The seminar focused on the purchasing of a home and also addressed issues concerning investment properties, in particular, condominiums and dual-family properties. Aspects discussed included finance, home inspections, legal aspects, tax considerations and evaluating real property. Panelists included John F. Burns, senior vice-president of residential lending at the Workingmens Cooperative Bank; John J. Hughes, general manager of the Bostonian Realty Group; Joseph A. Shaw, BSBA77, certified public accountant; attorney Kevin J. Sullivan, JD78; and William F. Sutton, president of Bay Colony Home Inspection Consultants, Inc.

FIRST WOMAN ALUMNI-TRUSTEE ELECTED



Valerie A. Russo, MBA82, of Quincy was elected to a three-year term as an alumni-trustee in February, succeeding Robert P. Edson.

A past president and vice-president of the MBA/MPA Alumni Association, Russo was elected to the

National Business Honor Society after graduating from the University. She received her bachelor's degree in music from Eastern Nazarene College, and is a former music teacher in the Quincy public school system. She is presently a comptroller for the securities processing division of State Street Bank and Trust Company, and a member of Delta Mu Delta Honor Society.

Daniel J. Gibson, MPA, was admitted as a member of the Massachusetts Bar Association during induction ceremonies held at Faneuil Hall.

William R. Lutheran, MBA, an employee of Boston Gas Company since 1962, was recently named vice-president of supply and production.

JOURNALISM ALUMNI HONOR TV NEWSMAN

The Journalism Committee of the Alumni Association presented the William F. Homer, Jr. Award to Clark Booth, special correspondent for ABC-TV's Boston affiliate, WCVB-Channel 5, for his high ideals, standards of excellence and dedication to his craft. Booth, a reporter for WCVB-TV since 1975, has covered major national political and sports events, and hosted a variety of specials. The award is named for William F. Homer, Jr., a Suffolk instructor for 37 years and a newspaper reporter for 50 years.



Clark Booth (second from left), receives the third annual William F. Homer, Jr. Award in April from (left to right) Elliot Norton, 1986 award recipient, Mrs. Charlotte Homer, Homer's widow, and Stephen Homer, the couple's son.

1980

J. Christopher Jenkins, MBA, has joined the firm of Coopers & Lybrand as manager of the National Banking Group, presently based in Boston.

Dale T. Young, MBA, has joined the American Mutual Insurance Companies as home office credit and collection manager.

1981

Peter J. Bravo, BSBA, is the head of the newly created condominium division of the Jack Conway real estate firm in Quincy.

John D. Galaris, MBA, was elected to the Eastern Collegiate Athletic Conference executive council for a three-year term. Galaris is the athletic director at Salem State College.

Patrick J. McManus, MBA, is now associated with Regnante, Regnante, Sterio & Osborne, a Peabody law firm, where he will concentrate in the areas of business planning and finance.

Mark E. Stanton, BSBA, is one of the producers of "Divers Down," a cable television diving program featured four times a week on the New England Sports Network.

Jeffrey T. Zager, MPA, has been appointed administrative assistant to Gloucester Mayor William Squillace.

1982

William J. Austin, Jr., BSBA, was elected assistant vice-president at Eaton Vance Management, Inc. of Boston.

Neil G. Buckley, Jr., MBA, a Suffolk University employee for nine years, has been appointed director of financial aid at Massasoit Community College.

Althea Garrison, BSBA, was elected vice-president of the Upham's Corner Health Center in Dorchester. Garrison has served on the center's board of directors for over seven years.

John J. Murphy, BSBA, was recently named assistant vice-president/director of operations at the Federal Home Bank of Boston. He has been with the bank since 1979.

1983

William P. Fleming, MBA, was recently named vice-president of operations at Goddard Memorial Hospital of Stoughton.

Elaine J. Polaski, BSBA, joined Nordblom Company as director of marketing. She is responsible for all marketing, advertising, and public relations activities for the company's development, management, and brokerage divisions.

1984

Glen S. Atkinson, BSBA, has been appointed assistant controller for O'Connell Brothers Construction of North Quincy.

Peter D. Leahy, MBA, was named assistant vice-president in construction and real estate for Essexbank, where he has been employed since July 1987.

Stephen A. Strand, MBA, is now a partner with Anania, Strand & Associates, a company that assists sellers and buyers of mid-to-large sized businesses in Portland, Maine.

Carl I. Testa, MBA, has been promoted to assembly manager at Electroswitch in Weymouth, where he has worked for the past 19 years.

1985

Everett's Secretary of State Michael J. Connolly recently announced the appointment of **Michael A. Maresco**, BSBA, as assistant director of the office's public affairs division.

1986

Susan Faria, MBA, is the marketing manager of the food service division of Frionor U.S.A., of New Bedford. Mayor Michael McGlynn has announced the appointment of **Olimpio T. Gianasca**, BSBA, to the position of parking clerk for the city of Medford.

Rosalyn K. Gulezian, BSBA, was recently elected loan officer of the Everett Savings Bank. She has been associated with the bank since 1986.

Jack L. Harold, MBA, has been named a property manager by the Niles Management Company, Inc.

John M. Libby, BSBA, has been promoted to junior accountant at Keane, Inc., of Boston.

Paul J. Maginnis, MBA, has been appointed vice-president of construction for Inn America Corporation, a Brain-tree-based hotel operating company.

1987

Timothy S. Higgins, MPA, is the administrative assistant to the selectmen of Ayer.

Peter G. Kritikos, MBA, was recently appointed as a board of trustee member and treasurer of the R.E.W. Home Health Care Agency of Winthrop. Second Lieutenant **Alaine F. Spalluzzi**, BSBA, has completed the U.S. Army's adjutant general officer course at Fort Benjamin Harrison, Indiana.

College of Liberal Arts and Sciences

1953

Stephen Goodyear, MA, is author of a new column for the *Hull Newsweekly* called "As I See It," a forum for his thoughts and opinions.

1955

James F. Mahoney, BA, a member of the MIT Campus Police since 1975, has been named deputy chief of operations for the department.

1959

Rocco J. Malfitano, BA, was appointed deputy superintendent for the Revere school system.

1960

Peter V. Young, BA, has been appointed to the board of directors of Northeast Bancorp, Inc. and its major subsidiary, Union Trust Company.

1963

David L. Kalib, BA, was promoted to vice-president and general counsel of Berkshire Life Insurance Company of Pittsfield.

1968

Anthony R. Camelio, BA, has been named a director of Frank B. Hall & Company of Mass., Inc.

1970

Albert V. D'Attanasio, MA/BA67, is acting principal of the Luce School in Canton.

Richard A. Voke, BA. See Law School Notes, 1974.

1973

Richard P. Bevilacqua, BSJ, was recently promoted to director of public relations at John Hancock Financial Services.

James L. Little, BA, was appointed by Governor Michael S. Dukakis to the Continuing Education for Nursing Advisory Board.

1974

Richard G. Brooks, MED, is supervisor of choral and string music for the Middleboro public school system.

Linda M. Frawley, BSJ, has been named manager of corporate communications for Chubb LifeAmerica Life Insurance Group of Concord, New Hampshire.

James L. Picone, MAE, was appointed assistant superintendent of schools for business and finance in the Burlington School System.

Thomas A. Walsh, BS, former baseball coach at Suffolk, is currently director of public information for the Massachusetts Treasurer's Office.

1975

Daniel R. Burke, MED, has been named junior class counselor at Catholic Memorial High School and serves on the Boston School Committee.

Frances Kneeland-Cefalo, MED, is owner of Bay Colony Historical Tours sightseeing guide service.

1976

Donald E. Brunelli, MED, is chair of the mathematics department at Malden High School.

Claire M. Delaney-Murphy, MED, is executive assistant to the mayor of Cambridge.

Sandra Pomfret Hagen, MAE, is public records officer for the Federal Elections Commission in Washington, D.C.

Sydney A. Rose, MED, is a tax examiner for the Commonwealth of Massachusetts.

Thomas A. Walsh, MED. See 1974.

Albert C. Webb, BS, was promoted to the rank of lieutenant of the Massachusetts Capitol Police Department.

Robert L. Webb, MED, is director of industrial relations for the Boston Gas Company.

1977

Harriet Budd, MS, was named instructor in social and behavioral science at Worcester State College.

1978

Capt. Philip L. Anderson, BS, recently participated in a six-week deployment to Fort Pickett, Virginia with the 2nd Marine Division, Camp Lejeune, North Carolina.

Vincent J. Orlando, MED, is director of staffing and development for Boston Gas Company.

Maureen A. Tighe, MED, is assistant principal of the Holmes School in Malden.

1979

Margaret L. Stewart, BS, is the new physical education instructor for the Shaker Lane School in Littleton.

1980

Eugene J. Hunt, BA, is the manager of marketing communications programs for Compugraphic Corporation of Wilmington.

Lawrence M. Masterson, MED, is the new assistant principal of the Martin School in Taunton. He was formerly an assistant principal and teacher at the Maxham School.

1981

Marc Emmanuel Prou, MED, is assistant professor of linguistics and curriculum at the University of Massachusetts—Boston.

1982

Laurie A. Kaiser, BSJ, has been named assistant editor of *South Look*, a regional newspaper from the publishing group of the *Marshfield Mariner*.

Ronald D. Keirstead, AS, has joined the Fairhaven Savings Bank as an assistant vice-president in the commercial lending group.

TALK TO US!

We want to hear about your new career move, your new degree, or any other news about yourself you want to share with your classmates. Please take a moment to fill out this form and send it to us. We'll include your news in *Suffolk University Magazine*.

Name _____

Former Name _____

Suffolk Degree(s)/year(s) _____

Home Address: Street _____

City _____ State _____ Zip _____

Phone _____

Business Address: Company _____

Title _____

Street _____

City _____ State _____ Zip _____

Phone _____ Ext. _____

News _____

Mail the form to Class Notes, *Suffolk University Magazine*, Suffolk University, Office of Institutional Advancement, 8 Ashburton Place, Boston, MA 02108.

1983

Donald K. Murphy, MED, formerly a guidance counselor at John F. Kennedy High School in Plainview, New York, is the new director of guidance for the Center Moriches school district in Shirley, New York.

1985

Timothy S. Higgins, BS. See School of Management Notes, 1987.

1987

Marian C. Rice, AA, has been named vice-president of Garden City Travel Services of Newton. Rice has been with the company since 1981, serving as operations manager.

continued from p.17

of this was done in a matter of weeks, something Weener says would not be possible had Nucon been a larger company with many levels of management.

Nucon made all their Textron acquisitions profitable in the first year, and in October 1983 sold Talon's domestic operations to management, keeping a small interest.

In trying to turn around an unprofitable company, Weener says, "We always listen to and work through the people in the companies we buy. In the case of Burkart Carolina, the decision was made to liquidate the company, but when the plant manager said he could make the company profitable if Nucon would let him do things his way, we believed him. The company is now making a profit, 150 jobs were saved, and the plant manager is now president of that division of Nucon."

In keeping with its policy of selling restructured companies to management, Nucon in July 1984 sold another major division, Universal Fasteners in Lawrenceburg, Kentucky, (45 percent to management, 45 percent to another venture capitalist, and 5 percent each to Weener and Larson). Universal makes buttons for most of the bluejeans sold in the U.S.

Weener shares the philosophy of one of his early mentors: "Fix a company and sell it to the next party who can help it progress further. Sell and repent. Sell and repent."

In October 1984 Nucon bought out all of their partners and the last remaining businesses of the original venture. They also bought Gilbert Manufacturing Company in New York, a manufacturer of large Christmas tree lights, toggle switches and other electrical products.

In 1985 Nucon and former Talon Company employees bought Jelenko Company, a \$60 million dental alloy company in New York that was losing money. Nucon had the controlling interest, and the Talon people were partners and managers of the company. A year later, the Talon people bought out Nucon's interest.

An underlying philosophy of Weener's business transactions is: "If we lose money, we can get it back. If we lose our reputation, we can't get it back."

In May 1985 the Bank of Boston had a problem loan in a women's boot and shoe company, Danelle, whose main product was Danexx boots. Nucon restructured the company and two years later sold it, and Bank of Boston financed the sale.

This year Nucon bought an almost defunct saw mill in Maine that produces spruce (kiln dry) dimensional lumber, and is now trying to provide enough resources to make it viable.

When Nucon first started, the companies they owned employed 5,000 people. Their present companies employ about 400 people.

Weener says his success is due mainly to good people, luck and timing. The decision about when to sell a company is usually based on a gut feeling. "We may sell when a venture does not live up to our expectations or when we feel we have taken a company as far as we can."

CAMPUS RESOURCES FOR SMALL BUSINESSES

Thinking of starting your own business? Need advice about one you've already started? A variety of help is available at Suffolk University.

Small Business Institute

The Small Business Institute, directed by Joel Corman, professor of management, aids about 20 companies a year. At the request of a company, the Institute sends a group of senior management students to visit the company, conduct interviews, study the company's operations and write a report on its findings and recommendations.

The first of its kind in New England, the Institute is one of approximately 400 such programs across the U.S. Over the past 15 years, these programs have assisted about 400 businesses. Corman calls SBI "Suffolk's outreach to the small business community," and says it benefits both businesses and students.

Small Business Incubator Project

Richard B. Mann, assistant professor in the School of Management, is proposing the implementation of a Small Business Incubator Project to help alumni get started in their own business. Under the program, participating businesses would get office space at

the University at below-market rental rates with flexible lease terms, as well as technical assistance, business and marketing services, an opportunity to interact with other entrepreneurs, access to shared centralized services, and consulting services for a period not to exceed two years. In return the businesses would reimburse the University for those services and provide support for the program.

Courses

The University offers several graduate-level courses designed to help small business owners, including Entrepreneurship(MGT826), Entrepreneurial Planning(MGT827) and Management of Small Business(MGT823). They provide an overview of the basic skills and strategies necessary to succeed in the business world, and require the preparation of an actual business plan as part of the class.

For more information on the Small Business Institute, the Small Business Incubator Project, and courses on small business, contact the School of Management, 8 Ashburton Place, Boston, Massachusetts, 02108, or call 617-573-8395 for SBI, 617-573-8243 for the incubator program and 617-573-8302 for courses.

In Memoriam

1923

Lawrence E. Hanson, JD, February 21, 1988

1926

C. Edward Rowe, JD/HON56, November 4, 1987

1927

Everett H. Miller, JD, January 9, 1988

1929

John J. Ginnetti, Sr., JD, March 9, 1988

Albert E. Maykel, JD

George E. McGunigle, JD, May 3, 1988

Abraham Panitch, JD, February 13, 1988

Thomas E. Regan, JD, April 6, 1988

1930

Charles J. Black, Sr., JD, February 12, 1988

Donald S. DiBuono, JD, April 26, 1988

Philip Hurwitz, JD, April 2, 1988

Michael S. Lespasio, JD, March 31, 1988

1932

Rosario A. Campisi, JD, November 30, 1987

Victor P. Chandler, JD, April 3, 1988

Francis J. Fox, JD, December 18, 1987

Eugene J. Galligan, JD, December 20, 1987

1934

Robert E. Bowers, JD

1935

Joseph P. Graham, JD/HON59, February 29, 1988

Raymond March, JD, March 27, 1988

1936

William C. Ellis, JD, September 28, 1987

1938

Leon J. Look, JD, December 30, 1987

1939

Ralph S. Osgood, JD, January 25, 1988

1940

Milton N. Horvitz, JD, December 2, 1987

Henry J. Khoury, JD, January 21, 1988

1941

Eleanor (Swan) Smith, BS, December 16, 1987

1942

Walter A. Costello, Sr., JD, April 10, 1988

Kenneth H. Riggs, JD

Harold H. Slate, JD, April 10, 1988

1943

Robert G. Connolly, JD, March 9, 1988

1947

Daniel J. McInerney, JD, May 9, 1988

1948

Warren P. Burrell, JD, April 19, 1988

1950

Arnold Felton, JD, February 2, 1988

Homer J. Sage, BA, March 21, 1988

Lazer Zorfas, JD, February 28, 1988

1953

Winifred M. Randall, MAE, February 4, 1988

1955

Raymond H. Sullivan, JD, February 14, 1988

1959

David F. Frary, BA, March 9, 1988

1961

William A. Roan, JD, February 14, 1988

1963

Ruth M. Small, MAE, May 5, 1988

1964

John E. Maloney, BSBA, November 22, 1987

1965

Richard A. Roberts, JD, December 5, 1987

1967

Wynne H. Fahey, BSBA, January 30, 1988

Priscilla M. Sorenson, BA, February 15, 1988

Dorothy L. (Davis) Whitworth, MAE, January 2, 1988

1969

Joseph J. Trantolo, Jr., JD, December 23, 1987

1970

William J. Aucoin, BA/JD75

Dennis R. Connal, JD, December 14, 1987

Donal T. Dunphy, JD, April 20, 1988

Joseph E. Rothemich, Jr., JD

1971

John R. Bradley, JD, January 10, 1988

Paul A. Doherty, BSBA, November 27, 1987

1972

Martin G. Furze, BSBA, March 11, 1988

Thomas R. Henderson, Jr., MBA, January 7, 1988

1973

Kenneth S. Sherman, JD, April 30, 1988

1975

Donald E. Wetmore, JD

1976

Paul F. Falconi, MAE/MED78, February 24, 1988

1978

Roger P. Hebert, BS, December 25, 1987

Brian D. Molloy, BS, January 26, 1988

1979

Ronald J. Jigarjian, BS, November 6, 1987

1980

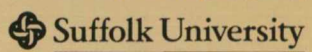
Harold B. Goodwin, Jr., JD, June 6, 1988

1981

Thomas J. McCabe, JD, January 17, 1988

Correction: The Winter 1988 issue of *Suffolk University Magazine* incorrectly listed Thomas F. Barron, Jr., BA74, in the "In Memoriam" section. The notice should have read Thomas F. Barron, Sr. Mr. Barron attended the University from 1952-1956. We extend our apologies and condolences to the Barron family.

Suffolk University Magazine



Office of Institutional Advancement

8 Ashburton Place

Boston, MA 02108

Address correction requested

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