

**By Process of Innovation**



## FROM THE DEAN

**G**reetings from Olin Business School, and welcome to *OlinBusiness Magazine*. The goal of *OlinBusiness* is to create connections – with people, ideas and the many exciting initiatives underway at Olin. At the top of that list is connecting you with our plan for the business school's future.

We have been working with our National Council, faculty, staff, alumni and students to develop Olin's long-range plan, which we will present to University trustees beginning in December, for final adoption in 2008. Our vision is to expand the intersection of faculty, students and business – connecting students and business with the superior research capabilities of our faculty, and bringing the business world into the center of the Olin experience. Our plan is built on seven strategies that collectively will position the business school to attract the very best students and faculty and provide the very best learning experience, career opportunities and contribution to business and the community.

**Research:** We will infuse research rigor and skills into the learning experience. Research is the lifeblood of a business school, and the scholarly research of Olin's faculty is regarded as among the best. We will leverage this core competency to meet the demands of today's complex business world. We will establish centers that house research on timely business issues. All of our programs will incorporate research projects and practicums. Olin faculty and students will be magnets for partners seeking rigorously critical and innovative thinking on business issues.

**Business Engagement:** We will expand business-involved, applied learning significantly. Career ladders are accelerating and businesses want graduates who can hit the ground running. That makes business-involved learning more important than ever. We will work with companies regularly in the classroom and in research projects. We will establish more faculty-involved internships like the International Internship Program. Our research centers will create innovative opportunities for students to collaborate with faculty and businesses.

**Collaboration:** We will build strategic relationships systematically with business and alumni and across Washington University. Collaborative relationships and communication open the frontier. We will create opportunities inside and outside the classroom to partner with and serve business and the community. We will broaden and deepen alumni engagement. We will leverage the capabilities of our sister schools at Washington University for mutual gain and strategic differentiation.

**Faculty:** We will build a larger and more diverse, representative faculty. With research faculty recruitment more competitive than ever, the ability to attract outstanding faculty and their families is a victory. We will undertake a significant, concentrated effort to build research and teaching faculty during the next several years. In addition, we will invest in making our culture and environment more inclusive and reflective of today's business world.

**Scholarships:** We will increase our investment in scholarships to attract the very best students, regardless of means.

**Brand:** We will build Olin's brand equity in the national and international

marketplace – consistently, repeatedly and significantly.

**Facilities:** We will invest in a bold, innovative core facility that accommodates growth, ensures competitiveness and reflects the collaborative, innovative organization we aspire to be. Given that space is a prerequisite to implementing much of the plan's central vision, we are accelerating our pace on new facilities.

**The result:** Expanding the intersection of faculty, students and business will invigorate teaching and research, create fascinating applied-learning opportunities for students, enhance career placement and better position Olin to serve business. Programs will increase in quality, stature, size and selectivity, attracting students who want to learn through impactful connections with faculty and business. Olin will be an ever more vital, intellectual enterprise of the University; a stronger partner and contributor to the community; and a world-class research institution that advances business globally.

Ninety years ago our business school was established around four principles: analytical rigor, business engagement, preeminent faculty and preparation for business change and complexity. These timeless principles continue to inspire tremendous opportunities to fulfill Olin's mission: Create knowledge . . . Inspire individuals . . . Transform business. Your involvement will be central to our success.

Best wishes,

*Mahendra Gupta*

**Mahendra Gupta**

Dean and Geraldine J. and Robert L. Virgil  
Professor of Accounting and Management

## OLIN BY THE NUMBERS

#3

**Research Productivity** – Olin faculty is widely regarded and frequently cited as among the best, including by Academic Analytics' "Faculty Scholarly Productivity Index," which ranked Olin third (*The Chronicle of Higher Education*, 2007).

#2

**SAT Scores** – Average scores of Olin's incoming freshmen are the second highest among the nation's top BSBA programs (*BusinessWeek*, 2007).

98%

#1

**Career Placement** – Almost all BSBA job seekers hold offers within 90 days of graduation.

#2

**In Mainland China** – Olin's EMBA-Shanghai Program ranked number one in mainland China and eighth in the world (*Financial Times*, 2006).

up 70%

**Open-Enrollment Executive Education** – Olin ranked second nationally and internationally (Economist Intelligence Unit, 2006).

**MBA Applications** – Nearly 1,000 applications were received for 140 slots in the 2007-08 full-time program.

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# OlinBusiness magazine

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## NEWSWORTHY

### Happy Birthday, Olin!

Olin officially is a nonagenarian. Washington University's business school was founded on March 30, 1917, as the School of Commerce and Finance – thanks, in part, to the tenacity of William F. Gephart. For three

years, he waged a campaign that eventually gained support of university leaders and overcame obstacles that can challenge any vision: demands on

the larger organization's resources, implications of a world at war and the need for financial backing by outside investors.

Gephart served as the first dean, almost single-handedly raised funds to defray operating expenses in the early years and played a leading role in securing the financial gift for the school's first building. Ultimately, his leadership set in motion what would become one of the great business schools for generations to come.

Happy birthday, Olin.



Olin National Council members Deborah Grossman, EMBA '91, and Joe Blomker, EMBA '90

### Olin's Long-Range Plan Charts 10-Year Strategy

Last year marked the start of a concentrated, long-range strategic-planning effort across Washington University. At Olin, the process began in fall 2006 and, to date, has involved more than 85 faculty, 80 staff, 20 students and 40 National Council members, who serve as Olin's board of directors. They identified seven key opportunities that are capable of transforming Olin and positioning it for significant growth and future success. (See "From the Dean" on the inside front cover of this magazine.) Together, these opportunities constitute

Olin's proposed "Plan for Excellence" – the foundation for the business school's next 10 years.

The proposed plan was presented to the National Council on June 15th and was received enthusiastically. In fact, the National Council deemed certain elements of the plan so important they should be implemented immediately. Work on the proposed plan continued throughout the summer and into the fall. Olin's National Council will present the final plan to University trustees by spring 2008.

### Olin Aligns Name with Core Ideology and Vision

As part of its long-range planning process, Olin engaged stakeholders in extensive discussions to clarify its core ideology: its mission and values. (See the long-range plan brief on Page 2.) Faculty, staff, students, parents and alumni shared their perspectives on "who we are, what we stand for and why it matters." Certain themes emerged repeatedly and were used to articulate the central tenets of the organization. Six simple words defined Olin's far-reaching mission: *Create knowledge . . . Inspire individuals . . . Transform business.* And five values were identified as core. (See "Who We Are" on the back cover.) The final statements became key jumping-

off points for dialogue on the business school's long-range plan.

Olin's name has changed to better align with its mission and the plan's vision to expand the intersection of faculty, students and business. Transforming Olin School of Business into Olin Business School created a strong, impactful statement about Olin's central focus. The new logo design gives prominence to the Washington University brand equity and also reflects the innovative, current, energizing atmosphere of Olin. The name of this magazine has changed – from *Gateway* to *OlinBusiness Magazine* – to better reinforce Olin's increased emphasis on business engagement.



### Yahoo! Puts Priority on Olin Graduates

Yahoo! Inc. has named Olin one of its "tier-one" recruiting targets for finance and operations talent. Washington University's School of Engineering also is included on the company's core-school recruiting list. In recent years, a growing number of firms have made Olin one of their high-priority partners for full-time positions and internships, including AT&T, Bain & Company, Citi, Deloitte Consulting, Exxon, General Mills, Johnson & Johnson and 3M.

Congratulations to the Weston Career Center, The Career Center at Washington University and our amazing undergraduate and graduate students.



### Thought Leadership Conference 2007

Presented by Olin faculty members, the "Thought Leadership at Olin: Innovative Ideas Applied to Business" conference will highlight the latest business thinking and cutting-edge research. Participants will come away from the half-day event with knowledge they can apply directly to their businesses.

#### Save the Date

Thursday, Oct. 25, 2007

Registration: 7:30 a.m.

Conference: 8:00 a.m. to noon

Location: Charles F. Knight

Executive Education Center

Washington University in St. Louis

For more information, contact Johanna Polsky at 314-935-6608 or [polsky@wustl.edu](mailto:polsky@wustl.edu). Also visit

[www.olin.wustl.edu/execed/execprog/dirprog/thoughtleader/](http://www.olin.wustl.edu/execed/execprog/dirprog/thoughtleader/).

## Creating Knowledge . . . Inspiring Individuals . . . Transforming Business

**1917** The School of Commerce and Finance was established.

**1919** First undergraduate degree was awarded.



Isidor Loeb (1925-1940)

**1925** The School of Commerce and Finance was renamed the School of Business and Public Administration.

**1958** A graduate school in business that included both an MBA and PhD degree was established.



R. Miller Upton (1951-1954)

**1966** Sterling Schoen, Olin professor of management, founded what would become the Consortium for Graduate Study in Management, an organization that promotes diversity and inclusiveness in U.S. businesses and business schools.



Karl A. Hill (1968-1976)

Nicholas Baloff (1976-1978) dean

Robert L. Virgil (1978-1979) acting dean (1979-1993) dean

**1986/87** Simon Hall was named after and dedicated to St. Louis businessman John E. Simon. The following year, the business school was named in honor of University trustee and benefactor John M. Olin.

**2001** The Charles F. Knight Executive Education Center celebrated its grand opening.



Stuart I. Greenbaum (1995-2005)

**1920**

Leverett S. Lyon (1921-1925)

**1930**

**1940**

Charles Belknap (1948-1949) acting dean

**1950**

Leslie J. Buchan (1949-1951)

**1960**

Ross M. Trump (1954-1967)

**1970**

Joseph W. Towle (1967-1968) acting dean

**1980**

**1990**

Lyn Pankoff (1993-1995) acting dean

**2000**

Mahendra R. Gupta (2005-present)

**2007**



**1923** Robert S. Brookings and Chancellor Frederic Aldin Hall presided over the laying of Dunker Hall's cornerstone.



**1944** During WWII, women's enrollment in the business school increased, from 18 to 121 by 1944.

**1960** Liggett Hall was renamed Prince Hall after St. Louis businessman Frank J. Prince and remodeled to house the growing business school.



**1977** The late 1970s marked the start of an era in which the business school's student body increased 50 percent and the faculty doubled, with scholars coming from leading academic institutions.



**2002** Olin formed a partnership with Fudan University to offer a joint Executive MBA program in Shanghai.



## NEWSWORTHY

### OPP Ranks Second in Worldwide Rating

The Olin Partners' Program (OPP) received an "excellent" rating and was ranked number two by the Economist Intelligence Unit (EIU) – an international research and advisory firm – in its December 2006 evaluation of open-enrollment executive education programs. The honor is shared by only eight business schools worldwide. This is the second year in a row that OPP has earned this EIU distinction.

OPP offers a series of one-day and two-day seminars for mid-level to senior managers from local and regional organizations of all sizes. Taught by Olin's esteemed faculty and select outside experts, the seminars address high-priority management issues, such as growth strategies, innovation and competitive advantage.

Visit [www.olin.wustl.edu/OPP](http://www.olin.wustl.edu/OPP), or call 314-935-9494 for more information.



### Upcoming Olin Partners' Program (OPP) Open-Enrollment Executive Education Seminars

Register for these seminars and strengthen your business and leadership skills, create competitive advantage for your organization and manage innovation to drive growth and profits.

Finance for the Non-financial Manager	October 4, 2007
Building Brand Power	October 18, 2007
Leading Innovative Teams	November 1, 2007
Talent Management	November 15, 2007
Managing Innovation in Established Companies	December 5, 2007

Visit [www.olin.wustl.edu/OPP](http://www.olin.wustl.edu/OPP) for a complete schedule.



### Honors Seminar Hones Research-Driven Thinking

In 2006, six undergraduate students received a challenging Practicum assignment: Evaluate Olin's BSBA Program and determine how more research could be incorporated into the curriculum. Their recommendations resulted in the redesigned "BSBA Honors Seminar," which brings leading-edge research into the classroom.

The seminar is co-taught by Daniel Elfenbein, assistant professor of organization and strategy; Ohad Kadan, assistant professor of finance; Glenn MacDonald, John M. Olin Distinguished Professor of Economics and Strategy;

and Raymond Sparrowe, associate professor of organizational behavior.

Seniors must apply to be accepted into the BSBA Honors Seminar. As part of the course, they also must complete a research project and present their findings during a conference sponsored by Olin's Center for Research in Economics and Strategy (CRES).

"Seminar subject matter and discussions were comprehensive and cross-functional," says Kathryn Zabelinski, BSBA '07. "To analyze research, I had to draw on my knowledge of economics, psychology and marketing."

### Olin Redesigns Accounting Program

Olin expanded and restructured its former MSBA Concentration in Accounting to meet the increasing demand for accounting professionals in the global marketplace. The new Master of Accounting (MACC) Program develops students' quantitative, communication and critical-thinking skills – abilities valued by employers and required for superior performance in the field.

Students choose one- or two-year format options, depending on their academic background and previous accounting coursework.

Capstone course "Accounting Policy and Research" provides a big-picture view of current regulatory issues and accounting trends. The Winter Cooperative is an elective internship timed to coincide with the accounting profession's busy season. Participants receive challenging work experience.

Visit our Web site at [www.olin.wustl.edu/macc](http://www.olin.wustl.edu/macc).

### 'Performance Without Compromise' Turns Two



The elective course "Creating Exceptional Value: Performance Without Compromise" was back by popular demand last spring. Taught by Chuck Knight, chairman emeritus of Emerson, and Anjan Thakor, senior associate dean and John E. Simon Professor of Finance, the course focused on Emerson's management process and

performance, with ancillary themes on organizational growth, globalization and innovation. MBA, Professional MBA, Executive MBA and senior BSBA students took the class this year.

High-caliber guest lecturers shared their approach to a particular business practice. The 2007 lineup included: August A. Busch III, chairman of the executive committee of Anheuser-Busch Companies, Inc.; David Farr, chairman, CEO and president of Emerson; Sir Robert Horton, former chairman and CEO of British Petroleum; Philip J. Purcell, president of Continental Investors LLC and former CEO of Morgan Stanley; Andrew C. Taylor, chairman and CEO of Enterprise Rent-A-Car Company; Edward E. Whitacre Jr., chairman and CEO of AT&T; and Emerson executives.

Knight has given the nod to teaching the course again in 2008. Stay tuned for more information about upcoming lecturers and simulcasts.



### MBA Management Class Visits the 'Oracle of Omaha'

Last March, 54 MBA students traveled to Nebraska to meet investor, businessman and philanthropist Warren Buffett.

Their trip was the highlight of "Olin Goes to Omaha: Understanding Warren Buffett and Berkshire Hathaway," a new course taught by Michael Faulkender, assistant professor of finance.

Buffett, dubbed the "Oracle of Omaha," outperformed the S&P 500 rate of return from 1965 to 2006 – averaging

21.4 percent, versus 10.4 percent average compounded gain. *Forbes* ranks him the second-richest individual in the world.

"Buffett personifies the type of critical financial analysis we teach at Olin. My students immersed themselves in his investment philosophy, management style and personal values," Faulkender says.

Student teams developed deals and presented them to a panel of students, faculty and guests. The winning group pitched its idea to Buffett.

### High Marks for EMBA-Shanghai Program



In its 2006 ranking of international EMBA programs, the *Financial Times* rated the Washington University-Fudan University Executive MBA

Program eighth in the world and first in mainland China. The program was established in 2002 and is a partnership between Olin and the School of Management at Fudan University.

"This success is a validation of the hard work and commitment that went into the design and delivery of the program – and our international partnership with the School of Management at Fudan University," says Dean Mahendra Gupta.

"The two universities put extraordinary effort into managing their joint venture," says Kebao Yang, EMBA-Shanghai '05, and vice president of sales and marketing, Volvo Construction Equipment. "They selected great faculty, provided exceptional learning and created outstanding networking opportunities for students and alumni."

### Partnerships Emphasize Global Collaboration

Globalization is vital to Olin's strategic direction. In the past year, the business school has formed international partnerships with three prestigious institutions: Cass Business School in London; Fundação Dom Cabral in Belo Horizonte, Brazil; and the Indian Institute of Management (IIMA) in Ahmedabad, India.

Part of City University, Cass is one of Europe's leading providers of management education. The school is a new partner for Olin's undergraduate International Internship Program in London.

Fundação Dom Cabral has strong brand recognition among Brazilian business schools. It engaged in a joint venture with Olin: the Strategy for Growth Program, a weeklong executive education course for top-level Brazilian managers and CEOs.

The MBA exchange program with IIMA began this fall.



NEWSWORTHY

Academy Promotes Global Scholarship

Launched in 2005, the McDonnell International Scholars Academy encourages the “best and brightest” students from academy partner schools to pursue graduate and post-graduate education at Washington University. In addition, it promotes faculty collaboration among these institutions on critical world issues, such as the environment, energy, human health and economic and social development.

The McDonnell Academy currently has relationships with 20 select universities in Asia, Israel and Turkey, and 29 scholars are studying at Washington University. Six of the scholars are enrolled in Olin’s MBA Program. Each student is



Vikram Govindan, MBA '08, Monsanto Company/Dr. Norman Borlang Corporate Fellow.

paired with a faculty “ambassador,” who serves as the student’s mentor and as an academic advisor.

More than half of the scholars are assigned a corporate sponsor that pro-

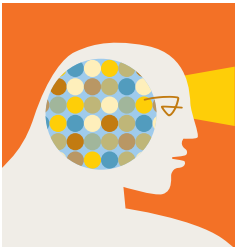
vides networking relationships, research projects or internships. Boeing, Charoen Pokphand, DuPont, Emerson and Rohm and Haas are some of the companies affiliated with the McDonnell Academy.

Vikram Govindan, MBA '08, Monsanto Company/Dr. Norman Borlang Corporate Fellow; Ming Zu, MBA '08, Cabot Corporate Fellow; and Karavikar Svetasreni, MBA '08, Nestlé Purina PetCare Fellow are Olin’s 2006-07 scholars.

Moshe Barak, MBA '09; Gilad Hertanu, MBA '09; and Qiang Li, MBA '09, Brown Shoe Corporate Fellow are Olin’s 2007-08 scholars.

Students apply separately to their graduate program and to the McDonnell Academy. If admitted, each student is awarded a full scholarship to the University and a \$25,000 stipend.

MBA Curriculum Builds Rigorous Critical Thinking



The newly introduced MBA curriculum places greater emphasis on rigorous critical thinking – beginning with the fall 2007 semester.

“These skills are highly valued in all areas of business,” says Joe Fox, associate dean and director of MBA Programs. “Organizations want to hire individuals who can see the big picture and have the management tools to solve complex, unstructured business problems.”

In addition, the fall semester’s Aug. 9 start date adds three weeks to the school year, giving professors more time to cover material related to new strategic

themes. Orientation week was replaced by the 12-day Gateway Olin (GO) kickoff program, which included required coursework such as “Critical Thinking for Leaders” and “Foundation for Effective Leadership.”

Fox says applied learning will be integrated into all aspects of the MBA curriculum. “Meaningful real-world experience enables students to build important marketable skills.”

“The curriculum provides a disciplined approach to knowledge acquisition,” says Ron King, senior associate dean and Myron Northrop Professor of Accounting. “Put another way: Our students are learning how to learn. As a result, they understand what questions to ask to find solutions and improve outcomes.”

Transforming Individuals Who Transform Business

Olin’s redesigned Executive MBA Program centers on four high-priority management issues that are critical for today’s senior executives: top-line growth; innovation and creativity; global and emerging markets; and leadership.

During the program, each participant also is guided through a series of online assessments to determine his or her competencies and areas for growth – resulting in a Professional Development

Plan (PDP). Students revisit their plan at regular intervals, reviewing their progress with personal audits.

“We focus on the complex business challenges our customers face in the marketplace,” says Kay Henry, associate dean and director of Executive MBA Programs. “The EMBA Program provides an extraordinary, cross-functional learning experience for seasoned executives seeking to transform themselves and their businesses.”



THE COMPANY WE KEEP

The following is a partial list of individuals who have addressed the Olin community since May 2006:

**H. E. Branko Baričević**  
*Ambassador, Republic of Croatia, European Union*  
**Philip Bear**  
*CEO, The O2, Anschutz Entertainment Group*  
**Jonathan M. Bensky**  
*Minister-Counselor, Commercial Affairs, U.S. Mission to the European Union*  
**Kathy Button Bell**  
*Vice President and Chief Marketing Officer, Emerson*  
**Liz Bossley**  
*Founding Partner and CEO, Consilience Energy Advisory Group Ltd. (CEAG)*  
**August A. Busch III**  
*Chairman of the Executive Committee, Anheuser-Busch Companies, Inc.*  
**William Canfield, MBA '62**  
*President, TALX Corporation*  
**Carl M. Casale, EMBA '92**  
*Executive Vice President, North America Commercial, Monsanto Company*  
**Peter Chambré**  
*Former CEO, Cambridge Antibody Technology Group*  
**Maxine Clark**  
*Chairman, Founder and Chief Executive Bear, Build-A-Bear Workshop*  
**John Collins**  
*Vice President, Global Transaction Services, Citigroup*  
**Lori Coulter, MBA '99**  
*Founder and CEO, Lori Coulter TrueMeasure*  
**John Danahy, EMBA '85**  
*Olin Executive in Residence; Former Chairman, May Merchandising*  
**William O. DeWitt Jr.**  
*Chairman and General Partner, St. Louis Cardinals*  
**Arnold Donald, BSME '77**  
*Olin Executive in Residence; President and CEO, The Juvenile Diabetes Research Foundation International*  
**W. Roy Dunbar**  
*President, Global Technology and Operations, MasterCard Worldwide*  
**Ron Evens, BA '61, MD '64**  
*Former President, Barnes-Jewish Hospital*  
**David Farr**  
*Chairman, CEO and President, Emerson*

**Peter Finley**  
*Founding Partner and Managing Principal, Thompson Street Capital Partners*  
**Rob Forsyth**  
*President, FKG Oil Company (MotoMart)*  
**Scarlett Foster, EMBA '00**  
*Vice President, Investor Relations, Monsanto Company*  
**Hugh Grant**  
*Chairman, CEO and President, Monsanto Company*  
**Eric Green**  
*Vice President for International Sales and Operations, Sigma-Aldrich*  
**Carl Hausmann**  
*President and CEO, Bunge North America*  
**Andrew Hilton, PhD**  
*Managing Director, Center for the Study of Financial Innovation (CSFI)*  
**Cliff Holekamp, MBA '01**  
*Founder and CEO, Foot Healers*  
**Martin Holmes, PhD**  
*Senior Lecturer, Oxford University*  
**Sir Robert Horton**  
*Former Chairman and CEO, British Petroleum*  
**Min Hua**  
*Director, Institute of World Economy, Fudan University*  
**Mike Kaplan, BSBA '88**  
*Partner, Three Arch Partners*  
**David Karandish**  
*Co-founder and CEO, FindStuff.com*  
**Charles F. Knight**  
*Chairman Emeritus, Emerson*  
**Aiguo Kong**  
*Professor, Finance Department, Fudan University*  
**James Kosloff**  
*Chief Financial Officer, The Estée Lauder Companies Inc.*  
**John Lee, MBA '99**  
*Former Senior Product Planner, Toyota; Vice President, Citibank*  
**Steven Leer, MBA '77**  
*Chairman and CEO, Arch Coal, Inc.*  
**Mark Lewis, MBA '94**  
*Principal, Advantage Capital Partners*  
**Vivien Life**  
*Head of External Relations Group, Foreign and Commonwealth Office, United Kingdom*

**Steve Lipstein**  
*CEO and President, BJC HealthCare*  
**Ron Logan**  
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*Global Staffing Lead, Monsanto Company*  
**David C. McCalpin, MBA '89**  
*Chief Marketing Officer, General Electric*  
**Richard J. Mahoney**  
*Olin Executive in Residence; Former Chairman and CEO, Monsanto Company*  
**Hannah Mackenzie**  
*Marketing Executive, London Metal Exchange*  
**Kim Malone**  
*Director, Online Sales and Operations, AdSense Online, Google*  
**Marcia Mellitz, MBA '77**  
*CEO and President, Center for Emerging Technology*  
**Tom Melzer**  
*Managing Director, RiverVest Venture Partners*  
**Jean-Paul L. Montupet**  
*Executive Vice President, Emerson*  
**Mary Teresa Moran**  
*Directorate General, External Relations, European Union*  
**Michael F. Neidorff**  
*Chairman, CEO and President, Centene Corporation*  
**Patrick Nicholls**  
*Former United Kingdom Government Minister*  
**James F. O'Donnell III**  
*Chairman and CEO, Capital for Business*  
**Jim O'Donnell, BSBA/MBA '74**  
*President and CEO, Bush O'Donnell & Co.; Chairman and CEO, Exegy*  
**James Peagam**  
*Relationship Banker, ABN AMRO*  
**Kristen Pederson**  
*Partner, AG Strategy and Market Development Leader, Global Business Services, IBM*

**Philip J. Purcell**  
*President, Continental Investors LLC; Former CEO, Morgan Stanley*  
**Doug Rau**  
*Vice President, Human Resources, Sigma-Aldrich*  
**D. Skip Saltee, MD, EMBA '00**  
*CEO and President, Quick Study Radiology*  
**Martha Schlicher, PhD**  
*Vice President, Operations and Engineering, Renewable Agricultural Energy*  
**Trina R. (Williams) Shanks, BSBA '92, MSW '00, PhD '03**  
*Assistant Professor of Social Work, University of Michigan*  
**Harold T. Shapiro, PhD**  
*President Emeritus and Professor of Economics and Public Affairs, Princeton University*  
**Rita M. Shor**  
*Manager, Commercialization and Marketing Development Department, 3M*  
**Robert Skandalaris**  
*Chairman and Founder, Noble International, Ltd.*  
**John Sloan**  
*Manager, Global Team, Financial Services Authority (FSA)*  
**Andrew C. Taylor**  
*Chairman and CEO, Enterprise Rent-A-Car Company*  
**Barrett Toan**  
*Former Chairman and CEO, Express Scripts*  
**Thomas Tsao**  
*Partner, Gobi Partners, Inc.*  
**James Turley**  
*Chairman and CEO, Ernst & Young*  
**P. Roy Vagelos, MD**  
*Chairman, Regeneron Pharmaceuticals, Inc.; Retired Chairman and CEO, Merck & Co., Inc.*  
**David Wachs**  
*Co-founder, Charming Shoppes*  
**Edward E. Whitacre Jr.**  
*Chairman and CEO, AT&T*  
**Neil Yaris, BSBA '86**  
*Managing Director, Credit Suisse*  
**Yongxin Zhu**  
*Vice Mayor, Suzhou Municipal Government*  
**Jim Zimmer, EMBA '01**  
*Vice President, U.S. Branded Business, Monsanto Company*



## FACULTY RESEARCH AND NEWS

Olin faculty is widely regarded as among the best for its scholarly research productivity, according to The University of Texas at Dallas Research Productivity Study, the *Financial Times* and, most recently, Academic Analytics' "Faculty Scholarly Productivity Index," which ranked Olin third and was published in *The Chronicle of Higher Education* in 2007. Examples of recent work are highlighted below.



Markus Baer



Richard Frankel



Barton Hamilton (left) and Bruce Lee Hall

### MARKUS BAER, Assistant Professor of Organizational Behavior



In his paper "The Curvilinear Relation between Experienced Creative Time Pressure and Creativity: Moderating Effects of Openness to Experience and Support for Creativity,"

co-authored by Greg R. Oldham, University of Illinois at Urbana-Champaign, Baer questions the common notion that individuals produce their most creative work under extreme time pressure. Tight deadlines, he suggests, may be as harmful to creativity as having no pressure at all. Baer and Oldham examine whether this relation would be more pronounced for employees open to new ideas and whose creative efforts are supported by superiors and co-workers. Data were obtained from 170 employees and 10 supervisors within a large food-manufacturing company. Baer and Oldham find open, supported individuals are most creative when they work under moderate levels of time pressure. When faced

with pressing deadlines, individuals are more likely to rely on familiar algorithms, stifling creativity.

### RICHARD FRANKEL, Associate Professor of Accounting

"Street Earnings and Board Independence," a paper Frankel co-authored with Sarah McVay, University of Utah, and Mark Soliman, University of Washington, examines items excluded from "street earnings." Street earnings are earnings predicted by analysts and do not contain items included in audited earnings that are identified by managers and analysts as nonrecurring. The street-earnings number is designed to aid investors seeking to predict future earnings and value a company. They find



items excluded from street earnings are more likely to recur when firms have less independent boards.

### BARTON HAMILTON, Robert Brookings Smith Distinguished Professor of Entrepreneurship

In his paper "Evaluating Individual Surgeons Based on Total Hospital Costs: Evidence for Variation in Both Total Costs and Volatility of Costs," co-authored by Bruce Lee Hall, associate professor of surgery and assistant professor of management, Washington University, and Darrell Campbell Jr. and Laurel Phillips, University of Michigan, Hamilton combines patient-level characteristics and internal hospital cost data to assess individual surgeon performance. The overall cost of treating a "representative patient" (controlling for patient health and procedural complexity) varies significantly across surgeons, with differences as high as 45 percent. Surgeons differ significantly in the variance of costs associated with patient treatment. To the extent these results reflect surgeon-specific practice styles, they suggest a target for quality improvement from both the payer and provider perspectives.

### TAVA OLSEN, Associate Professor of Operations and Manufacturing Management

"Inventory Management Under Market Size Dynamics," a paper Olsen co-authored with Rodney P. Parker, Yale

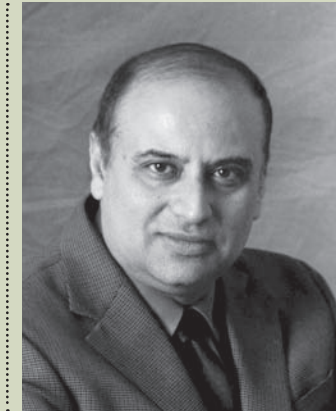
and lowers the cost of capital but also introduces volatility in a firm's shareholder base – exposing management to uncertainty regarding the identity of future shareholders and their intervention in management decisions, which affects the manager's perceived

### TODD ZENGER, Robert and Barbara Frick Professor of Business Strategy

"Envy, Comparison Costs and the Theory of the Firm," a paper Zenger co-authored with Jackson Nickerson, Frahm Family Professor of Organization and Strat-



Tava Olsen



Anjan Thakor



Ozge Turut



Todd Zenger

### OUT OF STOCK

University, explicitly models the loss of goodwill by including an underlying market that may grow or shrink depending on the decisions of the firm. Olsen and Parker ask whether a stockout cost exists that can serve as a good proxy for the loss of goodwill and find, under certain conditions, such a proxy does exist. They quantify its value.

### ANJAN THAKOR, Senior Associate Dean and John E. Simon Professor of Finance

In his paper "Market Liquidity, Investor Participation and Managerial Autonomy: Why Do Firms Go Private?" co-authored by Arnoud W. A. Boot, University of Amsterdam, and Radhakrishnan Gopalan, assistant professor of finance, published in the forthcoming *Journal of Finance*, Thakor analyzes a publicly traded firm's decision to stay public or go private, focusing on the stochastic nature of investor participation in the public market. He maintains that the liquidity of public ownership is both a blessing and a curse. It facilitates trading

decision-making autonomy and curtails managerial inputs. The authors extract predictions about how investor participation influences stock-price level and volatility and the public firm's incentives to go private, providing a link between investor participation and firm participation in public markets.

### OZGE TURUT, Assistant Professor of Marketing

In her paper "Vaporware, Suddenware and Trueware: New Product Preannouncements Under Market Uncertainty," co-authored by Elie Ofek, Harvard University, Turut examines an incumbent's preannouncement strategy when there's uncertainty regarding the commercial viability of a new-product opportunity and the threat of a rival entry. Turut and Ofek show that when the entrant's signal is reliable, the incumbent engages in "vaporware," preannouncement plans that aren't legitimate. When the entrant's signal is unreliable, the incumbent will engage in "trueware," an accurate preannouncement of plans to create market hype or "suddenware," avoiding the preannouncement of plans despite the fact that plans exist.

egy, explores the role that envy and social-comparison processes play in shaping the structure and boundaries of organizations. Zenger and Nickerson propose that employees who perceive inequity in the allocation of rewards within an organization impose tangible costs on the firm, which they define as comparison costs. Managers control the magnitude of comparison costs through the design of incentive systems, organizational structure and the use of outside vendors. As an example, managers commonly avoid offering high-powered incentive systems to employees engaged in a particular activity, not because these incentives fail to effectively motivate those they target, but because the remainder of the organization, in response to these rewards, imposes high comparison costs. When comparison costs are high, managers choose to outsource.





## FACULTY RESEARCH AND NEWS

### Reid Awards Recognize Exceptional Teaching

Olin faculty selected Tzachi Zach, assistant professor of accounting and academic director of the Master of Accounting (MACC) Program, as the 2007-08 Marcile and James Reid Teaching Chair. Recognized for his excellent teaching, Zach received \$10,000.

Students also chose Reid Teaching Award recipients who best demonstrated innovation, enthusiasm and inspiration in the classroom.

The 2007 awardees are: Stuart Bunderson, associate professor of organizational behavior; Sergio Chayet, assistant professor of operations and manufacturing management; Samuel Chun, lecturer in marketing and director of Custom Executive Programs; Kurt Dirks, associate professor of organizational



Professor Tzachi Zach has been honored for his innovative teaching style.

behavior; Michael Faulkender, assistant professor of finance; Panos Kouvelis, Emerson Distinguished Professor of Operations and Manufacturing Management; Stacy Jackson, adjunct professor of organizational behavior; Glenn MacDonald, John M. Olin Distinguished Professor of Economics and Strategy; Martin Sneider, adjunct

professor of marketing; Mark Soczek, lecturer in accounting; Jeroen Swinkels, August A. Busch Jr. Distinguished Professor of Managerial Economics and Strategy; Annette Veech, senior lecturer of business communications; Todd Zenger, Robert and Barbara Frick Professor of Business Strategy; and Tzachi Zach.

### Professors Swinkels and Veech Discuss Life Inside and Outside Their Classrooms

During a break in their schedules, *OlinBusiness Magazine* caught up with Jeroen Swinkels, August A. Busch Jr. Distinguished Professor of Managerial Economics and Strategy, and Annette Veech, senior lecturer of business communications – asking them what takes place in their classrooms and what they do when they're not teaching.

#### What courses do you teach?

**Swinkels:** I primarily teach the "Competitive Strategy" course.

**Veech:** At Olin, I teach "Effective Managerial Communication" and "Strategic and Crisis Communication." I also teach two courses at Washington University School of Medicine.

#### Describe your teaching style.

**Swinkels:** I prefer using case studies where appropriate, and I really push students to evaluate these studies clearly and analytically. During my class lectures, I encourage vigorous discussion and debate.

**Veech:** I believe people learn best from an experiential teaching model. My courses are performance-based, including in-class simulations and critiques

of students' writing, oral presentations and "real-time" communications. In one role-playing exercise, I tell students: "You have 30 seconds in an elevator with your company CEO. Make a favorable impression."

#### What do students like best about you and your courses?

**Swinkels:** I would say they like my energy level, and that I clearly enjoy what I do.

**Veech:** When students give me feedback on course evaluations or through e-mails, they often comment that my class exercises prepared them for real-life situations – like answering tough questions or putting together a compelling PowerPoint presentation.

#### Share some of your hobbies and personal interests.

**Swinkels:** I ski whenever I can, walk to work, read history books (as well as lightweight novels) and play contract bridge. And I own a slightly weathered sailboat that I like to take out on Lake Carlyle in Illinois.

**Veech:** A few years ago, I began creating mixed-media art, like handmade books

and cards. I've written a novel and am planning to find a literary agent. Plus, I love skiing, reading, trap shooting, hiking and gardening.



Top photo: Professor Jeroen Swinkels discusses a case study with his students. Above: Professor Annette Veech's courses stress in-class simulations and applied learning.

### Endowed Chairs Honor Distinguished Faculty



From left: David Hollo, Mahendra Gupta, Christopher Danforth, EMBA '07, Elizabeth Little, Jim Little, Carolyn Danforth, Donald Danforth III, John Danforth, Susannah Danforth, William Danforth and Mark Wrighton

Endowed chairs, also called endowed professorships, honor faculty for superior teaching and scholarship and serve as legacies for donors and their families. Endowed chairs provide a steady funding source, enabling a school to build its programs and facilities. Endowment gifts also augment recruiting and retention efforts.

Jim Little was installed as the Donald Danforth Jr. Distinguished Professor of Business on Dec. 13, 2006. The chair honors Donald Danforth Jr. and recognizes contributions made by the Danforth Foundation.

Little's research focuses on the implications of globalization for business strategies. He also is academic director of the Executive MBA Program in St. Louis and the Washington University-Fudan University Executive MBA Program in Shanghai, China and director of the London Summer Program.

Danforth, BSBA '55, served as executive vice president of Ralston Purina until 1972 and continues to serve on the company's board of directors.

Jackson Nickerson will be installed as the Frahm Family Professor of



Jackson Nickerson and Donald Frahm, BSBA '53

Organization and Strategy in spring 2008. Donald R. Frahm, BSBA '53, established the professorship in 2005.

Nickerson's research focuses on business strategy and public policy, organizational economics, technology licensing and organizational theory.

Frahm served as chairman, president and CEO of the Hartford Financial Services Group. He retired in 1997.

Community involvement is important to Frahm and his wife, Jean, and includes supporting Hartford Hospital and the Connecticut Children's Medical Center. In addition, he serves on the Greater Hartford Chamber of Commerce.

### Olin Welcomes New Faculty:

**Accounting:** Sudarshan Jayaraman, Xiumin Martin, Ron Shalev

**Management:** Anup Kumar Sinha (visiting)

**Marketing:** Michael Lewis, Ying Xie

**Operations & Manufacturing Management:** Fuqiang Zhang

**Organization & Strategy:** Barak Aharonson (visiting)

**Organizational Behavior:** Ece Tuncel (visiting)

**Strategy:** J. Lamar Pierce

### New Award Promotes Business Results

The recently launched Olin Award for Research Contributions to Business Results honors Olin faculty whose published work has the greatest potential to advance business. Richard J. Mahoney, Olin's executive in residence and former chairman and CEO of Monsanto Company, initiated the annual award that includes a \$10,000 honorarium.

Faculty research publication submissions were solicited in August. The winner, selected by a special group of eight senior executives, will be announced in February and recognized formally during Olin's 2008 Distinguished Alumni Awards dinner which will be held in the spring.

"We have excellent researchers at Olin," Mahoney says. "This award helps connect them and their work to the business community by showcasing research that is grounded in rigorous scholarly analysis but also is at the nexus of real business issues. I have great hope the award will deliver on its promise."

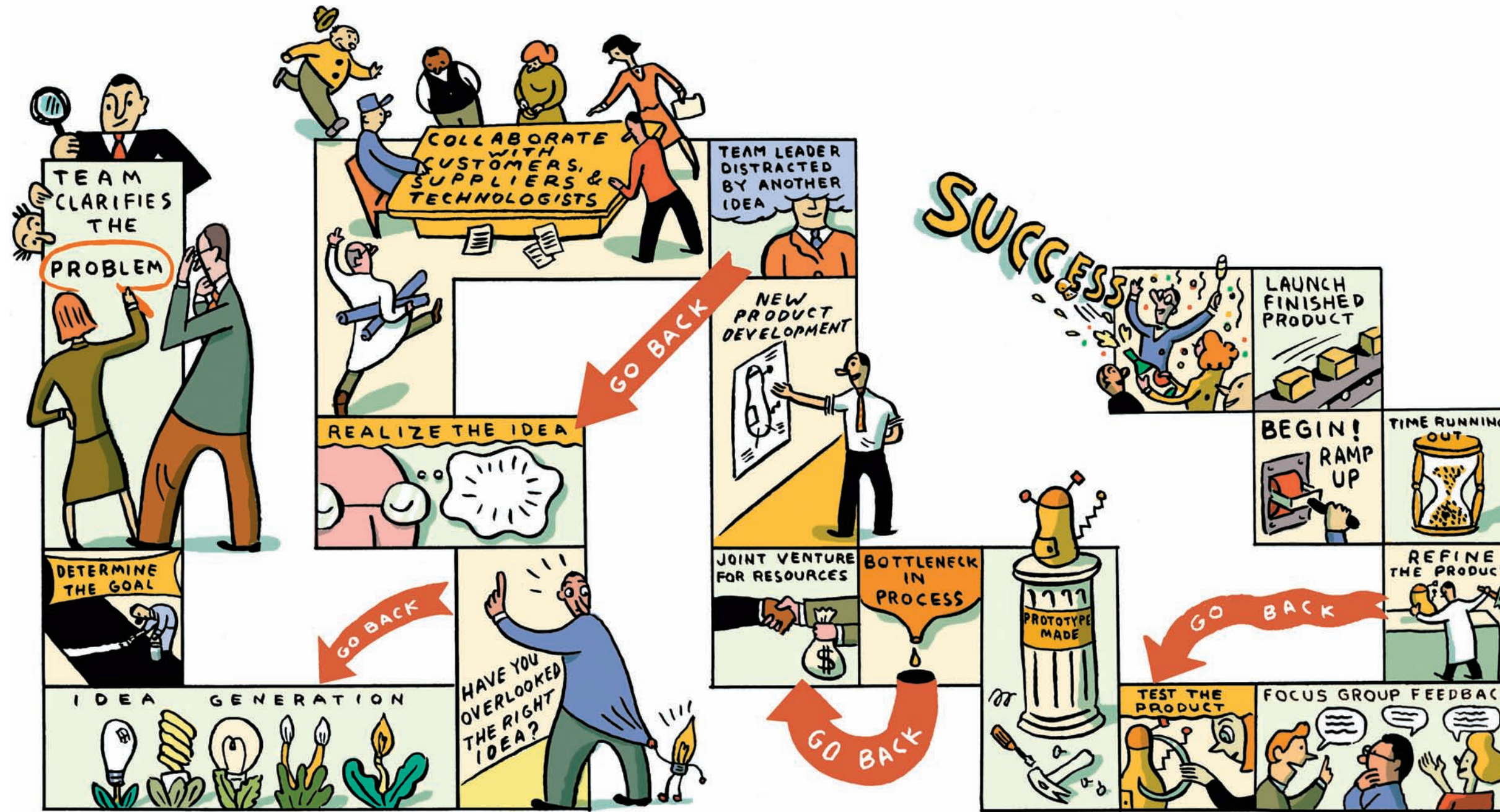


### Greenbaum Heads Review Committee

Stuart Greenbaum, former dean and Bank of America Professor Emeritus of Managerial Leadership, headed an international committee appointed by the Council for Higher Education (CHE) to review the quality of Israeli business school programs. The programs are impacted by an increased demand for management studies and a lack of teaching infrastructure.

Findings will be used to encourage economic growth, social mobility and prosperity in Israel. Accepted recommendations include that schools specialize in different disciplines and broaden the education of business executives.





Innovation is a red-hot topic these days, in disciplines as diverse as science, education, technology and business and organizations as varied as hospitals, universities, governments and corporations. The axiom behind the new economy, innovation makes companies competitive. Products successful. Entrepreneurs visionary. And corporate leaders legends in their industries.

What follows are excerpts from a roundtable discussion on innovation (okay, we mean a virtual roundtable discussion) with our resident experts: Anne Marie Knott, assistant professor of strategy; Panos Kouvelis, Emerson Distinguished Professor of Operations and Manufacturing Management; Glenn MacDonald, John M. Olin Distinguished Professor of Economics and Strategy; Jackson Nickerson, Frahm Family Professor of Organization and Strategy; and Keith Sawyer, associate professor of education and adjunct professor of psychology, Arts & Sciences.

**How do you define innovation, and why is it important in business?**

**MacDonald:** Joseph Schumpeter (who defined economic innovation in 1934) got it right: Invention is the creative process of coming up with something new, but innovation is the process of turning an invention into something valuable.

**Sawyer:** Typically, an innovation emerges when many people pool together their creative ideas over time. Innovations always are the source of new business, profit and products.

# BY PROCESS OF *innovation*

By Jill Pfeiffer



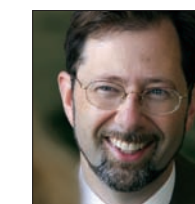
Anne Marie Knott



Panos Kouvelis



Keith Sawyer



Jackson Nickerson



Glenn MacDonald

Turning ideas and inventions into products and services is systematic, teachable and extremely valuable to organizations' performance and growth.



**Knott:** Innovation is a mechanism firms use to improve performance. And it's the means by which firms contribute to economic growth.

**Kouvelis:** I agree with Anne Marie. Product life cycles are shortening as consumers demand greater variety and customization. Innovation enables companies to bring new products to market more frequently.

**Nickerson:** In my opinion, an exact definition isn't that important. What's critical is that organizations accept that innovation is less about idea generation and more about developing ideas into solutions that capture value.

**So, an idea has to create value to be innovative?**

**Knott:** Yes, otherwise it's just an idea. In firms, it invariably translates into dollars, either cost savings or higher customer willingness to pay for products.

**Nickerson:** Keep in mind, value, like beauty, is in the eyes of the beholder – or the person interested in a product or service. My dad invented things in our garage that were novel and innovative, but they didn't make money. However, if a business wants to commercialize an innovation, the innovation has to be profitable. Innovation is the lifeblood of growing profit streams.

**Sawyer:** Jackson's right. Value is measured differently in different fields of activity. In business, it's usually a quantitative measure like profit, productivity or employee and customer satisfaction.

**Innovation isn't the same thing as creativity, right?**

**Knott:** Creativity is the capability to generate ideas. It involves seeing things others don't and connecting dots others haven't connected. Innovation is the process of converting those ideas into something commercially viable.

**Sawyer:** Creativity is the raw ideas each individual has.

# fyi

## Increase Your Innovation Quotient

Want to learn more about innovation? Register for these upcoming Olin Partners' Program (OPP) executive education seminars:

Leading Innovative Teams	November 1, 2007
Managing Innovation in Established Companies	December 5, 2007

Visit our Web site at [www.olin.wustl.edu/OPP](http://www.olin.wustl.edu/OPP), or call 314-935-9494 for information.

**“Firms have characteristic ‘innovation quotients,’ the ability to generate economic value from R&D spending. It appears that innovation quotient improves as a firm ages, which suggests that a company can learn to be more innovative.”**

**Anne Marie Knott**  
Assistant Professor of Strategy



**How much of innovation is process, how much is talent, and how much is luck?**

**Sawyer:** Talent isn't really the key. Your company won't be more creative if you simply hire more creative types. Innovation is an organizational process, and it's organizations that innovate. Parts of it are unpredictable, and that's why people talk about luck.

**Kouvelis:** I'm with Keith on this. Innovators aren't necessarily the creative people who paint pictures, write poems or direct movies. Innovators use a systematic process with multiple steps – generating alternative ideas, experimenting with them and carefully allocating resources to develop them – to solve business problems and achieve long-term competitive success.

**MacDonald:** It's tempting to think of innovation as a brilliant thought or flash of light. The thought itself isn't worth anything if you don't do something with it. Innovation is a teachable process, and it takes hard work. Most creative thinkers have studied something to death. Albert Einstein spent years staring at the same problems.

**Knott:** I think Thomas Edison had it right: 1 percent inspiration, 99 percent perspiration. Innovation is a process, although I do think the effectiveness of that process is driven by the depth and breadth of the people involved and also by organization design.

**Professor Nickerson, how do you teach innovation?**

**Nickerson:** Ideas are embryonic; they need to be nurtured and developed before they're hatched. In my "Strategic Management of Innovation" course for executive MBAs, I teach that effective innovators must: First, come up with good problems, compelling questions and insightful theories. Second, creatively recombine and organize their knowledge and people to search for solutions. And third, devise strategies that capture value from these solutions.

**If a company doesn't have innovation in its DNA, can it learn to be innovative?**

**Knott:** Firms have characteristic "innovation quotients," the ability to generate economic value from R&D spending. It appears that innovation quotient improves as a firm ages, which suggests that a company can learn to be more innovative.

**MacDonald:** I won't concede that innovation is genetic in organizations. It's an analytical business process. Companies need to give managers the opportunity, incentives and resources to capitalize on it. Innovation should be an ongoing management activity – not simply people sitting around thinking up new ideas.

**Sawyer:** Innovation isn't window dressing; it requires some radical rethinking of the organization. When most managers hear what it really takes, they tell the consultants "thank you," and send them on their way.



**What are the biggest obstacles to innovation?**

**Knott:** There probably are several, but one that's particularly interesting is past success. In numerous companies – Polaroid comes to mind – being wildly successful causes you to reject projects that won't make you wildly successful. Unfortunately, the wildly successful ideas are hard to come by, and as they age, you need to replace them with something.

**MacDonald:** Anything new is hard on things that are old. Think about what the digital camera business meant for Kodak. Innovations, by nature, are messy at first. You have to put up with low yields for awhile. CFOs have to be venture capitalists. They have to make little trees grow.

**Kouvelis:** If a company overloads the process and has too many products in its innovation pipeline nothing comes out. Far better to select a few and give them the right lead time and resources.

**Nickerson:** Senior leadership must support idea generation and development and allocate appropriate resources to quickly undertake killer experiments – experiments that verify the value of the innovation or lead to terminating the project.

**Share some examples of companies that innovate well.**

**MacDonald:** Here's one that won't make many top-10 lists: W. L. Gore & Associates (manufacturer of GORE-TEX). It has come up with hundreds and hundreds of ways to produce things that people value. I believe we focus too much on "ooh-ah" products and ignore innovation in services. Bank of America's integrated financial services and online banking changed consumers' lives.



**Sawyer:** I second Glenn's opinion on W. L. Gore & Associates. I've included the company in my forthcoming book, "Group Genius."

### Why is Olin positioned to be an innovation leader?

**Nickerson:** We're well positioned for several reasons. Our size allows us to teach in ways that others can't – we go a lot deeper into subject matter and help our students develop a new approach to problem formulation and problem solving. Olin faculty excels at research and critical thinking, which is the basis for creative thinking and innovation. We're systematically enhancing critical thinking and adding courses and seminars on innovation in our degree and non-degree executive education programs for business professionals.

**Knott:** We have a significant number of faculty members in economics, organizational behavior and strategy who do research in areas related to innovation. This interest inevitably makes its way into the curriculum – in our existing classes and the creation of new classes. In my corporate strategy course, a key theme is creating value over time (which inherently is innovation), and my entrepreneurship class teaches students how to design a venture around an idea.

**MacDonald:** Research is our strong suit, and we bring it into the classroom. The methods and mind-set of research are the methods and mind-set of innovation. We take new ideas, turn them into something useful and apply them to business. We know how to break innovation into component parts, so our students learn the process behind innovation.

**Kouvelis:** Experiential components – like special projects and internships with innovative companies – are extremely important to teach students how to monitor and manage the tremendous level of uncertainty that often comes with innovation. We also educate senior executives and managers not just to lead effectively in current markets but also to innovate effectively for future growth and long-term, sustainable success. ■

**"It's tempting to think of innovation as a brilliant thought or flash of light. The thought itself isn't worth anything if you don't do something with it. Innovation is a teachable process, and it takes hard work. Most creative thinkers have studied something to death. Albert Einstein spent years staring at the same problems."**

**Glenn MacDonald**  
John M. Olin Distinguished Professor of  
Economics and Strategy

# innovators at work



**Gary Fitzmire**  
EMBA '97  
Vice President and Program Director  
Directed Energy Systems (DES),  
The Boeing Company  
St. Louis

Photos of sleek strike-fighter jets hang on the walls of Gary Fitzmire's office, along with other tributes to Boeing accomplishments. Describing the images, he says: "When you open up an F/A-18, it's a beautiful work of art. That's what some folks would call creativity."

**Boeing, an aerospace giant – and the world's leading manufacturer of commercial and military aircraft – helped define innovation in the 20th century. Fitzmire says the company not only changed how we travel, communicate and defend nations but also how we look at the universe.**

Boeing's corporate culture values risk-taking, collaboration and "diversity of thought." Employees are encouraged to be world class in their skills, work as a team and enjoy what they do. "If you're missing one of those components, you don't get the innovative spark or the ability to color outside the box."

According to Fitzmire, the space race to the moon inspired countless baby boomers to "dream the next dream." And he never stopped dreaming. "After 25 years as an engineer, I feel like I'm just beginning. The future offers amazing opportunities to explore other domains of space and technology."

Directed Energy Systems (DES) works exclusively for the U.S. government on "next-generation products that achieve breakthrough performance. We tackle the laws of physics on the government's behalf."

Fitzmire says Olin's strategy aligns with Boeing's – emphasizing organizational effectiveness, growth and the ability to leverage strengths into innovative products and services.



**Nekisha Williams Omotola**  
MBA '04  
President,  
Equilibrium Marketing  
New Orleans

"Innovation begins with the ability to think without limits," says Nekisha Williams Omotola. "The success of products and services that come out of the innovation pipeline depends on the strength of the ideas that go in."

She runs Equilibrium, a one-woman marketing entertainment firm that boasts 20th Century Fox Home Entertainment as a client.

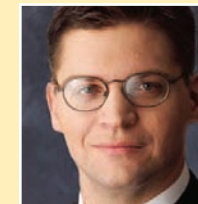
**Williams Omotola helps Fox innovate by "developing strategic partnerships and identifying new properties for acquisition. The film industry is willing to take risks on interesting projects and individuals," she says.**

She has promoted a couple of saints, as well as hundreds of Bratz (dolls). "Boondock Saints," a movie written and directed by Troy Duffy, was a flop at the box office, but the DVD became a cult classic.

Williams Omotola designed an event around the unrated special edition of the movie, which was re-released in select theaters for one night. "What was innovative about our promotional campaign was that we didn't use traditional media," she says. Buzz was generated through online viral advertising and 30-second spots in theaters. The movie sold out nationwide.

She scored another homerun with the Bratz Rock Angelz DVD. Bratz rival Barbie as the doll of choice for 9- to 11-year-old girls. Williams Omotola created a partnership with Limited Too and promoted the DVD "all over malls in high-indexing Bratz markets, using posters and signage."

"Thanks to Olin, I'm better able to make decisions that are not only creative but also profitable."



**Dave Peacock**  
EMBA '00  
Vice President  
of Business Operations,  
Anheuser-Busch Companies, Inc.  
St. Louis

Dave Peacock loves sports, so let's use this analogy. Innovation is to Anheuser-Busch Companies, Inc. what "Cover-2" defense is to the Indianapolis Colts or batter/pitcher match-ups are to the St. Louis Cardinals: a strategy to win fans and outplay the competition.

The company produces more than 60 varieties of beer and alcoholic beverages, including top-sellers Bud Light and Budweiser, and operates 12 breweries in the United States.

Although its major brands are known (and enjoyed) throughout the world, Anheuser-Busch Companies, Inc. also is expanding sales through mergers and acquisitions and by creating products targeted to specific market segments.

**"Innovation is consumer centric," Peacock says. "By talking and listening to consumers, we identify gaps in our existing product line, as well as anticipate future needs."**

"To develop new ideas, you have to get money for something that doesn't exist yet. We have the infrastructure within our company to nurture innovation. And we do our homework very carefully. Every year, we conduct hundreds of focus groups and Internet studies, and we research international trends. Our goal is to create value along the entire chain – increased profits for our wholesalers, higher margins for our retailers and greater satisfaction for our customers."

The collaborative environment of Olin's Executive MBA Program encourages innovation, he says. "The program taught us how to resolve problems and accomplish tasks as a group, which is critically important because no one innovates by himself or herself."



**David Schimmel**  
BFA '98, with a Major from  
Olin in Marketing  
President/Creative Director,  
And Partners  
New York

David Schimmel's world is divided into left brainers, right brainers and individuals with the ability to "balance practicality and originality." You're either born creative, or you're not, he believes. And the creative process depends on the "richness of people's minds."

If you dismiss him as a typical creative, you don't know what he's about. Schimmel is as good with financial statements and spread sheets as he is with typefaces and negative space.

In 1998, he graduated from Washington University with a BFA and a second major in marketing. Schimmel spent a year as design director at Young & Rubicam – the agency actually started the position for him – then launched his own design firm in New York, at age 23.

Olin's BSBA Program grounded him in management fundamentals. It also made him fluent in the "language of business," a tremendous advantage when he's consulting with CEOs or CFOs.

As a result, he has perspectives most designers don't. "What's most important to my agency is that our thinking works commercially. I'm constantly challenging my team to develop ideas that solve real problems for our clients."

**Schimmel defines innovation as "strategic creativity." He says: "The challenge for companies is channeling innovation in a way that creates value. Sometimes, a good idea can't be validated or focus tested. Convincing businesspeople to trust their gut instincts is hard. Creativity is like investing: the greater the perceived risk, the greater the reward."**



**Leroy Nunery II**  
MBA '79  
President of Schools  
Management,  
Edison Schools  
New York

**What we teach young people today determines how innovative they'll be tomorrow. Their ability to meet future challenges – in everything from health care to technology to business – requires curiosity and creativity. A better understanding of science and math. And the character to lead other people.**

No one believes this more strongly than Leroy Nunery – and the other members of Edison Schools' executive team. "Our organization is an innovation in and of itself," he says. "For the last 15 years, we've challenged the norm of public education."

Founded in 1992 by entrepreneur Chris Whittle, Edison Schools works in partnership with state organizations, school districts and charter boards to improve public education and raise student achievement. The company operates in 19 states, the District of Columbia and the United Kingdom. It served approximately 285,000 students last year. Most come from urban areas and families who live at or below the poverty line.

Nunery says Edison Schools invested heavily in R&D to establish a cutting-edge curriculum, an interactive assessment system and superior supplemental services. The company's online Benchmark Assessment Program allows teachers to track individual student progress. Administrators can assess strengths and weaknesses of entire classes and grade levels.

There's a qualitative as well as quantitative component to Edison Schools' mission, Nunery explains. "We're connected to a greater whole. Our job is about revitalizing communities."





# Driving Growth, Building Profits

By Donna Aronoff-Smith

**C**ompetition in the world marketplace is intensifying at an unprecedented pace. To drive growth, build profits and provide strategic advantage, organizations and their senior management teams need to be agile and creative. As a result, many companies are turning to Olin's Custom Executive Programs for targeted solutions that address today's most compelling and timely business issues, such as sustainable growth, innovation, globalization and leadership development.

One of these companies is Smurfit-Stone Container Corporation, with dual headquarters in St. Louis and Chicago. Formed through the merger of Jefferson Smurfit and Stone Container corporations in 1998, and expanded through acquisitions, the company has approximately 24,000 employees and 200 facilities in the United States, Canada and Mexico. It turned to Olin's Custom Executive Programs team to design a curriculum that advances Smurfit-Stone's business strategy to implement an integrated business model and succession plan that cultivates new talent within the firm.

## Eliminating the silo mentality

Working with Smurfit-Stone executives, Custom Executive Programs Director Samuel Chun and Jackson Nickerson, Frahm Family Professor of Organization and Strategy, created the Advanced Leadership Development Program (ALDP).

"It establishes networking relationships throughout our company that bring our groups, functions and cultures together," says Cynthia Bowers, Smurfit-Stone's former vice president of compensation, benefits and human resources services.

"Our multiple divisions frequently operated as individual silos. For instance, the division that manufactures linerboard often had little dialogue with the division that takes these boards and makes them into corrugated containers – until ALDP. Now, our managers are better equipped to address business concerns globally and to understand how decisions they make locally affect the company as a whole.

"ALDP energizes and motivates our leaders, encourages collaboration and makes us hungry to learn more about our company. We simply couldn't ask for anything better."

## Creating value for companies

"Olin Custom Executive Programs fuse innovation with strategy – providing solutions that are uniquely and powerfully targeted to clients' needs," Chun says. The process begins with a needs assessment. Chun assembles a faculty design team, who meets with the client's senior management and operating staff, senior HR staff, program design team and a focus group of potential program participants.

Each program is tailored to the specific client. But the building blocks may come from Olin's six Platform Initiatives: "Growth Engine," "Customer Focus," "Customer Solutions," "Vision to Execu-

tion," "Critical Thinking" and "Brand Ambassador." According to Ken Bardach, associate dean and Charles and Joanne Knight Distinguished Director of Executive Programs, these initiatives are based on the competencies businesses need to survive and thrive in a global arena.

The Strategic Metals Management Program teaches "up-and-coming executives how to build high-performance organizations and creates a network of future industry leaders," says Ann Zastrow, vice president, education, Metals Service Center Institute (MSCI). The Custom Executive Programs team worked with MSCI to develop a five-module, cross-functional course of study. Topics cover high-priority themes, such as shareholder value, market focus, profitable growth and operational excellence. Bardach says participants "have given us an overall score of 4.9 and 4.8 on the first and second module, based on a 5.0 rating scale."

"We couldn't be happier with the outcome," Zastrow says.

Bunge, a global agribusiness and food-products company, has participated in Olin's Custom Executive Programs since 2002. The business school helped the corporation establish a company-wide leadership development program.

In September 2006, Bunge began an executive development program to spur leadership and organizational growth in all company areas – from the fertilizer business to trading to operations to consumer sales. Approximately 100 Bunge senior executives will engage in five training sessions during a six-month period.

**"Olin Custom Executive Programs fuse innovation with strategy – providing solutions that are uniquely and powerfully targeted to clients' needs."**

Samuel Chun, Custom Executive Programs Director



"This program helps us prepare for our next stage of evolution," says Mark Feurer, Bunge's director of personnel planning and development. "It focuses on where we are today, where we're going in the future and how our leaders manage change."

## A wide variety of clients

Smurfit-Stone, Bunge and MSCI aren't the only satisfied customers. Olin has produced Custom Executive Programs for a broad spectrum of organizations in a wide range of industries – including Colliers Turley Martin Tucker, Nestlé Purina PetCare, Black & Veatch, TALX, Monsanto Company and Brown Shoe.

Ther-Rx, a subsidiary of KV Pharmaceutical, was looking for management development and training. "We evaluated several business schools and consulting firms and chose Olin," says Margie Kandra, manager of training and specialized development.

The combined Olin and Ther-Rx design teams created a program that taught managers how to improve their relationships with direct reports and analyze strategic field data to improve performance, enhance productivity and increase profits. Pleased with the results, Ther-Rx returned to the business school for a second round.

In June, senior executives from Brazilian enterprises came to the Knight Center for the weeklong Strategy for Growth Program – a joint venture between Olin and Brazilian business school Fundação Dom Cabral. The kickoff speaker was Chuck Knight, chairman emeritus of

Emerson, who talked about Emerson's growth strategies during his 27-year tenure and challenged executives to make their ventures top performers.

"Business problems are international and they're cross-functional," Chun emphasizes. "To find the best solutions, we get our clients to view business issues holistically."

"We measure the success of our Custom Executive Programs by their outcomes," Bardach adds. "It's clients' results that count." ■



# WOMEN IN BUSINESS

BY M. A. UNSER

Far right: Teri Plummer McClure, BSBA '85  
Right: Merry Mosbacher, MBA '82



“Successful women need greater visibility. They need to be quoted on hard issues – not just women’s issues – and they need to share their stories in the business environment.”

Teri Plummer McClure, BSBA '85, Senior Vice President of Legal, Compliance and Public Affairs, UPS

Sandra Van Trease wants to inspire more females to follow her up the corporate ladder. Van Trease, EMBA '92, is group president for BJC HealthCare and a member of Olin’s National Council.

“Diversity, in all its aspects, is imperative to an organization’s ability to deliver on its objectives and goals,” she says. “One way to achieve greater diversity is to bring larger numbers of women into business.

“When I have one-on-one conversations with young women, I talk about the basics. I tell them you have to do what you do very well, be willing to take on extra responsibility, give credit to others and demonstrate intellect and drive.”

Another woman who has reached the top of her profession is Merry Mosbacher, MBA '82 and general partner and insurance marketing lead for Edward Jones. In 1986, she became the firm’s fifth female partner. Today, Edward Jones has 45 female partners worldwide.

“At the time I graduated, there weren’t many women MBAs. We had the super-woman syndrome. You know, we could do it all! My first son was born in 1988, two years after I made partner.”

Mosbacher believes girls need to be exposed to business concepts, particularly finance and economics, much earlier.

“If we wait until high school, young women may lose interest.”

“Successful women need greater visibility,” adds Teri Plummer McClure, BSBA '85 and senior vice president of Legal, Compliance and Public Affairs for UPS. “They need to be quoted on hard issues – not just women’s issues – and they

need to share their stories in the business environment.

“It’s crucial that we focus on getting more women into business schools, so we can prepare more women for all facets of business.”

## Making gender diversity a priority

Across the country, smaller numbers of women enter graduate business programs than other professional programs. One theory for the shortage is timing. Unlike law or medical school students, traditional MBA candidates are encouraged to work for four to five years before continuing their education. As a result, pursuing an MBA may conflict with the desire to start a family, families’ financial plans or other personal priorities.

“Gender diversity is a priority at Olin,” says Evan Bouffides, assistant dean and director of MBA Admissions and Financial Aid. “Last year’s class was about 30 percent female, which is good compared to other leading business schools. But we think we can do better.”

Women comprise about 50 percent of Olin’s Master of Accounting (MACC) and Master of Finance programs, 37 percent of its undergraduate program and 24 percent of its Executive MBA Program. Olin and Washington University offer attractive advantages for female applicants: excellent academics; a personalized admissions process; partial-to-complete financial aid packages and scholarships, such as the Spencer T. Olin Scholarship for Women and Forté Fellowships; Weston Career Center advisors; a worldwide network of alumni and mentors; and an engaged business community.

In addition, Olin has been involved in a number of awareness-building initiatives for women, Bouffides says. “For example, we recently became a member of the prestigious Forté Foundation, a consortium of business schools, corporations and non-profit organizations that work to increase the number of women in MBA programs and management positions.”

Forté Foundation membership is by invitation only. The foundation’s list of members and sponsors is a “who’s who” of some of the world’s most influential businesses and business schools – like Credit Suisse, Dell, Deloitte, Deutsche Bank, IBM, INSEAD, Harvard Business School and London Business School.

“Our membership validates that we’re on board with the foundation’s mission,” says Sarah Melson, MBA '00, director of MBA student services and Olin’s primary representative to the Forté Foundation. “It also speaks to the quality of the education we offer female students and our commitment to developing women leaders.”

## Leveraging an invaluable professional network

Becky Brunner, MBA '08, and a Forté Fellow says: “I encourage every Olin woman to take advantage of Forté membership and resources, including its Web site, newsletter, podcasts and events. The foundation provides an invaluable network of contacts and mentors we can leverage to gain new opportunities.”

According to Melson, Forté Fellowship selection is based on candidates’ academic performance, leadership experience and commitment to women’s issues. Brunner has been active in numerous women’s organizations and events and is



president of the Olin Chapter of the National Association of Women MBAs (NAWMBA).

Olin was selected by a nationwide search to host NAWMBA's 2006 National Conference, which was held last November on the Danforth Campus. The conference attracted more than 500 women MBAs from more than 40 universities, as well as about 200 recruiters. The conference agenda included a career fair; sessions on negotiating and selling yourself; and keynote addresses from successful women who shared their experiences on "getting there."

"It was a phenomenal opportunity," says Danette Wilson, MBA '07, one of the conference's three chairs. "Participants left with tools they didn't have before. I think it was especially beneficial for representatives from schools that have few women in their program. For them, it was a chance to develop a larger network."

In January, Olin's Executive MBA Program will sponsor the St. Louis Business Journal Women's Conference for the second year in a row.

"We want Olin to be the school of choice for professional women who want to upgrade their skill set or completely reinvent their career," explains Kay Henry, associate dean and director of Executive MBA Programs.

"There are so many reasons why diversity – with women and underrepresented minorities – is important," she says. "Research indicates diverse teams produce sounder business decisions and better creative output. Their work has the potential to address a broader share of the market and increase value for firms and customers. And in terms of organizational culture, if both men and women are represented in management, the psychology of the workplace can be handled in a more balanced and realistic way."

#### Flexibility builds trust and retains talent

"Businesswomen need to take a close, hard look at the culture of their company," says Mosbacher. "At Edward Jones, I don't hide being a mom. I have pictures of my kids in my office. You have to work at finding the right balance. Sometimes, I may come in late or leave early for a parent-teacher conference. But other times, I'm not home for dinner, or I'm out of town on business. When we give people – women and men – flexibility, they don't abuse it. They give back more to the organization to preserve it. This trust helps motivate and retain talent, and that's good for business."

For more information on the Forté Foundation, visit [www.fortefoundation.com](http://www.fortefoundation.com). ■

"When I have one-on-one conversations with young women, I talk about the basics. I tell them you have to do what you do very well, be willing to take on extra responsibility, give credit to others and demonstrate intellect and drive."

**Sandra Van Trease**  
EMBA '92  
Group President  
BJC HealthCare



#### Women as Dealmakers

"Women's Leadership Skills/Strategic Negotiations," an executive education seminar taught by Judi McLean Parks in May, was designed to help businesswomen "exercise control over their careers and financial health."

According to McLean Parks, Reuben C. and Anne Carpenter Taylor Professor of Organizational Behavior, women's progress into leadership positions has been slow during the past 35 years. She says negotiation is a fundamental skill women must master to acquire resources, influence policy and establish more solid working relationships.

Her seminar provided participants with a framework for conducting a wide range of deals. Learning to negotiate effectively, McLean Parks says, enables professional women to advance their career – along with the success of their organization.

## OLIN PROFILE

### A Conversation With Kay Henry

The associate dean and director of Executive MBA Programs talks to *OlinBusiness Magazine* about a range of professional and personal topics.

Kay Henry calls herself an "iconic citizen of the world," with a laugh that lets you know she isn't serious about the remark. Except, in her case, it's a pretty good description. Henry has taught in Egypt, the United Arab Emirates, and Kenya; conducted international business briefings in places like Singapore, Vietnam, the Czech Republic and Chile; participated in the United Nations Fourth World Conference on Women in Beijing; and spent time in Algeria, Australia, Brazil, Europe, India and Turkey – among other locations.

In addition to English, the linguistics major speaks fluent French, proficient Spanish and basic Arabic. And her résumé includes Rice University, Harvard University and MIT as former employers. Henry is as warm and down to earth as her accomplishments are impressive.

#### You worked at Zayed University in the United Arab Emirates. Tell us about that.

I was looking for more international exposure and a new adventure. When Zayed offered me a position (as assistant dean of the College of Business Sciences), I jumped in with both feet. My husband is from Algeria and speaks Arabic, so it was nice for us to be around the cosmopolitan culture in Dubai.

The university was founded to increase leadership among young Arab women. Despite the messages we get in the United States, many females in the Middle East – especially in Dubai – see few limitations to what they can do professionally.

#### What attracted you to Olin?

Dean Gupta has a strategic vision that will move the school forward. I'm impressed by the loyalty of the alumni, who look for every opportunity to offer their support. They're the best examples of the strength of Olin's programs.



#### "I want every graduate to have a transformational experience."

#### List your top-three priorities for the Executive MBA Program.

I want every graduate to have a transformational experience. I want to help develop Olin's partnerships with key organizations across the United States and worldwide. And I'd like to increase diversity in the classroom – with more women, underrepresented minorities and international alliances like the one

we have with the School of Management at Fudan University in Shanghai, China.

#### How does the program address leadership challenges?

Our interdisciplinary curriculum is designed to help students think critically, operate in a global environment and foster innovation in their organizations. It also builds self-awareness of what it takes to become an effective and responsible leader. Today's businesses have to be nimble and able to change on a dime. Old methods won't solve new problems. Leaders create value by discerning great ideas and aligning others around these ideas.

#### Any personal heroes?


I really admire my parents. My dad is self-taught and has the most far-reaching mind I've ever encountered. My mom is a jazz pianist who cut her first CD at 80.

#### What's it like for you being married to a chef?

Fattening. Our relationship began by my complimenting his cooking. A friend and I ate dinner at his restaurant in Boston on a "dark and stormy night." When we finished, the waiter brought us free desserts. I said: "Please tell the chef these are wonderful." I went back to the restaurant a few weeks later for coffee, and the rest is history.

#### What are you reading – other than material for the EMBA Program?

I just finished "The Orientalist: Solving the Mystery of a Strange and Dangerous Life" by Tom Reiss. It's an amazing story about a Jewish writer in Germany between the wars who poses as a Muslim prince from Central Asia, a place where people of different religious beliefs once lived together in harmony. To me, his story offers hope that peace is possible.



**EMBA Information Session  
for Prospective Applicants**  
6 p.m., Oct. 25, 2007  
Charles F. Knight Executive  
Education Center  
1-888-273-6820 or 314-935-9009



# A HIGH DEGREE OF COLLABORATION

The Washington University-Fudan University Executive MBA Program sharpens Asian business leaders' analytical tools and conceptual skills.



Left to right: Shanghai skyline; School of Management at Fudan University Dean Lu Xiongwen;

Professor Jim Little, academic director; Patrick Moreton, assistant dean and managing director; EMBA-Shanghai class; gates at Fudan University

By Rick Skwiot

At 51, Simon Guo has years of management experience under his belt. But the CEO of EagleBurgmann Industries China has returned to school to become “a leader with global perspective and reach.”

Guo is one of hundreds of executives in China who have enrolled in the Washington University-Fudan University Executive MBA Program, a partnership between the universities' business schools. The program's curriculum is based on Olin's Executive MBA Program — offered to U.S. senior managers for more than 20 years — with fine tuning to meet the specific needs of business leaders in Asia.

Known as EMBA-Shanghai within Olin, the program has distinguished itself since it was established in 2002. In its

2006 ranking of international EMBA programs, the *Financial Times* rated EMBA-Shanghai eighth in the world and first in mainland China.

“My EMBA education transformed my knowledge and experience into wisdom,” says Guo, EMBA-Shanghai '07. “The concepts I gained in the program have increased my ability to deal with global business issues.”

“The program gave me analytical tools to solve business problems using a structured and systematic approach,” says Stella Ye, EMBA-Shanghai '07, and senior marketing manager for Anheuser-Busch Companies, Inc. in Shanghai. “As a result, I'm better able to understand and evaluate industry competition, and I have a much stronger finance and business sense.”

The program's success can be attributed to “a synergy between Olin and the School

of Management at Fudan University,” says Patrick Moreton, assistant dean and managing director of the EMBA-Shanghai Program. “We're learning from each other.”

“When we started in 2002, Fudan had extensive experience operating joint venture programs, and Olin had experience instructing executives,” he explains. “We pulled these capabilities together to get EMBA-Shanghai up and running quickly; then effectively localize it over time. Our collaboration with Fudan compelled us to become more sophisticated in international management.”

According to Moreton, Olin faculty members teach universal concepts on

The partnership was advanced through the leadership and support of Washington University Chancellor Mark Wrighton and Fudan University President Sheng-hong Wang, who solidified the relationship started in 2001 by Stuart Greenbaum, former dean and Bank of America Professor Emeritus of Managerial Leadership, and Zheng Zukang, former dean of Fudan's business school.

Olin Dean Mahendra Gupta and School of Management at Fudan University Dean Lu Xiongwen are working together to extend the relationship to other areas of cooperation. Both deans have committed to funding joint research

“Effective competition in business depends on managers' competence,” says Bryan Li, EMBA-Shanghai '06, and chief financial officer for Yingli Green Energy Holding Company Limited in BaoDing, Hebei Province. “The more well-trained executives a company possesses, the greater its competitive advantage.”

## Enhancing global understanding

Little says interactions between EMBA students and faculty in St. Louis and those in Shanghai are deepening. “Now, for all intents and purposes, we do an entire course together on negotiation and cross-cultural management. This

global business, and Fudan professors give these concepts meaningful cultural context. “EMBA-Shanghai students learn how to become good general managers, rather than individuals who are expert only in their particular job function and country of origin.”

## Building China's prosperity

Moreton says the demand created by the rapidly growing Chinese economy dictates “the development of excellent management practices must happen fast — in 15 years instead of the 25 years it usually takes in the West.”

“We encourage students to make the knowledge they acquire in the program available to their organizations and communities. That way, our partnership and collaborative research contribute to China's development and prosperity.”

between their faculty members and have sponsored conferences on topics of mutual interest.

“We're pleased by the strong showing of our joint venture but not surprised,” says Lu. “Fudan was one of the first Chinese universities to offer an MBA degree, and we have been at the forefront of cooperative educational management programs.”

“As we gain time and experience in the country, we acquire knowledge of Chinese business culture that enriches our teaching,” says Jim Little, academic director and Donald Danforth Jr. Distinguished Professor of Business.

“Olin has brought its best science to China,” he continues. “Our emphasis on conceptual rigor produces managers who can work anywhere in the world. And that's exactly what China needs to move to the economic center stage.”

collaboration broadens students' understanding of the global economy and the challenges inherent in operating and managing in a multinational context.”

In addition, EMBA-Shanghai students attend a two-week session in St. Louis that caps their 18-month degree program. In turn, EMBA-St. Louis students travel to Shanghai for 10 days of study with their peers in China.

Gupta echoes Little's view on the partnership's cross-cultural payoff: “We've benefited tremendously from our relationship with Fudan and have been extremely impressed by the caliber of executives who have participated in the program. Through this partnership, we've become more experienced international managers, and we're better able to equip our students with the skills necessary for success in a global business arena.” ■



## The Olin Brand of Learning: Research-Driven Thinking, Applied



Dustin Kress, left, and Anil Ali, both BSBA '08, compare notes during a presentation at Cass Business School at City University in London.

**Education at Olin is a process that inspires and transforms. By creating opportunities to apply research-driven thinking – in the classroom, on the job and through an extensive paper presented to fellow students, staff and company representatives – the International Internship Program enables students to gain abilities and insights that drive business results.**

By Jill Pfeiffer

**S**mart and hard working, Olin undergraduates have a reputation for going the extra mile. But each spring semester, a special group of juniors and seniors goes thousands of extra miles – to Europe for the International Internship Program.

“The experience changes their lives,” says Gary Hochberg, associate dean for undergraduate programs. “Students return to Olin as young professionals. Their transformation is dramatic.”

That transformation is part of the plan. At Olin, mastering functional skills, like accounting, economics and finance, is the beginning of an educational process designed to inspire and transform. How students learn is as important as what they learn. The critical, creative and rigorously quantitative mind-set of Olin’s research faculty shapes the learning environment.

As a result, students gain an analytical, innovative, research-driven thinking style they apply to business challenges. The International Internship Program puts this process in action.

The program is offered in partnership with Cass Business School at City University in London; WHU in Koblenz,

Germany; and Académie Commerciale Internationale (ACI-Negocia) in Paris. Students choose their location, but the overall structure is the same: Approximately one month of classroom study is followed by a 15-week, full-time internship with institutions like Deloitte & Touche LLP, Citigroup, Lehman Brothers and Goldman Sachs.

Students also complete an extensive research paper and make an oral presentation at the end of the program. Their topic must pertain to finance, management or economics. Students frequently tackle subjects related to their internship, and company representatives attend presentations. In the Koblenz and Paris programs, students write their paper and deliver their presentation in German or French respectively.

### A new partner in London

Available in both the spring and fall semesters, the London program is the most popular. Olin changed partners in fall 2006 from Imperial College to Cass. Located in the heart of London’s financial district, Cass is one of Europe’s leading providers of management education.

“Cass has a strong brand in the United Kingdom that is based on the quality and breadth of its degree offerings,” says Dirk Nitzsche, Cass’ senior lecturer in finance and academic director of the London program. “You name it; we have it, in terms of management and finance expertise.”

“This program is the first step toward a deeper relationship with Cass and City University,” says Nick Hugh, Olin’s director of European programs. “In our global marketplace, it’s imperative for business schools to have an international exchange of knowledge and expertise.”

Hochberg agrees and adds that Olin is planning to expand the International Internship Program to Hong Kong and may include an internship in its study-abroad program in Madrid, Spain.

Saline Jiang, AB ’08, studied at Cass and was an intern in Deloitte & Touche’s U.S. corporate tax division in London, where she helped prepare tax returns for European private equity firms that have U.S. shareholders.

“I was there during the accounting profession’s busy season. To meet our deadlines, I’d stay at the office until 8-10 p.m. and work Saturdays and Sundays.”

Although her days were long, she says the atmosphere at Deloitte was extremely friendly. “I’ll always remember how welcoming and helpful my managers and co-workers were.”

Jiang shared a flat with Jane Wu, BSBA ’07, who was an intern at Jimmy Choo. Known for its glamorous shoes – many actresses wore Jimmy Choo shoes to this year’s Oscars – the firm designs upscale women’s accessories.

Wu’s duties included responding to customer inquiries; compiling marketing, sales and competitor-activity reports; reviewing promotional copy for the autumn/winter collection; updating the Web site; assisting with the Online Boutique; and dealing with high-profile customers and the press.



Nick Hugh, right, talks with business leader Peter Chambré during a Cass reception.

“An enormous amount of responsibility was placed on me,” she says. “It was rewarding to have my work shown to important people within the company.”

“Jane is a great team player and excelled in all tasks,” says her internship supervisor Rachel Payne, online sales coordinator for Jimmy Choo.

### Research enhances problem solving

“An excellent example of the business-involved, applied learning opportunities available at Olin, the program compels students to integrate the skills required to solve complex, real-world management problems,” Hochberg says.

**“An excellent example of the business-involved, applied learning opportunities available at Olin, the program compels students to integrate the skills required to solve complex, real-world management problems.”**

Gary Hochberg, Associate Dean for Undergraduate Programs

“The research component of the International Internship Program enables students to address business issues beyond their day-to-day job responsibilities. In addition, it encourages students to evaluate solutions from a more strategic, cross-functional perspective.”

Consider Tim Bluth’s 66-page paper, “Commercial Mortgage-Backed Securities.” He wrote it “on top of a 60-plus-hour workweek. There were several periods when I’d never see daylight. I’d come to work when it was dark in the morning and leave when it was dark at night. But it pushed me to use what I’ve learned from a range of business disciplines to draw intelligent conclusions.”

Bluth, BSBA ’07 and a Washington University varsity football player, participated in the London program at Imperial College and worked as an intern at ABN Amro Bank. Impressed with his performance, his supervisors asked him to remain with the bank for a summer



Speaker Jeffrey Rubin, BSBA ’08, highlights his internship experience.

internship. Bluth now is an analyst with JPMorgan in New York.

“The program definitely was difficult, but that was the beauty of it,” says Erin Harkless, BSBA ’05. Harkless also completed program coursework at Imperial College and was an intern for Barclays in London. She researched stock sectors, scheduled media interviews with Barclays representatives and wrote articles on United Kingdom and European equities.

In July 2005, Harkless accepted a financial analyst position for the investment management division of Goldman Sachs in New York.

During his internship with Daimler-

Chrysler in Stuttgart, Germany, Sergey Chernenko, BSBA ’03, was part of a corporate development department research team that identified promising products and accelerated their completion. He worked on a project to evaluate the use of “controlled language” in German and English technical documentation and translation.

Chernenko, who is from Kiev, Ukraine, began the program at Koblenz University with a three-week German course to polish the language skills necessary for his internship. He graduated summa cum laude from Olin and is pursuing a PhD in finance from Harvard University. Chernenko credits the International Internship Program with his passion for research.

“You can’t imagine a more intensive program for undergraduates,” Hochberg says. “Students come away from it knowing they can do something hard, which builds maturity, confidence and critical-thinking skills.” ■



Olin students preview the site of O<sub>2</sub>, Europe’s largest entertainment venue.



## ALUMNI CONNECTIONS



David O. Becker



Carl M. Casale



Barbara Ann Feiner



Steven T. Stull



W. Patrick McGinnis

## Awards Presentation Recognizes Alumni for Excellent Performance and Service

Olin recognized five exceptional graduates during its 2007 Distinguished Alumni Awards presentation held in April at The Ritz-Carlton, St. Louis.

This year's Distinguished Alumni honorees were David O. Becker, BSAS '89, BSCS '89, MBA '89; Carl M. Casale, EMBA '92; Barbara Ann Feiner, MBA '83; and Steven T. Stull, BSBA '81, MBA '85.

Becker is president and chief operating officer of Cottingham & Butler, a leading risk-management and employee benefits insurance broker, with headquarters in Dubuque, Iowa. He previously worked at IBM and was a partner at McKinsey & Company. Becker serves on Olin's National Council and is active in his community.

Casale drives the operations and performance of Monsanto Company's animal agriculture, crop chemicals, biotech-

nology traits and seed businesses in the United States, Canada and Latin America (Mexico to Peru). Since 1984, he has moved up through the company – from his first job as a sales representative to his current position as executive vice president, commercial North America and Latin America North.

Feiner has been an elementary school teacher, held positions at Edison Brothers and now is vice chancellor for finance and chief financial officer for Washington University. She oversees financial functions for an organizational system that encompasses seven University schools and is worth approximately \$6 billion in assets. Feiner also serves on Olin's Alumni Association and the Washington University Alumni Board of Governors.

Stull, chief executive officer of Advantage Capital, founded his firm in 1992. Advantage has raised more than \$800

million in institutional capital, targeting investments in communities underserved by traditional venture capital firms. The company has offices in Austin, Texas; Napa Valley, Calif.; New Orleans; New York; St. Louis; and Washington D.C. Before Stull established Advantage Capital, he led General American's Securities Division.

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W. Patrick McGinnis, MBA '72, CEO and president of Nestlé Purina PetCare Company, received the Dean's Medal for his service to Olin. He has been dedicated to the success and development of Olin students – providing internship and career opportunities, as well as educational and financial support. McGinnis says his contributions are "simply a way of helping others access an outstanding Olin education."

## Alumni and Families Tour Chinese Cities

In June, 31 Olin Executive MBA Program alumni and their families visited China on a two-week trip sponsored by the EMBA Travel Committee. Their itinerary consisted of five cities: Beijing, Xian, Guilin, Shanghai and Hong Kong. The travelers toured major Chinese monuments and enjoyed Chinese entertainment, food and culture.

According to Gary Tappana, EMBA '01, and director of state tax, Anheuser-Busch Companies, Inc., the committee spent more than a year planning the trip. "It was a fantastic opportunity for me and my family to learn about China and make lasting friendships."



Executive MBA alumni and their families visit the Great Wall of China in Beijing.

## 'Conversations with Dean Gupta' Engage Olin Alumni



Numerous alumni attended "Conversations with Dean Gupta" breakfasts during the 2006-07 academic year. The dean shared his vision for the future of Olin and discussed his long-range plan for achieving strategic goals. For more information on future events, contact [nancy\\_barber@wustl.edu](mailto:nancy_barber@wustl.edu).



From left: Jason Emde, MBA '08; Yinlan Chen, MBA '08; Teresa Wallace, MBA '08/MSW '06; and their mentor, Chuck Cook, MBA '68, former vice president and general manager of Ashland Specialty Chemical Company

## Alumni Mentors Offer MBAs Professional Counsel

Last spring, 26 alumni and 33 first-year MBA students participated in the pilot Olin Mentors Program.

Alumni mentors prepared students for summer internships by discussing students' career aspirations and options, providing insights on industries, functional areas and networking styles and supplying feedback on cover letters and résumés. Some students had the opportunity to shadow their mentor at work. A few received an internship offer from their mentor's firm.

According to Burl Stamp, MBA '87, president of Stamp & Chase and presi-

dent of the Olin Alumni Association executive committee, the program responds to alumni requests for more engagement with students.

"There's no better way to see the return on your investment to Olin than mentoring our students," he says. "We're particularly grateful to the individuals who stepped forward to be part of this important project. Our goal is to build a broader, permanent program that will be available to a wide range of students."

Alumni who would like to serve as mentors can contact Pam Wiese at [wiese@wustl.edu](mailto:wiese@wustl.edu) or 314-935-8736.

## Thanks to Our Alumni

The accomplishments of our alumni, in businesses large and small across the globe, enhance Olin's reputation as one of the world's best business schools. Each spring, we are proud to honor the most outstanding graduates with our Distinguished Alumni Awards.

Alumni generously give back to the school through financial gifts and by sharing their time and expertise. Hundreds participate in committees and programs, creating a vibrant alumni network that provides perspectives on issues that impact the business school.

This year, the Alumni Association assisted in the development of the Olin Mentors Program. The program pairs experienced alumni with current MBA students to give students additional counsel as they complete their studies and seek an internship or full-time position.

Olin is extremely fortunate to enjoy the enthusiastic support of its alumni. The long-term success of our school benefits from their wisdom, guidance and encouragement.

Sincerely,



**Burl E. Stamp, MBA '87**

President,  
Olin Alumni Association 2006/2007  
President, Stamp & Chase, Inc.



**Jeffrey C. Gentsch, MBA '86**

President,  
Olin Alumni Association 2007/2008  
Managing Director, Gentsch Capital Partners



## ALUMNI CONNECTIONS



## Fall 2007 Century Club Breakfasts

Century Club Breakfasts are a great way to stay connected with Olin and current key business issues. Guest speakers are highly regarded business leaders, who share information and perspectives on their industry's challenges and opportunities.

The informal get-togethers make it easy to renew friendships, meet other alumni and talk with members of the Olin community.

### John Menzer Vice Chairman, Wal-Mart

**Date:** Monday, Oct. 1, 2007

**Time:** 7:30 a.m. breakfast;

8:00 a.m. - 9:00 a.m. presentation

**Location:** May Auditorium, Simon Hall

### Jim Weddle, MBA '77 Managing Partner, Edward Jones

**Date:** Wednesday, Oct. 31, 2007

**Time:** 7:30 a.m. breakfast;

8:00 a.m. - 9:00 a.m. presentation

**Location:** May Auditorium, Simon Hall

### Andrew Taylor Chairman & CEO, Enterprise Rent-A-Car

**Date:** Tuesday, Dec. 18, 2007

**Time:** 7:30 a.m. breakfast;

8:00 a.m. - 9:00 a.m. presentation

**Location:** May Auditorium, Simon Hall

For more information, contact Nancy Barter at [nancy\\_barter@wustl.edu](mailto:nancy_barter@wustl.edu) or 314-935-9053.

Visit [www.olin.wustl.edu/alumni/events/centclub.cfm](http://www.olin.wustl.edu/alumni/events/centclub.cfm) for spring 2008 speakers.



The O'Neill family supports the Scholars in Business Program. Back row from left: Mary O'Neill; Gene O'Neill, BSBA '49; Kay O'Neill; Nidhi Thubanakere, MBA '08; and Karen O'Neill. Front row: Jane O'Neill

## Scholars in Business Dinner to be Held in November

Olin's annual Scholars in Business dinner and presentation will be held on Nov. 1, 2007, at the Hilton St. Louis Frontenac.

Established in 1979, the Scholars in Business program enables donors to sponsor a scholarship for an undergraduate or MBA student. Donors may participate with an annual gift of \$2,500 or more, a term-endowed gift of \$8,500

or more, or a permanently endowed gift of \$50,000 or more.

"My involvement in the program has been one of the cornerstones of my Olin experience," says Jayanth Iyengar, BSBA/MACC '07, and recipient of the F.B.K. Scholarship in honor of Carl Bauer. "Thanks to all the sponsors who helped us realize our dreams and what we have to offer the world."

## Women's Luncheon Series Inaugurated

Olin's Eliot Society launched its Women's Luncheon Series in November 2006 with featured speaker Judi McLean Parks, Reuben C. and Anne Carpenter Taylor Professor of Organizational Behavior. McLean Park's topic was "Breaking Down the Barriers: Workplace Realities for Women."

During the second luncheon, in February 2007, Kimberly Walker, Washington University's chief investment officer, spoke on her investment philosophy and provided an insider's view of the Washington University endowment.

For more information, contact Nancy Barter at [nancy\\_barter@wustl.edu](mailto:nancy_barter@wustl.edu) or 314-935-9053.

## Receptions in the Big Apple and Windy City

In November 2006, Olin was host to a reception for alumni and current MBA students at the Yale Club in New York. Home to more than 1,000 Olin graduates, the city has one of the largest concentrations of Olin alumni in the world. With more Olin students accepting positions in New York each year, this number is growing.

A reception also was held in January at the University Club in Chicago, where more than 100 Olin alumni, staff and students networked and socialized.

For more information on upcoming receptions, visit our Web site at [www.olin.wustl.edu/alumni/events/calendar.cfm](http://www.olin.wustl.edu/alumni/events/calendar.cfm).

## MBA Students Host Reception for Nestlé Alumni



MBA students talk with Olin staff during a July reception. The student-planned event reconnected Olin alumni who work at Nestlé Purina with the business school community.

## Olin Community Members Make '30 Under 30' Lists

The *St. Louis Business Journal* included three Olin alumni in its 2007 "30 Under 30" publication. Selected from more than 300 entries for their career and community achievements, the winners were Kevin Dodson, MBA '07; Elizabeth Marti, BSBA '04; and Mark Pydynowski, BSBA '04.

Dodson, 29, is director of product management and development for Scottrade. His group is responsible for the overall customer experience on the firm's retail trading platforms.

Marti, 24, is international marketing "bear" for St. Louis-based Build-A-Bear

Workshop. She works with marketing employees in Asia, Europe, South Africa and the South Pacific to increase sales, maintain brand standards and ensure that company strategies fit local markets.

Pydynowski, 24, co-founded Somark Innovations Inc. with partner Ramos Mays, BSBA '04. The bionanotech start-up company has raised \$2 million in equity financing.

Benjamin Sann, BSBA '10, made Inc.com's 2007 "30 Under 30" list. Sann, 19, founded BestParking.com. His firm provides garage maps and information on parking rates.

## Former Students Honor Olin Emeritus Professor

Olin alumni from the MBA class of 1966 established the Merle Welshans Scholarship in tribute to Merle Welshans, emeritus professor of finance. Robert Marchesi, MBA '66, chairman of DeMarche Associates in Kansas City, Mo., initiated the effort, telling classmates he would match any gifts they made in Welshans' name.

The class also made a special appeal during its 40<sup>th</sup> reunion in 2006. To date, \$52,668 has been raised.

During his tenure at Olin, Welshans inspired many students. These are just a few of the remarks former MBA students

shared about the popular professor. "He changed my life and career direction." "He sparked my interest in finance." "Welshans was my mentor and friend." "He was my most memorable professor."

Alumni from all classes are encouraged to contribute to the ongoing scholarship fund. Make checks payable to: Washington University – Olin Business School, and please note the check is for the Welshans Scholarship. Contributions must be mailed to: Olin Development Office, Washington University in St. Louis, Campus Box 1210, One Brookings Drive, St. Louis, MO 63130-4899.

## Night at the Ballpark

More than 100 Olin alumni (and enthusiastic baseball fans) turned out for a night at Busch Stadium this past July to watch the St. Louis Cardinals take on the Arizona Diamondbacks.

"I brought my husband and two children, and we joined friends who also are Washington University alumni," says Sandra Riggs, BSBA '83. "We had a great time at a great game. Thanks for making the opportunity available."

For upcoming Olin alumni events, go to [www.olin.wustl.edu/alumni](http://www.olin.wustl.edu/alumni).



## Olin Graduate Reunion October 5-6, 2007

EMBA '87, '92, '97, '02, '06

HSM '02

M&O '02

MBA '47, '52, '57, '62, '67, '72, '77,

'82, '87, '92, '97, '02, '06

PMBA '82, '87, '92, '97, '02, '06

Contact Erin Doty at [reunions@olin.wustl.edu](mailto:reunions@olin.wustl.edu), or visit [www.olin.wustl.edu/gradreunion](http://www.olin.wustl.edu/gradreunion).

## Young Alumni Reunion April 11-13, 2008

BSBA 1<sup>st</sup>, 5<sup>th</sup> and 10<sup>th</sup> classes

Contact [reunions@olin.wustl.edu](mailto:reunions@olin.wustl.edu), or visit [www.wustlconnections.com](http://www.wustlconnections.com).

## Undergraduate Reunion May 15-18, 2008

20<sup>th</sup>, 25<sup>th</sup>, 30<sup>th</sup>, 35<sup>th</sup>, 40<sup>th</sup>, 45<sup>th</sup>, 50<sup>th</sup> and all post-50<sup>th</sup> classes

Contact [reunions@olin.wustl.edu](mailto:reunions@olin.wustl.edu), or visit [www.wustlconnections.com](http://www.wustlconnections.com).



## CLASS NOTES

Our thanks to all of you for answering our request for alumni news. Your response was overwhelming! We received more Class Notes than any other Olin alumni magazine on record. Check out what your classmates have been up to since they graduated from Olin.

Many of you submitted entries in the spring, and *OlinBusiness Magazine* is published in the fall. Whenever possible, we adjusted for the time difference. We'd love to hear from you with updates or corrections.

To submit Class Notes information, fill out the form online at [www.olin.wustl.edu/alumni/forms/kit](http://www.olin.wustl.edu/alumni/forms/kit) or on Page 34.

### 1940s

**Bill Hermann, BSBA '47/MA '62/PhD '67**, Berkeley, CA, was sent to Washington University through the Air Force Cadet Program and met his late wife, Janet Sharp Hermann, MA '63, on campus in 1943. After flying a combat tour with the Eighth

Air Force in England, he completed his undergraduate degree at the University. Hermann spent 12 years with Shell Oil Co. He returned to the University to pursue his master's and doctoral degrees and, later, to deliver an address at the Weidenbaum Center. Hermann was chief economist of Chevron and teaches at Golden Gate University in San Francisco. He says he follows the great Satchel Paige's philosophy: "Don't look back; someone might be gaining on you."

**Bill Phillips, BSBA '48**, Memphis, TN, was inducted into the Tennessee Insurance Hall of Fame in 2007, based on his 30 years of experience teaching risk management and insurance at the University of Memphis and his 48-year ownership of Phillips Fire and Casualty Agency. Phillips is a two-time past president of the Memphis Chapter of the Chartered Property Casualty Underwriters (CPCU) and was nominated by the organization. He also published a book entitled "Inside Out."

### 1950s

**Gurpreet "Pete" Singh, MBA '54**, New Delhi, founded Sikhya, an innovative school in Chandigarh, India, that provides free education to poor children.

**John "Jack" Chapin Jr., BSBA '55/MBA '60**, Northfield, IL, was elected trustee for the Village of Northfield, beginning in May 2007. A forensic economist, Chapin is a retired senior consulting partner for PricewaterhouseCoopers; president of CHAPIN Associates Ltd. of Northfield; and national chairman (1994-1996) and fellow of the Institute of Management Consultants USA Inc. He also chairs arbitration panels for the NASD, NYSE, AAA and NFA. [jackchapin@aol.com](mailto:jackchapin@aol.com)

**Frank Fuerst, BSBA '55**, Warrenton, VA, published "Alzheimer's Care with Dignity" in May. The book is based on the homecare he provided to his wife, June Parker, BA '55, during her 17-year illness. Members of the medical profession and Alzheimer's community are calling it a "must-have handbook." For more information, go to [www.dementiacaregiving.com](http://www.dementiacaregiving.com). [fafuerst@earthlink.net](mailto:fafuerst@earthlink.net)

**William Robinson, BSBA '59**, Naples, FL, is chairman of the board for Child Care of Southwest Florida, an agency that oversees more than 800 learning centers and provides training certifications for teachers in a four-county area in southwest Florida. The agency also administers Voluntary Pre-Kindergarten programs for 4-year-olds in private centers and public school districts. [warmco@aol.com](mailto:warmco@aol.com)

### 1960s

**John "Jack" Eggmann, BSBA '62**, St. Louis, owns publishing company Tennis History Press. He wrote a book released this fall entitled "The Roots of Tennis - Blue Bloods to Blue Collars" that references Dwight Davis, Arthur Ashe, Butch Buchholz, Chuck McKinley and Jimmy Connors - each connected to Washington University. Eggmann was a member of the Washington University tennis team. He also is the archivist for the St. Louis Tennis Hall of Fame and has written numerous articles on the sport.

**W. Thomas McLaughlin, BSBA '62**, Denver, retired from the Colorado Public Employees Retirement Association, where he worked as a computer programmer. He plans to move back to Carlyle, IL, with his wife, Jean, to live closer to their grandchildren. Their daughter, Lisa Krenz, is

married to Stephen Krenz, pastor of Trinity Lutheran Church in Hoffman, IL. [mc1854@yahoo.com](mailto:mc1854@yahoo.com)

**Paul C. Isham, BSBA '63**, Lago Vista, TX, was inducted into the Washington University Sports Hall of Fame in January 2007.

**Wilkins Conrad Howe Jr., MBA '64**, Columbia, MO, updates fellow alumni on his family. His daughter, Toby Ann, graduated from the University of Missouri in interior design, married Timothy Rost and has two children, Alexandra and Brendan. The Rosts own the Superior Garden Center in Columbia. His son, Jared, graduated from the University of Missouri with an international marketing degree, pursued his MBA from Ohio University, is general manager of a St. Louis bank and has a 2-year-old daughter, Isabella.

**Lloyd Taylor, MBA '64**, worked for Hewlett Packard for 25 years in the United States and Europe and was the first chief information officer there. In 1992, he became corporate vice president of information technology at Cargill Inc. in Minneapolis. Cargill is one of the largest privately held companies in the world, with \$80 billion in revenues. Since he retired in 2002, he and his wife, Jan, enjoy their homes in Florida and Iowa and will have a home in Colorado soon. They love to travel and have visited many parts of the world. They have three sons and eight grandchildren. Taylor is a member of numerous professional and philanthropic boards.

**Michael Rosenfeld, BSBA '65**, Mesa, AZ, works in the private bank of Wells Fargo as an investment advisor for high-net-worth clients in Scottsdale, AZ. He is

involved in the Phoenix Chartered Financial Analyst Society; a bond committee with the mayor of Phoenix; and Washington University's Phoenix Club and Eliot Society. Rosenfeld serves as a mentor for college students from Arizona State University and Scottsdale and Mesa community colleges. He also is commodore of the Dobson Ranch Yacht Club in Mesa. [rosenfel@wellsfargo.com](mailto:rosenfel@wellsfargo.com)

**Steve Fossett, MBA '68**, received an honorary doctorate of science at Washington University's Commencement ceremony in May. Fossett is world renowned for his adventures and holds world records in five different sports. He became the first individual to circumnavigate the globe solo in a balloon. Fossett founded Lakota Trading Inc., a major exchange floor market-making firm and is president of Larkspur Securities Inc.

**Terry Thompson, MBA '68**, St. Louis, is president of Terry Thompson Productions, a full-service entertainment company and advertising agency, founded in 1972. The company specializes in theme entertainment and advertising jingles, such as "For a Hole in your Roof or a Whole New Roof, Frederic Roofing." Thompson's firm also produces the annual Glendale Jazz Festival in Glendale, MO. [e-terry@thompsonproductions.com](mailto:e-terry@thompsonproductions.com)

**Gary Hovis, MBA '69**, Chappaqua, NY, served in the U.S. Army before graduating from Washington University. He has worked on Wall Street for 38 years, in corporate finance and securities analysis; oil and gas companies; and public utilities. Hovis has been at Argus Research Co. for 21 years. In 2002, he won *The Wall Street Journal's* "Best on the Street" analyst award for putting Enron on a SELL at \$23 per share. He also was 900 yards from the World Trade Center on Sept. 11, 2001, and hopes no Washington University alumni were harmed in the tragedy. Gary married Lucy A. Knowlton in 1966 and has four daughters and four granddaughters.

### 1970s

**James Scott, MBA '70**, retired from Morgan Stanley/Van Kampen in September 2007. In May 2007 he was the commencement speaker for the College of Engineering at the University of Texas, Austin. Scott received his Master of Arts from Villanova University.

**Bernard Fouchy, MBA '71**, Limonest, France, retired in January from his position as director finance, France and Corporation, Tyco Healthcare. He and his wife, Martine, have four children and two grandchildren. Fouchy would like to hear from '71 MBA graduates. [bernard.fouchy@edhec.com](mailto:bernard.fouchy@edhec.com)

**Jacqueline (Davis) Wellington, BSBA '72**, St. Louis, was promoted to executive vice president of the St. Louis County Economic Council in 2006. Previously, Wellington was senior vice president - real estate.

**Juan García-Tuñón, MBA '73**, Carlisle, PA, was interviewed by his local newspaper, *The Sentinel*, regarding Fidel Castro's relinquishment of power in Cuba. [www.cumberland.com/articles/2006/08/03/news/news22.txt](http://www.cumberland.com/articles/2006/08/03/news/news22.txt)

**Ken Lorch, BSBA '73**, Wilmette, IL, celebrated the second anniversary of his law firm, Hamilton Thies Lorch & Hagnell that specializes in estate, business and financial planning. He says they are excited with their success and the reputation they have in Chicago's legal, financial and social communities.

**George Cho, AB '74/ MBA /JD '78**, was promoted by Northrop Grumman to engineer 6 (the highest level), after working for the company for almost seven years.

**Ben Eisner, MBA '74**, New York, was named president of CosmoCom Americas, a global leader in unified customer communications.

**Sam Goldstein, BSBA /MBA '75**, St. Louis, celebrates his 25th year in his own CPA/CFP practice. Goldstein's son, Dan, graduated from Washington University in May with a bachelor's degree in political science, will complete his Olin master's degree in accounting in May 2008 and plans to attend law school.

**Robert Brockhaus, PhD '76**, St. Louis, stepped down after 33 years at Saint Louis University, where he held the Coleman Foundation Chair in Entrepreneurship and was executive director of the Jefferson Smurfit Center for Entrepreneurial Studies. He and his wife, Joyce, BS '68, will focus on the Brockhaus Group, a consulting-services and strategic-planning firm for large, family-owned businesses worldwide. They founded the company in 1990.

**David Nelson, MBA '76**, Baltimore, was named chairman of the newly formed investment policy committee at Legg Mason Capital Management, a subsidiary of Legg Mason Inc. He will implement policy decisions related to the firm's investment philosophy and process and will supervise research team leaders and Growth-Equity, Mid-Cap and All-Cap products portfolio managers.

**Jim Pandjiris, MBA '76**, retired as an equity analyst from A.G. Edwards in St. Louis and has been an adjunct professor of finance at Lindenwood University in St. Charles and the University of Missouri-St. Louis.

**Daniel Reich, BSBA '76/MBA '77**, Old Westbury, NY, is CEO of Raytex Industries. After 106 years in Manhattan, Raytex moved to Woodbury, NY; changed its name to reflect its global strength and diversification; and opened offices in Asia and Central America. Reich's oldest son, Scott, is a second-year law student at the University of Pennsylvania; his daughter, Leslie, is graduating from the University of Pennsylvania and will join Teach For America in Los Angeles; his son Andrew is a freshman at the University of Pennsylvania; and his son Jessie is a sophomore in high school. Reich enjoys coaching youth soccer and traveling around the world watching his children play soccer. [dsro528@aol.com](mailto:dsro528@aol.com)

**Jeffrey Brier, BSBA '77**, wrote from his hospital bed in Newton-Wellesley Hospital, where he recovered from hip-resurfacing surgery, a procedure he learned about from the Washington University alumni magazine. He thanks the University for this helpful information.

**Lawrence Thomas, BSBA '77**, was honored with The Bond Market Association (TBMA) Chairmen's Achievement Award for "his dedicated service to TBMA's regional dealers program, which ensures that TBMA benefits from the insights of the regional dealer community while developing policies aimed at fostering industry objectives." The award was presented at the Securities Industry and Financial Markets Association's welcome dinner in November 2006. Thomas is a partner at Edward Jones.

**James Weddle, MBA '77**, succeeded Douglas E. Hill as Edward Jones' fifth managing partner. In 1996, Weddle helped create and launch the Goodknight Plan,

where veteran investment representatives give a portion of their accounts to new investment representatives. More than 1,200 Goodknight Plans have been completed since the program's inception. Weddle also was honored with a Distinguished Alumni Award at Washington University's Founders Day event in November 2006.

**Wendell Jones II, MBA '78**. His youngest son, Blake, is part of Olin's class of 2010.

**Stephen Krakower, BSBA '78**, Albany, NY, is vice president of Continental Plants Group. He locates opportunities for nonperforming and underperforming companies to maximize value. He and his wife have three children: a daughter, who is a senior at Hamilton College; a son who is a freshman at Lynchburg College; and a son who is a sophomore in high school. [stephen.krakower@gmail.com](mailto:stephen.krakower@gmail.com)

**Julian Steinberg, MBA '78**, Stow, OH, was promoted to senior vice president and chief operating officer of Lubrizol Advanced Materials, a specialty-chemical NYSE company.

**Michael Appleton, MBA '79**, Oakland, CA, is director of project management for northern California with Cushman & Wakefield, a global real estate services provider. Appleton received the Client Solutions Award of Excellence for the Americas. He and his wife, Pamela, are active members of Washington University's Parents' Council and represent the University at annual high school college fairs. They have two children: a son, Andrew, is a member of the University's class of 2008, and a daughter, Anne, is in the class of 2011. [michael.appleton@cushwake.com](mailto:michael.appleton@cushwake.com)

**Ronna (Cohen) Berger, BSBA '79**, Houston. Her daughter, Stefanie Jill, graduated from the Washington University School of Engineering & Applied Science in May 2007, with a BS in engineering and economics. Her son, David, was a National Merit finalist and completed his freshman year at the University of Texas at Austin.

**Scott Collins, MBA '79**, Westport, CT, was promoted to global head of sales at RBC Capital Markets in New York last year. He previously had been head of U.S. Equity Research. He lives with his wife and three boys.

**Larry Odle, BSBA '79**, Denver, works for Rocky Mountain Recycling.

### 1980s

**Kathleen Braun, MBA '80**, Cincinnati, is a real estate agent with Huff Realty.

**Gerri Gordon, MBA '80**, works for Girl Scouts of Northeast Texas.

**Douglas Miller, BSBA '80**, is national chairperson of the Save the Tiger Foundation, an organization dedicated to saving Bengal tigers in Tibet. He expects to relocate to Tibet for at least two years.

**Henry Carroll, AB/MBA '81**, Blacksburg, VA, was promoted to vice president and chief financial officer of Kollmorgen Motors & Drives, a \$500-million division of the Danaher Corp. His wife of 25 years, Lois, is a Washington University alumna, and their son is a University junior in Arts & Sciences.

**Jon Flaxman, MBA '81**, is chief administrative officer and executive vice president at Hewlett-Packard.

**Susan Greene, BSBA '81**, Danville, CA, celebrated 25 years with Chevron in July 2006. She is a project manager in the Global Marketing IT organization, a position that took her to five countries last year. [sgreene@chevron.com](mailto:sgreene@chevron.com)

**Frederick Heger Jr., MBA '81**, Highland Park, IL, is director of finance for the Lagasse division of United Stationers in Deerfield, IL. His wife, Eleanor, does accounting work for the Lutheran Church of the Holy Spirit in Lincolnshire, IL. His daughter Amy attends Drake University in Des Moines, Iowa, and his daughter Beth is a senior in high school. Beth is in the process of choosing a college and is considering Washington University. [f.heger@att.net](mailto:f.heger@att.net)

**Mark Jorgenson, MBA '81**, Shawnee, KS, is regional CEO of U.S. Bank in Kansas City, MO. Jorgenson has been with the bank through four acquisitions and name changes. His understanding of and focus on customer needs made these transitions easier. He and his wife, Mary, have four children: Katie, 22; Ellen, 19; Molly, 17; and David, 15.

**Stu Manewith, BSBA '81**, St. Louis, has been named business solutions manager at Blackbaud, a leading provider of software and services designed for nonprofit organizations. He is in charge of designing and directing software implementations for the company's largest clients, including community, college and university foundations; hospital and health care organizations; religious groups; and performing arts organizations.

**Thomas Nelson, BSBA '81**, St. Louis, is vice president, international with Tumi Inc.

**Lynn Wittels, BSBA '81**, St. Louis, was named CEO of the Jewish Community Center (JCC) of St. Louis and is the first woman to hold this position. Previously, she worked in sales and marketing for Pet Incorporated and Procter & Gamble. Wittels is on the boards of the Jewish Federation and Congregation B'nai Amoona and was part of the budget task force for the Ladue School District.

**Virgil Work Jr., MBA '81**, St. Louis, released CD, "Rush from Rush Hour," which includes serious beats, jazz fusion, funk and R&B. The CD can be purchased at [www.cdbaby.com/all/vvwork](http://www.cdbaby.com/all/vvwork).

**Lee Bloom, BSBA '82/MBA '83**, Chicago, started his own firm, Aldine Advisors, that provides financial-advisory services to companies undertaking financial and ownership transitions. [Lee.Bloom@AldineAdvisors.com](mailto:Lee.Bloom@AldineAdvisors.com)

**Merrietta Fong, MBA '82**, Rancho Palos Verdes, CA, is managing partner of Rosenthal, Pearson, Fong & Frew in the Los Angeles area. She is looking to hire CPAs who want partner track. Fong enjoyed Northern Italy last May for her 30th wedding anniversary. Her daughter, Paula, is a UCLA graduate.

**Joanne Joria, MBA '82**, Washington, D.C., has transferred from the U.S. Consulate-General in Ciudad Juarez, Mexico, to Baghdad as special assistant to the ambassador. [joriaj@state.gov](mailto:joriaj@state.gov)

**Mary Kullman, BSBA '82**, St. Louis, serves as chief governance officer and corporate secretary of The Laclede Group Inc., the parent of Laclede Gas Co. In March, Kullman joined Laclede's Chairman, CEO and President Douglas H. Yaeger



*"We both are proud to be graduates of Washington University. For several decades, we have enjoyed investing in Olin's initiatives, such as new facilities and scholarships."*

Gunther Kohn, BSBA '50, and Doris Kohn, BSBA '50



Like the Kohns, through a charitable life income plan, you can:

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CLASS NOTES

in ringing the closing bell at the NYSE to commemorate the company's 150th anniversary. In a few years, the company will celebrate its 120th year of being listed on the NYSE.

**Stephen D. Landfield, MBA '82**, Succasunna, NJ, is a partner in NYC Homes, a newly established real estate brokerage firm in Manhattan that specializes in commercial and retail leasing and building investment sales. slandfield@gmail.com

**Steven Segal, BSBA '82**, Chestnut Hill, MA, is special limited partner for J.W. Childs Associates in Boston. In this role, he is a board member on several portfolio companies and continues to co-invest with the firm. He also developed and teaches a graduate-level MBA course on private equity and leveraged buyouts at Boston University. Previously, he was a tax senior and CPA at Arthur Andersen & Co. in San Francisco. Segal received his MBA from Harvard Business School. He enjoyed 19 years in private equity doing leveraged buyouts, first with Thomas H. Lee Co. and then as one of the founding partners for J.W. Childs. He is married to classmate **Ellen Binstock Segal, BSBA '82**, and they have three children: Ryan, 15; Lindsey, 12; and Samantha, 10. Segal participates in many of his children's activities and sporting events

and coached his fourth-grade daughter's basketball team. sgsegal@comcast.net

**Jeffrey Weiss, BSBA '82**, New York, is president of Atlantis Worldwide, an international reseller of medical diagnostic imaging systems. He lives in Manhattan's Upper West Side with wife, Paula Kramer, and their son, Eli Lev, 4.

**Tim Hampton, MBA '83**, St. Louis, was promoted to vice president - investment officer at Wachovia Securities. Tim works with family, business and foundation clients.

**Dean Weinberg, BSBA '83**, Chicago, is global head of corporate services for Citadel Group, a hedge fund and investment company.

**Clarence Bourne, MBA '85**, Chicago, was promoted from vice president to executive director in tax-exempt capital markets for JPMorgan Securities Inc. He has been with the firm for 21 years. After establishing a scholarship in his mother's name, Bourne's elementary school named their auditorium in his honor.

**James Justice, BSBA '85**, New York, is vice president of retail development at Michael Kors USA Inc.

**Stuart Kerr, BSBA '86**, Kings Park, NY, has joined TheLadders.com, the world's leading job-search Web site for positions that pay more than \$100,000 per year, as vice president, enterprise business. He is a key contributor to enterprise business and the company's future sales growth.

**Nalini Mahadevan, MBA '86**, St. Louis, opened Mahadevan Law Office in 2007. She practices immigration law, estate planning and business law. Her son is a sophomore in electrical engineering at Cornell University and her daughter was accepted to New York University.

**Alan Mindlin, BSEE '80/MBA '86**, Tokyo, returned to Tokyo in May as director of Alcatel-Lucent's Convergence Business Group Regional Support Center for Japan. amindlin@alcatel-lucent.com

**Adam Sufrin, BSBA '86**, Pittsburgh, is retired. He travels and spends time with his wife, Lauren, and daughter, Hallie. asufrin@aol.com

**Coleman Lannum III, BSBA '87**, joined Tyco Healthcare as vice president of investor relations. He is responsible for developing the company's relationship with shareholders and institutional investors and plays a key role in shaping corporate strategy. Tyco is preparing to become a separate, independently traded company.

**Steve Lim, MBA /BSCE '87**, Anaheim, CA, is a portfolio manager with IndyMac Bank, managing mortgage-related investments and focusing on mortgage-servicing rights and interest only. Lim returned to the United States after a number of years in Asia, where he worked for Citigroup as a director in various arenas, including corporate finance and mutual/pension fund development. stevelim@gmail.com

**Jane (Hunting) Melin, BSBA '87**, Poulsbo, WA, has developed a unique line of colorful teaching materials and accessories for young violin students. Her company, G'DAE Music, draws customers from the United States and Canada and can be found at www.gdaemusic.com. The products are carried by other online merchants and retail stores in Arizona, Utah and Washington. Melin is marketing director for the Bremerton Symphony Association and lives with husband, Glen, AB '85, and their children.

**Tomas Achaval, MBA '88**, Buenos Aires, Argentina, runs Nômade Wines and Vineyards, after working for many years in top multinational companies. Grapes for his wines are grown in the Andes region. tomasachaval@nomadewines.com

**Fred Chu, EMBA '88**, St. Louis, and wife, Anita, spend a lot of time dancing – ballroom and the Argentine Tango.

**Anna Doyle, MBA '88**, St. Louis, joined RubinBrown as partner, leading strategic client development. She is married with three children, ages 3, 6 and 8.

**Jeff Fox, MBA '88**, was named CEO of the Harbour Group, a St. Louis-based holding company of various manufacturing firms. Formerly president and chief operating officer, he succeeds his father, **Sam Fox, BSBA '51**, who has been named ambassador to Belgium by President George W. Bush.

**Jennifer (Zulanch) Oppenheimer, BSBA '88**, Skokie, IL, was promoted to senior vice president of Optima Inc., a residential real estate development company in the Chicago and Phoenix areas. oppenheimerj@optimaweb.com

**William Scoopmire, MBA '88/MEM '94**, St. Louis, works at The Boeing Co.

**Steve Wagner, AB '86/MBA '88**, Dearborn, MI, was named director of electrical purchasing for Ford Motor Co. His group is responsible for procurement of electrical and electronics components for the Americas operations.

**Rick Froehlich, MBA '89**, Austin, TX, was promoted to area vice president and general manager of Dell's Industry Solutions Group (ISG).

**Bill Haffner, BSBA '89/MBA '92**, is managing director, GE Commercial Finance.

**Sharon D. James, MBA '89**, Columbus, OH, became an assistant professor at The Ohio State University's Fisher College of Business in 2006. She received her PhD in business administration/strategic management at the University of Minnesota in 2007. Since 1995, she has held the Chartered Financial Analyst (CFA) designation. Her research focuses on the intersection of corporate strategy and financing issues and their relative influences on firms' strategic choices and performance. James' doctoral dissertation was awarded second place in the 2005 INFORMS/Organization Science dissertation proposal competition in San Francisco.

**Jeff Koch, MBA '89**, is CEO of LaunchEquity Partners, a firm that invests in early-stage companies with large potential growth. He also is chairman of the board of MakeMusic Inc., a world leader in music-education technology.

**Wade D. Miquelon, MBA '89**, became executive vice president and chief financial officer of Tyson Foods in June 2007.

1990s

**Bill Bauer, BSBA '90/BSIM '94**, St. Louis, is the business manager for Washington University's Occupational Therapy department.

**Valeria Hunter, MBA '90**, Willow Springs, IL, was appointed performance leader for BP's Global Refining Projects Community of Practice. She previously was project manager for U.S. Hydrogen Refueling. She joined BP in 1998.

**Bob Kane, BSBA '90**, New York, is a senior counsel at Proskauer Rose, specializing in mergers and acquisitions and capital-market transactions. He is married to **Stefanie (Milstein) Kane, BSBA '91**, who is a partner at PricewaterhouseCoopers. They have two children, Dylan, 4, and Jack, 2.

**Pam Wiese, BSBA '90/MBA '91**, St. Louis, is Olin's senior administrator for strategic initiatives. Wiese works closely with the business school's dean, faculty and senior staff to develop long-range plans and implement short-term objectives. The *St. Louis Business Journal* named her one of its "40 Under 40" in 2007.

**Jim Williams, MBA '90**, was promoted to senior vice president, Human Resources at Cooper Industries, a global manufacturer of electrical products and tools. He is responsible for identifying and developing the company's future leaders.

**Amos Aldagg, MBA '91**, is a captain with El Al Israel Airlines Ltd.

**Terry Bell, MBA '91**, Arlington Heights, IL, is director of ethics and compliance

for Motorola's Networks and Enterprise business. He and his wife, Sandy, have two daughters: Katie, 11, and Sarah, 7. The Bells still root for the St. Louis Cardinals. Terry.A.Bell@gmail.com

**Eva Chen, BSBA '91**, Rolling Hills Estates, CA, launched New Leaf Creative Strategies, a sustainable branding consultancy that helps businesses become social leaders.

**Sandeep Chugani, BSEE '89/MBA '91**, New York, works for Boston Consulting Group as a consultant.

**Paulino Do Rego Barros Jr., EMBA '91**, Atlanta, has been appointed president of AT&T Global Operations, a new position designed to accelerate growth of the company's portfolio of Internet-provider services and solutions to global companies and institutions in key markets.

**Sandra Lee, BSBA '91**, Lincoln, VT, started a law firm with her husband in 2005. They have two children, ages 3 and 6.

**Henry Lewis, MBA '91**, Atlanta, joined the Weather Channel as a business development analyst. He is in his fourth year on the board of directors for PFLAG-Atlanta and is a soccer referee for youth, high school and adult games. He says feel free to say hello or reconnect. henry@henrylewis.net

**Mary Jo Mullins, BSBA '91**, St. Louis, has run a summer camp for 13 years. She owns Trails Wilderness School in Jackson Hole, WY, and is building new cabins for the Mullins Camp in the Ozarks. She has been married 17 years and has three children, ages 8, 11 and 14, and a golden retriever. Mullins ran her second half marathon in St. Louis and has taken up whitewater kayaking.

**Michael Price, MBA '91**, Peoria, IL, was named president of SVI Healthcare Inc. in September 2006. SVI Healthcare is a technology company that serves the healthcare industry. map@svihealthcare.net

**Brent St. John, MBA '91/BSCE '91**, was promoted to CEO of Hampden Holdings, a private equity firm that focuses on emerging technologies.

**Greg Sprehe, EMBA '91**, is president of Com-Pac International, a manufacturer of custom-packaging solutions through its medical and industrial divisions.

**Gautam Agarwal, MBA '92**, New Delhi, works in water-well drilling and financial syndication. He would like to talk to alumni interested in pursuing related business opportunities in India.

**Michael Borgna, BSBA '92**, O'Fallon, MO, is vice president and chief financial officer for Dataz Corp.

**Darrell Butler, MBA '92**, Orlando, FL, runs BC Innovations, a consulting business that specializes in diversity, empowerment and the work environment. He is back east with his wife, Jackie, and daughter Kai-Lee, 2, after a year and a half in Visalia, CA. www.bg-inc.com

**Lesley Reid Corydon, MBA '92**, Fair Haven, NJ, has been with JPMorgan Chase for eight years and is the leader of its retail home mortgage marketing team. lesley.r.corydon@chase.com

**Anthony Ferguson, MBA '92**, is CEO and founder of Cacao Anasa. The three-year-old company specializes in exotic artisan chocolates – from lemongrass truffles to masala chai and curry truffles.

**Jordan Forman, BSBA '92**, Roswell, GA, is an attorney with the law firm of Kaufman, Miller & Sivertsen in Atlanta. Forman and his wife, Jodi, have two sons: Joshua, 3, and Jared Daniel, who was born on Nov. 12, 2006. jbf@kauflaw.net

**Tracy Roe Haffner, AB/MBA '92**, has joined Avon Products Inc. as executive director, U.S. skincare.

**John Howell, MBA '92**, St. Louis, works for Enterprise Rent-A-Car Co.'s marketing team. He and his wife, Virginia, JD '92, have three children: Jack, 13; Ford, 10; and Gini, 5. They also have a rabbit, a hamster and two dogs. john.m.howell@erac.com

**Jennifer Gladstone Peljovich, BSBA '92**, Baltimore, anchors the weekday morning show for WBFF-TV in Baltimore. She and her husband, Alan, are expecting baby number two, who joins older brother, Ryan, 3. www.foxbaltimore.com

**Scott Casey, MBA '93**, Chester Springs, PA, launched another product line through Vistacom Information Systems Inc. in fall 2006 and moved to a larger office in February 2007. Casey has four children: Emelie, 4; Ethan, 3; Samuel, 2; and Annika, 11 months. He had a fabulous 40<sup>th</sup> birthday in 2005 and wishes Steve Hughes a belated happy birthday for Hughes' 40<sup>th</sup> on July 12, 2006. Casey is looking forward to seeing classmates at the 15<sup>th</sup> Reunion in 2008 – he says he'll be the one carrying the diaper bag.

**Robert Cohen, MBA '93**, Plano, TX, was promoted to president and CEO of Armstrong Cabinet Products, a division of Armstrong World Industries (AWI) in August 2006. He previously had been the division's vice president of finance and strategy. rmcohen@armstrong.com

**Joseph Ellner, MBA '93**, and **Michele Ellner, MBA '93**, Milwaukee, have started a Relax The Back franchise. Relax The Back has more than 100 stores nationwide and offers the widest range of innovative back, neck and sleep-related products available, along with personalized service designed to meet the individual needs of every client. They also stay busy with their three children: Zach, 7; Molly, 5; and Alex, 1.

**Kevin Flaherty, BSBA '93**, Mercer Island, WA, is vice president of marketing for Wetpaint in Seattle.

**Amy Lee, MBA '93**, Kowloon, Hong Kong, is director of business and consumer insights at Coca-Cola Beverages Ltd. in Shanghai, China.

**Donna Lucchesi, MBA '93**, Scottsdale, AZ, is principal of Lucchesi Business Consulting. She lives with her husband, Lane Goodwin, and two daughters, Riley and Sarah. dlucchesi@cox.net

**Rob Rosenfeld, BSBA '93**, and **Eileen Sharkey, BSBA '94**, Highland Park, IL. Eileen is in marketing at Kraft Foods and Rob has a new position as an investment banker with BMO Capital Markets. They welcomed son Andrew Ethan into the family on February 10. He joins brother Max.

**John Stallings, MBA '93**, has been promoted to CEO and president, Triangle region for SunTrust.

**Paul Sumner, MBA/JD '93**, has joined NewGround, a design/build and retail-services firm that focuses on the financial industry, as vice president of consulting.

**Ted Tudor, MBA '93**, Menlo Park, CA, is co-founder of Web site UCodit.com that provides a search engine for open-source

code. He also envisions his site becoming the marketplace for selling proprietary code.

**Nicole (Cool) Delimitros, BSBA '94**, St. Louis, is regional manager at Lincoln Financial Group. She lives with her husband, **Jason, BSBA '95**, a vice president at Centene Corp. Along with son, Drew, 3, they welcomed Megan Kathleen into their family on Dec. 20, 2006. jdelimitros@centene.com or nicole.delimitros@lfg.com

**Dudley "Barney" Dill, MBA '94**, Edwards, CO, has been appointed Eastern U.S. sales director at Resort Technology Partners, a Web design and development company that specializes in resorts, high-end real estate and parks and attractions. He is married and has two dogs.

**Robert Freund, MHA/MBA '94**, was honored with the Healthcare Heroes Award in the Public Policy category, an award sponsored by the *St. Louis Business Journal* and Scrubs & Beyond. As CEO of the St. Louis Regional Health Commission, Freund helped form the St. Louis Integrated Health Network that gives underinsured residents better access to health care.

**Dorothy (Dorton) Kittner, MBA '94**, St. Louis, returned to Olin as the new director of corporate relations. Kittner is developing a strategic process to deepen Olin's corporate relationships and provide value to both the business school and its corporate partners. She and her husband, Joe, have four children: Jack, Joshua, Clark and Kennedy. Her husband is president of his own company, Update Systems. kittner@wustl.edu

**Mark Lewis, MBA '94**, St. Louis, joined Advantage Capital Partners in the firm's Investment Group. The private equity firm invests in promising companies in conjunction with federal, state and local economic development efforts.

**Chet Robinson, MBA '94**, Dayton, OH, is marketing communications manager at Teradata, a division of NCR Corp. He has been married for 10 years to Kyra, an academic counselor at Wright State University. His daughter, Kennedi Grace, was born in May 2006. Robinson has published five novels through Random House/Villard and Penguin/New American Library under the pen name C. Kelly Robinson, including "No More Mr. Nice Guy" and "The Strong, Silent Type."

**Rick Ryan, EMBA '94**, is vice president of the Drug Discovery business unit for the Bioscience Division of Millipore, headquartered in St. Charles, MO.

**Kelli Washington, BSBA '94**, received her MBA from Yale University in May. She works in the endowment investment office at Bowdoin College in Brunswick, ME.

**Zulkifli Zaini, MBA '94**, Jakarta, Indonesia, has been assigned as managing director/SEVP and member of the board of Bank Mandiri, Indonesia's largest bank.

**Penny Bemus, PMBA '95**, is vice president, business development with Centric Health Resources. In this role, she will help develop and execute the company's plans to expand its business presence in the biopharmaceuticals industry. Previously, Bemus was chief financial officer and managing partner with Legacy Pharmaceutical Packaging.

**Andrew Bonanno, MBA '95**, New York, joined American Capital Strategies as the head of originations in November 2005. He and his wife, **Dorinda, MBA '95**, have

three daughters: Blakesley, and twins, Campbell and Amelie, who were born on Aug. 4, 2006.

**Thomas Egan, MBA '95**, New York, runs Egan Wealth Group and Egan Law Group, financial, tax and legal-advisory firms. He married Rebecca J. Noack in Oswego, IL, on April 29, 2007.

**Cary Goldstein, BSBA '95**, New Rochelle, NY, is vice president of hedge fund consulting with Merrill Lynch's Global Markets Financing and Services division. He and his wife, Eve (Loren) Goldstein, AB '94, celebrated their 10th wedding anniversary this summer and are expecting the birth of their third child, who will join Sara, 4, and Andrew, 2. caryian@optonline.net

**Dan Groneck, MSME '90/MBA '95**, was appointed director of program integration at AeroStructures Manufacturing and Support Technologies (AM&ST), after serving as the acting director for six months. AM&ST is part of The Boeing Co. Groneck is responsible for coordinating technology strategy across AM&ST and ensuring its linkage to the enterprise. He joined The Boeing Co. in 1986 and has broad engineering experience in developing and transitioning technologies, as well as in program management.

**Tom Kelly, MBA '95**, Charlotte, NC, is an executive compensation consultant and practice leader for Watson Wyatt Worldwide. He and his wife, Monti, have three children: Meghan, 9; Andrew, 3; and Sarah, 2.

**Justine MacDonald, EMBA '95**, St. Louis, works for Sigma-Aldrich as vice president of supply chain. She would love to hear from other alumni.

**Stephen Newell, PMBA '95**, St. Louis, works for Host Analytics Inc.

**Roger Nieves, MBA '95**, Hawthorne, CA, is a senior vice president with Pacific Investment Management Co. (PIMCO) in Newport Beach, CA. He would love to hear from his classmates.

**Eric Nottonson, MBA '95**, Boston, was promoted to senior vice president of retirement services marketing at Fidelity Investments. Eric and his wife, Kim, have four children: Ben, 10; Max, 9; Anna Kate, 6; and Eli, 6.

**Natasha (Edwards) Pallan, BSBA '95**, New York, is a senior associate in corporate finance at Prudential Financial. She and her husband, Kamal, have a son, Vikram, who was born on Feb. 23, 2007. Pallan would love to catch up with other alumni in the New York area. natasha\_wgoi@yahoo.com

**Bruce Ray, MBA '95**, San Luis Obispo, CA, was named chief financial officer of The Tribune in San Luis Obispo.

**Sally Roth, EMBA '95**, was promoted to president of the St. Louis area for Regions Financial Corp. She leads all banking operations in 69 branches and five counties.

**Alejandro Ruelas, EMBA '95**, is chief marketing officer of LatinWorks, an advertising agency that specializes in the Hispanic market. TiVo named "Classroom," a spot the agency developed for Anheuser-Busch Cos. Inc., as the most watched Super Bowl ad of 2007. *The Wall Street Journal* poll rated the same commercial as the best Super Bowl ad.

**Julie Tucker, MBA '95**, San Francisco, is co-founder and co-publisher of SmartsCo, a



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specialty publishing company that creates learning guides and games. Tucker is a recipient of the Make Mine a \$Million entrepreneurship award from Count Me In and OPEN by American Express and is featured in a national television, radio, print and Web advertising campaign for American Express's small business services. Tucker married Eric Legrand on April 21, 2007.

**Galia Velimukhametova, MBA '95,** London, works for King Street Europe.

**Clinton Wolf, MBA '95,** Chicago, has been appointed regional director of product management at United Healthcare. He is responsible for product management and development for commercial lines of business in 12 Midwestern states.

**Dr. Mary Jo Gorman, EMBA '96,** St. Louis, has been named CEO of Advanced ICU Care, a medical-services company that provides remote critical care monitoring services.

**Jen (Rodi) Hoglin, MBA '96,** Park City, UT, works for Sprout Marketing, a consulting company based in Salt Lake City. She and her husband, Dennis, who works for Boston Scientific, have four children: Bailey, 8; Lauren, 5; Andre, 5; and Wesley, 5. When not working, Jen is hiking, skiing, or playing soccer – anything outdoors in the beautiful mountains. They say they would love to have visitors!

**Stewart Hsu, BSBA '96,** San Francisco, is a full-time real estate entrepreneur, investing in apartment complexes with more than 100 units. [stewhsu@yahoo.com](mailto:stewhsu@yahoo.com)

**Robert Nelson, BSBA '96,** Houston, joined ConocoPhillips as a senior staff analyst in May 2006, working in finance & performance analysis of heavy oils.

**Mark Satisky, BSBA '96,** Atlanta, works for Morgan Keegan in the investment banking group. He, his wife, Elana, and daughter, Ava, relocated from New York. [mark.satisky@gmail.com](mailto:mark.satisky@gmail.com)

**George Van Antwerp, MARCH/MBA '96,** St. Louis, has joined Talisen Technologies, a technology-services company, as vice president. He develops and leads a business-process management practice.

**Christine (Sur) Dalton, MBA '97,** Oak Park, IL, is a director at Navigant Consulting Inc.

**Gary Fitzmire, EMBA '97,** St. Louis, is vice president and program director of The Boeing Co.'s Directed Energy Systems (DES). He has presented one-hour programs on creativity at the University of California, Berkeley, and the University of Illinois.

**Osamu Hirose, MBA '97,** Nagaokakyo-shi, Kyoto, Japan, is general manager, legal for Japan Tobacco Inc. in Tokyo.

**Jacob Licht, MBA '97,** is associate director of corporate development for Emergent BioSolutions. He changed jobs to return to a company that made and developed drugs.

**Laurence Rukin, BSBA '97,** New York, joined HSBC Capital (USA) Inc. as controller. He previously worked for Goldman Sachs in accounting.

**Kerry (Soffar) Kaplan, BSBA '97,** South Riding, VA, is an account director with the Corporate Executive Board in Washington, D.C. She was married on March 10, 2007.

**Amy Chan, BSBA '98,** founded Simple Memory Art, a company that designs

home products with science-related themes – including the solar system, weather, dinosaurs, the periodic table and metamorphosis – to enhance children's learning. [www.simplememoryart.com](http://www.simplememoryart.com)

**Carlos Cojulun, MBA '98,** Agoura Hills, CA, launched Ascension Mortgage Inc. in December 2005. The firm is a full-service mortgage loan brokerage that arranges financing for high-end residential and commercial real estate transactions throughout the United States. He, his wife, Michele, and children Lauren, 9; Jessica, 7; and Christian, 5, relocated back home to Southern California in May 2004.

**Tony Creanza, MBA '98,** Greenwood Lake, NY, works in the commercial middle-market niche (companies with \$10 million to \$250 million in revenues) for JPMorgan Chase as a relationship manager. In this position, he works with various product partners in treasury management, financing, leasing and international trade, among others. Since October, he has helped former Bank of New York clientele prepare for conversion to Chase banking systems.

**Robert Dircks, BSBA '98,** Deephaven, MN, works in marketing at General Mills. His wife, Amy (Clugh), AB '97, works in financial planning at CherryTree, a wealth-management firm. They have two children: Leo, 2, and Julia, who was born Dec. 1, 2006.

**John Holmes, EMBA '98,** joined the Port of Los Angeles as director of operations. The Port of Los Angeles is the nation's leading container port and is crucial to the functioning of the international supply chain.

**Heather (Rogers) Karimi, MBA '98,** Broomfield, CO, works at ACS Global Learning, overseeing all services and solutions provided to parent company, ACS. She, her husband, Stan, and son, Lleyton, welcomed Madelynn Rose to the family on Dec. 18, 2006.

**Danny Meidan, MBA '98,** San Francisco, has joined Barclays Global Investors as a portfolio manager.

**Adam Meister, BSBA '98,** Baltimore, is running for a seat on the Baltimore City Council from the 11<sup>th</sup> District. [www.AdamMeister.com](http://www.AdamMeister.com)

**Hiroshi Oinaga, MBA '98,** Hanoi, Vietnam, has held various jobs in Asia. He and his family – Motoko, Shizuka and Masaru – have lived in Tokyo and Penang, Malaysia in addition to Hanoi. They say they miss St. Louis. [hiroshioinaga@nifty.com](mailto:hiroshioinaga@nifty.com)

**Sibel Raif, MBA '98,** Istanbul, Turkey, was promoted to marketing director of Kraft Foods. She joined the company as a brand manager in 2000 and has held several positions in the marketing department.

**Todd Sanders, MBA '98,** Chicago, has joined Harris Investment Management as the head of Small-Cap Equity Management.

**Brent Sobol, BSBA '98,** Atlanta, launched Toro Properties Group, a multifamily real estate investment and property-management firm. He also is the young alumni chairperson for Atlanta.

**Carrie Stevens, MBA '98,** Bethesda, MD, is director of sales for Caspari Inc. She married John Darling, a patent attorney, on Oct. 28, 2006, in her hometown of Greenwich, CT. Alumni **Kate Browne, MBA '99,** **Jamie Allen, MBA '99,** and **David Wainwright, MBA '98** were there, making the weekend perfect – except for

the horrible weather that kept **Peggy Reilly Tharp, MBA '98,** from attending.

**Stanley Thomas, MBA '98,** St. Louis, returned to St. Louis after six years in Dallas, with his wife, two daughters and a miniature dachshund. [stthomas@alum.wustl.edu](mailto:stthomas@alum.wustl.edu)

**Eli Varol, MBA '98,** Chicago, started a new job at CB Richard Ellis. He is married and has two sons, Jacob and Daniel.

**Joanna (Lipsitz) Warden, BSBA '98,** Arlington, VA, designs Kaiser Permanente's nationwide electronic medical record system. She was married to Andrew Warden, AB '98, on Nov. 11, 2006, in Baltimore. He is an attorney at the U.S. Department of Justice. [joanna.warden@yahoo.com](mailto:joanna.warden@yahoo.com)

**Mitchell Whiteman, BSBA '98,** Baltimore, works at Brown Advisory, an investment management and brokerage firm. He is an active member of the community and is on the board of the Knowledge is Power Program Baltimore, a public charter school in the city.

**Dr. Shyam Bishen, PMBA '99,** Basking Ridge, NJ, was appointed vice president of corporate development at Ranbaxy. Bishen is responsible for corporate business development, licensing and alliance activities. Bishen previously worked with Henry Schein in New York, Pharmacia/Pfizer in New Jersey, Procept Inc. in Boston and the Medical University of South Carolina in Charleston.

**Lori Coulter, MBA '99,** St. Louis, founded Lori Coulter TrueMeasure. *Apparel Magazine* named her one of 10 2006 All-Star Award winners. The firm uses an advanced digital-measurement system to create custom-designed women's swimwear that is sold at Macy's department store in St. Louis and will be available at Macy's in Castleton, IN.

**Michael Cousin, MBA '99,** Frisco, TX, was named Johnson & Johnson's Account Executive of the Year in 2006. Cousin and his wife, Kim, welcomed daughter, Hannah Elaine, to the world in November 2006.

**Melissa Esmundo, BSBA '99,** New York, joined Prophet, a brand-consultancy firm. She graduated with an MBA from the Leonard N. Stern School of Business at New York University in May 2007.

**Stephen Feldman, BSBA '99,** Raleigh, NC, practices business law at boutique firm Ellis & Winters. His wife is a reporter for the Raleigh-based newspaper, *The News & Observer*. They moved to the Research Triangle in North Carolina one year ago. Feldman would love to hear from any Olin graduates in the Triangle! [stephen.feldman@elliswinters.com](mailto:stephen.feldman@elliswinters.com)

**Brett Fleshman, BSBA '99,** St. Louis, is associate director of marketing for KV Pharmaceutical, a specialty company focused on drug delivery. He previously spent eight years in Boston marketing medical devices for Genzyme Biosurgery. [brettfleshman@hotmail.com](mailto:brettfleshman@hotmail.com)

**Scott Greenfield, MBA '99,** Portland, OR, is a mergers and acquisitions finance manager for Intel Corp.

**Gary Hawes, EMBA '99,** Salt Lake City, opened the city's first Wirth Business Credit franchise. The franchise provides local small businesses with financing options through its flexibility, speed and personal approach.

**Michael Jenny, MBA '99,** Chicago, was promoted to vice president in Houlihan Lokey's industrial mergers and acquisitions group, focusing on metals and industrial transactions. [mjenny@hlhz.com](mailto:mjenny@hlhz.com)

**Jonathan Kessler, MBA '99,** Orlando, is living in Florida.

**Patricia (Meyer) Korando, AB '86/EMBA '99,** St. Louis, is quality director of Express Scripts Inc., leading the deployment of Lean Six Sigma for the Client and Patient Services division. [gpkorando@sbcglobal.net](mailto:gpkorando@sbcglobal.net)

**Michael Kotowski, BSBA /MSBA '99,** Arnold, MO, was promoted to senior manager of PricewaterhouseCoopers in St. Louis. He married Erica Morton in the summer of 2006.

**Thomas R. Kurtz IV, MBA '99,** Canton, CT, joined the Hartford Financial Services Group as assistant vice president, workplace resources. Kurtz previously worked for Booz Allen Hamilton. Kurtz is responsible for the strategic planning, transactions and project management for the company's corporate real estate portfolio.

**JoAnne Levy, AB '83/JD '86/MBA '99,** St. Louis, was promoted to vice president of logistics for Mallinckrodt Pharmaceuticals, a division of Tyco Healthcare. She manages customer service, transportation, distribution, compliance, planning and scheduling, and sales and operations planning for the \$1.2 billion pharmaceutical business. She is a Girl Scout leader and serves on the board of directors for Temple Israel, the Kahn Foundation, Forest Park Forever and the Saint Louis University Consortium for Supply Chain Management Studies. She and her husband, Jim Thomeczek, an attorney, have five children: Samantha, a sophomore at Xavier University; Jake, a high school freshman; Jerry, a seventh-grader; Mari, a fifth-grader; and Josh, a kindergartener, and two dogs.

**Greg Newman, PMBA '99,** CFA, CIMA, is vice president and senior portfolio manager for Northern Trust in Arizona. He manages investment portfolios for high-net-worth individuals, trusts, foundations, endowments and pension plans. Newman was a recipient of the "40 Under 40" award from the *Phoenix Business Journal*. [gmn1@ntrs.com](mailto:gmn1@ntrs.com)

**Uichi Okina, MBA '99,** works for Terumo Corp., a leading medical-device company in Japan, and is responsible for mergers and acquisitions and business alliances.

**Terese Friel Portell, MBA '99,** and her husband, **Greg, MBA '99,** welcomed a daughter, Virginia "Jenna" Brooke on July 15, 2005. Portell left her strategy consulting position with IBM to stay home full time. Greg was promoted to principal at A.T. Kearney in 2005.

2000s

**Danielle K. Bateman, BSBA '00,** Philadelphia, received her MBA from Wharton at the University of Pennsylvania in May 2007. She is director of player services at Philadelphia Park Casino.

**Brian Carlson, BS '95/MBA '00,** Chicago, is vice president of procurement for InnerWorkings.

**Rob Cipperman, MBA '00,** accepted a position as six sigma master black belt/business development manager for 3M Aerospace.

**Shalen (Riswadkar) DuFaux, MBA '00,** Orchard Park, NY, joined AAA of Western and Central New York as the business planning manager for travel. She welcomed son, Liam, into the family in March 2005.

**Travis Hacker, PMBA '00,** Naperville, IL, is national remarketing manager for Porsche Financial Services.

**Brooke Hampshire, BSBA '00,** New York, accepted a position as quality manager and editor in the German language department of a major translation firm.

**Thanit Khoosuwan, MBA '00,** Bangkok, Thailand, is general manager with Emerald Mines (Thailand) Ltd.

**Antoine Liddell, EMBA '00,** La Place, LA, was appointed to the position of plant controller at Monsanto Co.'s Luling, LA, plant.

**Michael Mason, PMBA '00,** University Heights, OH, was promoted to senior vice president, commercial real estate team leader for FirstMerit Bank in Cleveland. He and his wife, Polly, have two boys under the age of 3.

**Mike McClure, MBA '00,** Fort Smith, AR, is director of global strategic reimbursement at Smith & Nephew Orthopedics.

**J.P. Niemann, PMBA '00,** Charlotte, NC, works for Wachovia as a senior trader in the structured-fixed-income group. He and his wife, Suzy, married last year.

**W. Patrick O'Neal, PMBA '00,** Canton, MI, transferred from his position as senior account manager, national accounts at General Motors Acceptance Corp. (GMAC) in Detroit to GMAC operations manager of commercial lending in Philadelphia.

**Jason Ryan, MBA '00,** is assistant professor of management at Saint Louis University's Madrid campus, where his wife, Sari Silavanto-Ryan, teaches marketing. Ryan earned his PhD from the Smurfit School of Business in Dublin, Ireland, and previously worked as a product manager at Sigma-Aldrich. Daughter, Cecilia Anna, was born July 2005.

**Dora (Keeven) Smith, MBA '00,** St. Louis, works for UGS.

**Erica Waxman, BSBA '00,** Hoboken, NJ, is a merchandiser with AnnTaylor.com. [waxmane@yahoo.com](mailto:waxmane@yahoo.com)

**Steve West, MBA '00,** St. Louis, is a senior research analyst at A.G. Edwards.

**Laura Wolf, BSBA '00,** Culver City, CA, completed her MBA at the University of Southern California's Marshall School of Business in May. She and her fiancé will marry in summer 2008.

**Shan Yue, BSBA '00,** was promoted to senior associate in the Hong Kong office of Business Development Asia. He formerly was an associate in the New York office.

**John Busbice, MBA '01,** Richmond, VA, was promoted to principal with IMS Consulting, a division of IMS Health. He and his wife, Caroline, have a son, Jack.

**Wei Che Chang, MBA '01,** San Jose, CA, is finance business manager at Cisco Systems Inc.

**Kevie Hendrix, MBA '01,** St. Louis, works with The Boeing Co. in the international business development group, specializing in Kuwait industrial offset management.

He also owns and manages the National Material Supply Co., serving as a distributor of general industrial MRO products and supplies. Hendrix would like to reconnect with any classmates interested in pursuing new business ventures. [www.nmsupply.com](http://www.nmsupply.com)

**Jason Hoberman, BSBA '01/MBA '06,** Memphis, TN, was named vice president, business development for First Horizon National Corp. He and his wife, Michelle, have a new son, Ari Seth, who was born on July 5, 2006.

**Barth Holohan, MBA '01,** St. Louis, is president and founder of Continuum, a local home health-care company for the elderly. It distinguishes itself by following a social work model, where each client is assigned a trained social worker who provides optimal care. The company's success resulted in Holohan being named a 2005 finalist for Ernst & Young's Midwest Region Entrepreneur of the Year award. He also was included in the *St. Louis Business Journal's* 2007 "40 Under 40" and was awarded the 2007 Stewardship Award from SSM Health Care.

**William Keller, MBA '01,** St. Louis, is director, development projects for Reuters.

**Jason Kron, MBA '01,** Atlanta, is director, RMBS/ABS at SunTrust Robinson Humphrey.

**Jason Liu, MBA '01,** Beijing, started his own business last year. His wife, Theresa, works at DuPont. He says he would love to hear from alumni visiting Beijing. [jasonfliu@yahoo.com](mailto:jasonfliu@yahoo.com)

**Hiroaki Naruoka, MBA '01,** is director of Hakuhodo DY Holdings in Japan.

**Tetsuto Okuda, MBA '01,** Tokyo, is senior product manager for clinical chemistry marketing at Ortho-Clinical Diagnostics, a Johnson & Johnson company.

**Daniel Papajcik, BSBA '01,** joined the U.S. Army JAG Corps in 2004. After serving as special assistant to U.S. attorney and contract attorney advisor at Redstone Arsenal, AL, he will join the Military Entrance Processing Command as a trial counsel attorney. This position will transfer him to Chicago, where he will be reunited with his wife, Jessica Newman, AB '01, who is at Northwestern University's Feinberg School of Medicine. [daniel.papajcik@us.army.mil](mailto:daniel.papajcik@us.army.mil)

**Steve Paris, MBA '01,** Moscow, relocated and accepted the position of marketing manager at Nestlé. [steve.paris@ru.nestle.com](mailto:steve.paris@ru.nestle.com)

**Alexander Pavlov, MBA '01,** Houston, is credit originator at BP Energy Co.

**Jeffrey Pozzi, MBA/MIM '01,** Washington, D.C., is an assistant general counsel with Deloitte & Touche. He and his wife, Jessica, have a 2-year-old son, and they enjoy traveling in their free time.

**Oscar Rojas, MBA '01,** Metepec, Mexico, is chief financial officer and country controller for Capgemini Mexico. Rojas previously worked for IBM and Cendant Corp. He and his wife, Monica, have two boys: Santiago, 3, and Bruno, 5.

**Bryan Rukin, BSBA '01,** was promoted to vice president at Goldman Sachs.

**Justin Silver, BSBA '01,** Cambridge, MA, finished his first year at Harvard Business School and worked for New Enterprise Associates during the summer, focusing

on life-sciences venture capital financings. [jsilver@mbazoo8.hbs.edu](mailto:jsilver@mbazoo8.hbs.edu)

**Ron Stach, PMBA '01,** Oakland Township, MI, is general manager of dealer development for Volkswagen of America.

**Scott Weiss, BSBA '01,** New York, was promoted to assistant director at Studley Inc., a commercial real estate brokerage firm. Weiss was part of the team that won the prestigious Real Estate Board of New York's Most Ingenious Deal of the Year for the redevelopment of New York Law School's 500,000-square-foot Manhattan campus. [sweiss@studley.com](mailto:sweiss@studley.com)

**Shaun Arora, BSBA '02,** Santa Monica, CA, serves on the advisory board of two nonprofit companies: Stoked Mentoring and Sat Naam Arts Center, in addition to his job managing various projects at Natel. He trained for the AIDS/LifeCycle 6, a bike ride from San Francisco to Los Angeles, and is recovering from a serious skateboarding injury.

**Chad Brand, BSBA '02,** St. Louis, founded Peridot Capital Management a registered investment advisor that manages investment portfolios for individuals and small businesses. [chad@peridotcapital.com](mailto:chad@peridotcapital.com) or [www.peridotcapital.com](http://www.peridotcapital.com)

**Lee Fixel, BSBA '02,** works for Tiger Global Management, focusing on emerging markets. The company invests in small, online job-placement companies in the vein of Monster.com.

**Edmund Hung, BSBA '02,** Beijing, founded Maverick China Research. The firm helps companies gather information on China markets and provides market-entry services. It also publishes market reports on the country's emerging technology sectors. Hung travels back to San Francisco every year. [edmund.hung@maverickchina.com](mailto:edmund.hung@maverickchina.com)

**April (Mickens) Jolly, BSBA '02,** Atlanta, is in the MBA program at Georgia State University. She previously was a retail buyer at Macy's. Jolly and her husband, Andwale, married in September 2006.

**Sarah Lipman, BSBA '02,** Miami, works at The Ritz-Carlton in Key Biscayne, FL. She graduated from Cornell University with an MBA from the Johnson School and a Master of Management in Hospitality (MMH) from the School of Hotel Administration.

**Alaina Macia, MBA '02,** and **Daniel Macia PMBA '04,** St. Louis. Alaina is CEO and president of MTM Inc. Daniel was promoted to senior planning analyst at Anheuser-Busch Cos. Inc. Their daughter, Arianna Danielle, was born on April 16, 2006. [www.mtm-inc.net](http://www.mtm-inc.net)

**Patrick Moran, MBA '02,** and **Natalia Moran, MBA '02,** New York. Patrick is a market-risk manager with Bank of America. He won the Spirit Award of Excellence, the bank's most prestigious honor. It's given to the top 1 percent of employees annually for significant results and productivity gains achieved during the year. Natalia moved to RBC Capital Markets to assist covering stocks in the specialty retail sector.

**Ted Myles, MBA '02,** Boston, was promoted to senior vice president of finance and chief financial officer of Pressure BioSciences Inc., an early-stage life-sciences company in February 2007. He and his wife, Tamara, have a daughter, Isabella, and a son, Edward Seymour, who was born on Feb. 2, 2007. [tmyles@pressurebiosciences.com](mailto:tmyles@pressurebiosciences.com)

**Danielle (Parker) Pollack, BSBA '02,** Chicago, works as an office manager for Citigroup. Her husband, Brian, earned his MBA from Columbia University and works in real estate finance. They were married on June 26, 2005, in Long Island, NY. [mydiego@hotmail.com](mailto:mydiego@hotmail.com)

**Katherine (Michalski) Rist, BSBA '02,** Madison, WI, is a commercial real estate attorney at Foley & Lardner. [krist@foley.com](mailto:krist@foley.com)

**Jeremy Ross, BSBA '02,** San Diego, has been named assistant general manager at Westfield.

**Steven Spizer, BSBA '02,** Sydney, Australia, works with Citigroup's Global Consumer Bank and has been promoted to head of operations and customer excellence within the Credit Operations division.

**Armond Stewart, BSBA '02,** Winston-Salem, NC, graduated with an MBA in 2006 and accepted an invitation to participate in a six-month Leadership Development Program through Branch Banking and Trust (BB&T), a financial-holding company. At the completion of the program, Stewart will relocate to Washington, D.C., as a business services officer and will specialize in the financial needs of small businesses. Stewart will provide advice, guidance and financial analysis. He says he looks forward to reconnecting with other alumni in the area.

**Jake Sturdy, MBA '02,** St. Louis, joined Thompson Street Capital Partners as vice president in November 2006. Previously, he was vice president of corporate development for Cequel III. He and his wife, Kirsten, and son Gannon Jacob welcomed son Graysen Dietrich to the family on June 8, 2006.

**M. Sean Vicente, EMBA '02,** Des Moines, IA, was promoted to audit partner of KPMG, a global accounting and advisory firm. He leads the company's insurance practice in the Des Moines office. Previously, he participated in KPMG's Vice Chair 50 program, where 50 senior managers completed 18 months of leadership training.

**Richard Williams, EMBA '02,** is vice president and deputy to the president for Boeing Australia Ltd.

**Julie Zhang, BSBA '02,** Shanghai, China, is program director for the Shanghai office of AFS Intercultural Programs. She helps achieve "peace through intercultural understanding" and enjoys business trips to the Tibetan Plateau and Europe. Zhang previously worked in finance in New York. She would love to meet up with any Olin alumni traveling to Shanghai. [julie.zhang@afs.org](mailto:julie.zhang@afs.org)

**Dennis Berger, EMBA '03,** Hinsdale, IL, was promoted to senior vice president, coworker services, and chief co-worker services officer for CDW.

**Chris Braig, MBA '03,** and **Thuy Vi, MBA '03,** St. Louis. Chris is a research analyst at A.G. Edwards, after working for the MedTech research group Piper Jaffray in Minneapolis. Thuy works in strategic marketing for specialty import beers at Anheuser-Busch Cos. Inc. and held a marketing position at 3M. They have a daughter, Regan.

**Karen Branding, EMBA '03,** St. Louis, is associate dean and director of marketing and communications for Olin Business School.



CLASS NOTES

**Jeremy Brenner, BSBA '03**, St. Louis, was named director, business solutions for Human Resource Management Corp. in 2006 and serves as the firm's senior sales and marketing executive. He was named vice president of the AmeriCorps St. Louis Junior Board.

**Bob Briggs, EMBA '03**, San Antonio, is a money manager for the Surgeon General of the U.S. Army.

**Manish Chandak, PMBA '03**, was promoted to president of Quilogy Inc.

**Eric D. Coonrod, BSBA '03**, Los Angeles, joined The Mercanti Group, a boutique investment bank, as an associate in the Mergers and Acquisitions group.

**Elizabeth Deal, EMBA '03**, celebrated the five-year anniversary of her business, Vellum, in May. Vellum specializes in invitations, stationery and gifts.

**Jackie Fessler, MBA '03**, Denver, works for The Boeing Co.

**Chris Gannett, MBA '03**, New York, was promoted to senior director, strategic marketing and business development for Sony BMG corporate. He is responsible for developing and recommending projects across more than 20 record-label operating divisions. Gannett previously worked as vice president and general manager for Citigroup Corporate & Investment Bank in its Global Payments business. He and his wife, Lisa, AB '01, were married on July 22, 2006, in Dallas. Lisa was promoted to manager at McKinsey & Co.

**James Hajjar, MBA '03**, was promoted to increase the global presence of The Hartford Group in South America. He has had a great two years in Brazil and is engaged to a native Brazilian. His fiancée and two daughters welcome anyone in the area to visit them. hajjar\_james@yahoo.com

**Pete Herder, PMBA '03**, Portland, OR, accepted a position as manufacturing division manager with Hydra-Power Systems Inc. His family has settled in, and they love the city.

**Dan Jenkins, MBA '03**, St. Louis, serves as director of communications and public affairs for Solutia Inc. Jenkins and his wife, Sue, were proud to announce the birth of Isaac Jacob on March 7, 2007. Isaac Jacob joins siblings Emma and Caleb. ddjenk@solutia.com

**Christopher Keller, MBA '03**, St. Louis, joined Summit Strategies in January as a member of the Private Equity and Venture Capital Manager Research group. He completed his Chartist Financial Analyst testing in June 2006. The Kellers have three children: Max, 5; Sasha, 3; and Graham, 2. c\_keller@summitstrategies.com

**Jason Kley, MBA '03**, was named advisor at Vector Wealth Management in Minneapolis. Kley previously was a manager at Union Pacific Railroad in Omaha, NE.

**William Lockwood, PMBA '03**, St. Louis, is a financial advisor for Edward Jones Investments in St. Peters, MO.

**Richard Maltsbarger, PMBA '03**, Mooresville, NC, was promoted to vice president of research for Lowe's Cos. Inc., the \$47 billion home-improvement retailer. He leads all global market and consumer research and analytics. He and his wife, Fara, have two children, Annabelle and Jackson. richard.d.maltsbarger@lowes.com

**Gordon McRae, EMBA '03**, St. Louis, was promoted to manager of financial accounting for Emerson, specializing in acquisitions-related purchase accounting. He and his wife, Nicole, had their first child, Miranda, in May. gordon.mcrae@emrsn.com

**Braxton Miller, EMBA '03**, Glendale, CA, joined Nestlé USA as a senior treasury analyst. He encourages any alumni in the Los Angeles area to contact him. braxtonmiller@gmail.com.

**Gideon Ozik, MBA '03**, joined Societe Generale Alternative Investments in France as a hedge fund manager.

**Melinda Prescher, MBA '03**, Minneapolis, was honored by her undergraduate alma mater, the University of Minnesota, with the College of Liberal Arts' Alumni of Notable Achievement award in March. She and Jennifer Rettig welcomed Miller Michael into the world on Jan. 21, 2007.

**Kent Schultz, EMBA '03**, Eden Prairie, MN, joined the Consulting Service group of Cargill Animal Nutrition in Minnetonka, MN, as account manager.

**James Voss, EMBA '03**, was appointed president of Flexsys, the world's leading supplier of chemicals to the rubber industry.

**Sarah Sullivan Bigelow, EMBA '04**, Overland Park, KS, accepted a position as senior manager of planning and support for Merck. She has two young children, Suzanne Mary and Shannon Sullivan.

**Walker Deibel, MBA '04**, was promoted to vice president and minority owner of Corley Printing Co. The company specializes in the printing of catalogs, directories and soft-cover books and houses a full bindery, with warehouse and fulfillment capabilities at its St. Louis business. Deibel married Colleen Hill on June 10, 2006, at his family farm in DeSoto, MO.

**Elizabeth Marti, BSBA '04**, St. Louis, is international marketing "bear" for Build-A-Bear Workshop.

**Shaun Koiner, BSBA '04**, New York, was promoted to manager, business development of SI Digital. SI.com.

**Hideyuki Matsuda, MBA '04**, Tokyo, has become general manager for iSigma Capital, a venture capital and private equity fund.

**Bryan Muehlberger, PMBA '04**, has been promoted to director at Express Scripts Inc.

**Ami (Vincent) Newman, EMBA '04**, St. Louis, was promoted to senior manager, management reporting and analysis for the sales operations division of Anheuser-Busch Cos. Inc. She is responsible for Innovation Brands, Import-Craft-Specialty Brands and Ethnic Marketing analysis and reporting. She married Ben Newman on Nov. 11, 2006.

**Nekisha (Williams) Omotola, MBA '04**, New Orleans, is president of Equilibrium Marketing Inc., with former employer, Los Angeles-based 20th Century Fox Home Entertainment, as a client. Her new role is more strategic in nature and includes developing corporate promotional partnerships and reviewing and evaluating film projects for acquisition. She married Dr. Aaron Omotola on Sept. 2, 2006, at the Museum of Contemporary Art in Chicago. He is completing his residency in orthopedic surgery at Louisiana State University. Although they love their new

home, they miss living five blocks from the ocean.

**Steve Prewitt, MBA '04**, is chief operating officer for IT for Charles River Laboratories in Boston, overseeing all organizational and budgetary concerns for the \$1.2 billion clinical-research outsourcer. Previously, Prewitt worked in the Business Technology department at Pfizer in New York. steve.prewitt@crl.com

**Mark Pydynowski, BSBA '04**, St. Louis, is president of bionanotech start-up company Somark Innovations. The company won the 2005 Olin Cup competition and \$50,000 in seed funding and has raised \$2 million in equity financing from angels and strategic industry partners. Pydynowski has built a research and development team of 15 engineers, created international awareness via internet marketing and received three patents. He is on the board of directors for the United Way of Greater St. Louis and on the Steering Committee for the young professional group GenNext.

**Kathleen Quinn, BSBA '04**, Chicago, is a consultant for Accenture.

**Elizabeth (Schiller) Wainwright, BSBA '04**, St. Louis, is an animal health officer with the Missouri Department of Agriculture. She returned to graduate school in the fall and is studying epidemiology and zoonotic disease transmission. She married Will Wainwright in December 2004 in Holmes Lounge. ewainwright@u-city.net

**Patrick Sly, EMBA '04**, Newburgh, IN, works for Bristol Myers Squibb in Evansville, IN, where he is director of infant formulas. He and his wife, Jana, have two children, Lauren, 3, and Garren, 1.

**Steve Storgion, EMBA '04**, St. Louis, is an automation specialist with IBM Co.

**Anand Twells, BSBA '04**, was promoted to director of interior design for the Rainbow Village development. He uses the skills he learned at Olin to help craft creative motifs for this new Bay Area community. Anand loves the cultural blend and accepting environment San Francisco offers. He spends his evenings volunteering as a lifecoach for children at the local community center.

**Thomas White, PMBA '04**, completed his Executive Master of International Business (EMIB) degree at Saint Louis University. He and his wife, Cindy, are expecting their second child in September.

**Jeffrey York, MBA/JD '04**, joined Rabbitt, Pitzer & Snodgrass PC and is working in the firm's construction/architect professional liability groups. He focuses on design professional liability defense, which includes architects, engineers and land surveyors.

**Tatum Yount, BSBA '04**, Manhattan Beach, CA, was one of four CBS Outdoor account executives to win a 2006 MVP award. She received the award during the 2007 Annual Manager's Meeting in Phoenix.

**Douglas Bodde, MBA '05**, Bloomington, IN, is business development manager for the Indiana University Research & Technology Corp.

**Erica Colon, BSBA/BFA '05**, New York, was promoted to marketing supervisor of iN DEMAND Networks, named "Employee Most In Demand 2006" and was nominated for the Bernice Coe Award, a national Cable award for women in entertainment.

She received a full scholarship to UCLA to pursue an MBA in entertainment and media management.

**Paul Haacke, MBA '05**, Idaho Falls, ID, is senior vice president for Melaleuca Inc., specializing in international operations. He repatriated after spending four years in Shanghai, China, with his wife and five children.

**Kyle Hill, MBA '05**, Shanghai, China, started a position at PRTM, a management consulting firm, focused on supply chains and operations. Hill also is group manager for the Olin MBA LinkedIn group. He invites anyone in the area to contact him. kyhill@gmail.com

**Rachel Hochheiser, MBA '05**, Los Angeles, is southwest area executive director for BBYO Inc., and fiancé, **Scott Schwartz, JD/MBA '04**, is a corporate attorney for Manatt, Phelps & Phillips. hochheiser@wustl.edu

**Michael Jansma, PMBA '05**, is a product line manager with American Power Conversion.

**David Kaufman, MBA '05**, Denver, is a senior analyst at Watson Wyatt Worldwide.

**Taewoo Kim, MBA '05**, Muscatine, IA, is a procurement specialist for HNI Corp.

**Patrick Morgan, EMBA '05**, St. Louis, volunteers as chairman for the Champions for the Cure Committee. He coordinated a press conference in Jefferson City, MO, to honor the 25th anniversary of the Susan G. Komen Race for the Cure and to bring attention to the lack of a Missouri state budget for breast, cervical cancer and cardiovascular screening services. He testified before a House Appropriations Committee in February on the positive impact and fiscal benefits of additional funds. In March, he organized a group of supporters, who met with Gov. Matt Blunt to discuss suggested increases to the state budget. champions@komenstlouis.org

**Cheryl Perlmutter, PMBA '05**, St. Louis, was nominated to participate in the three-year Leadership Development Program for The Boeing Co.

**Brian Peterson, MBA '05**, Edwardsville, IL, has been promoted to senior manager at UHY Advisors. bpete73@yahoo.com

**Matthew Roberts, MBA '05**, Attalens, Switzerland, works in Nestlé's Acquisitions and Business Development group and manages venture capital interests to internalize innovations that have long-term competitive advantages for Nestlé's global operating companies. mrsc168@yahoo.com

**Christopher Robertson, BSBA '05**, New York, is an equity analyst with Value Line Inc.

**Jeremy Schneider, MBA '05**, works as an associate in the Structured Finance department at Standard & Poor's.

**Tony Smith, BSBA '05**, Burbank, CA, works for Disney Home Entertainment as a senior financial analyst. Smith previously worked for Intel Corp.'s Optical Platform Division and was responsible for budgeting and planning. smithto@sbcglobal.net

**Wendy Terry, MBA '05**, Pelham, NH, is a self-employed independent consultant.

**Kevin Tryon, EMBA '05**, Troy, MO, is director, Competitive Intelligence Business for Supervalu Inc.

**ZuWei Ma, MBA '05**, Shanghai, China, is a senior supply chain manager for Nike.

**Tom Bigliano, EMBA '06**, Dardenne Prairie, MO, was promoted to senior director of engineering for GKN Aerospace St. Louis, where he is responsible for engineering/maintenance facilities and security, as well as coordination of best engineering practices for the acquisition of Stellex Corp.

**Tim Brooks, BSIM '95/MTM '00/EMBA '06**, has accepted a position with the state of Georgia as vice president and chief information officer of Savannah Technical College.

**Bradley Doline, MBA/JD '06**, New York, has accepted an associate position with Curtis, Mallet-Prevost, Colt & Mosle, where he works in the Investment Management Practice Group.

**John Engman, MBA '06**, St. Louis, was promoted to market manager at Emerson. Under his management, the company had \$90 million in sales in the water, wastewater and irrigation pump markets.

**Jill Jones, EMBA '06**, has been appointed director, global production at Brown-Forman. She is responsible for all aspects of global production, including the operations of distilleries, bottling facilities, wineries and Blue Grass Cooperage; supply chain, research and development; and production services. Supported by a strong and talented group of professionals, Jones' team will be critical to Brown-Forman's future growth. She joins the Executive Committee starting in September.

**Kristein King, EMBA '06**, Columbia, MO, was promoted to vice president, marketing at Analytical Bio-Chemistry Laboratories.

**Sarah Kirschner, EMBA '06**, St. Louis, was appointed vice president of operations for Fleishman-Hillard in St. Louis in February. She oversees all non-public-relations staff and functions. Previously, she was self-employed as a Human Resources consultant.

**Katy Laciny, PMBA '06**, St. Louis, accepted a marketing position with Nestlé Purina PetCare and works with the company's Corporate Strategic Brand and Consumer Relationship Marketing teams.

**Chris Lange, BSBA '06**, McLean, VA, is associate product manager for Emerging Media Group. cjlange@gmail.com

**Andy Mayer, EMBA '06**, is information technology director for a division of Emerson in Minnesota.

**John McCartan, EMBA '06**, Wadsworth, IL, has been appointed to development, Chicagoland market for Pcuweb, a program and project-management firm.

**Kevin Ploh, EMBA '06**, has been promoted to managing supervisor at Fleishman-Hillard in St. Louis.

**Karl Riley, BSBA '06**, Houston, works for National Oilwell Varco's Next Generation Program, which introduces the industry to new employees. Riley is experienced with various facets of the oil-services industry, including sales, manufacturing and distribution. He has traveled to Italy, Germany, Poland, Scotland, Austria and Mexico. Riley says National Oilwell Varco has been a wonderful company to work for and wants to continue to educate himself in areas where oil, law and business intersect. riley.karl@gmail.com

**Craig Schaefer, MBA '06**, St. Louis, joined Washington University as assistant director in the Information Systems group. He and his wife, Tina, AB '96, have three children. craig\_schaefer@wustl.edu

**Rohit Wariyar, PMBA '06**, St. Louis, took ownership of OutsourcIT, a consulting firm that targets small to medium-sized businesses and offers solutions that range from Web site design to IT strategy. rwariyar@oitstl.com

**Sarah Frances Watson, BSBA '06**, Chicago, works for McMaster-Carr as a supervisor in the warehouse of the Bin Filling department, the company's largest department. She and **Matthew Peck, BSBA '06**, married on Sept. 2, 2007 in Savannah, GA. They met in a class taught by Olin Professor Chris Long in fall 2003.

**Don Wunsch, EMBA '06**, was keynote speaker at the European Symposium on Time-Series Prediction in Espoo, Finland, in February 2007. The previous evening's events included two hours of cross-country skiing, followed by a warm-up in the sauna and swimming in a frozen lake. Participants had to hike about 100 yards to the lake in subzero, snowy weather. Don beat the Finns at their favorite pastime by ice-swimming five times.

**Nivedita Kulkarni, BSBA '07**, St. Louis, accepted an internship with Leo Burnett in Chicago. After her internship, she plans to do service work in India and travel before looking for a full-time advertising position. Kulkarni was recognized by the American Advertising Federation with a "Most Promising Minority Students Program" award for 2007. She was one of 50 students selected nationally.

**Evan Shay, MBA '07**, Baltimore, accepted a position as a fixed-income analyst at T. Rowe Price.

**Kevin Sprouse, EMBA '07**, Columbia, MO, completed the London Summer Program. Following his father's retirement, he will be taking over the Sprouse Diversified Investments Inc. holdings, which encompass four separate companies.

**Tom Stahl, MBA/MSW '07**, St. Louis, accepted a full-time position with Meds & Food for Kids (MFK), a St. Louis-based nonprofit agency that fights hunger and malnutrition in Haiti and other developing countries. He wrote a grant proposal that helped the organization win \$198,020 in funding in a competition co-funded by the World Bank's Development Marketplace and the Bill & Melinda Gates Foundation.

Births and Adoptions

**Stuart Seidman, MBA '85**, and Paula, Swathmore, PA, a daughter, Meredith.

**Jeffrey Feldman, BSBA '88**, San Francisco, a daughter, Rachel.

**Cathy (Schorr) Ivey, MBA '91**, and John, Eden Prairie, MN, a son, Matthew.

**Jordan Forman, BSBA '92**, and Jodi, Roswell, GA, a son, Jared Daniel.

**Rob Rosenfeld, BSBA '93**, and Eileen Sharkey, BSBA '94, Highland Park, IL, a son, Andrew Ethan.

**Karen (Palmer) Bland, MBA '94**, and Jeffrey, a daughter, Georgia Gert.

**Nicole (Cool) Delimitros, BSBA '94**, and **Jason, BSBA '95**, St. Louis, a daughter, Megan Kathleen.

**Andrew Bonanno, MBA '95**, and **Dorinda (de Forest), MBA '95**, New York, twin daughters, Campbell and Amelie.

**Cary Goldstein, BSBA '95**, and Eve (Loren), AB '94, a child.

**Tim Laczkowski, BSBA '95** and **Amy (Albers), BSBA '95**, Dallas, a son, Luke Gregory. alaczkowski@sbcglobal.net

**Natasha (Edwards) Pallan, BSBA '95**, and Kamal, New York, a son, Vikram.

**Danielle (Primm) DuBois, BSBA '97**, and Paul, Sycamore, IL, a daughter, Sydney Noelle.

**Valerie (Cummings) Zanders, MBA '97**, and Mickah, Jonesboro, GA, a child.

**Robert Dircks, BSBA '98**, and Amy (Clugh), AB '97, Deephaven, MN, a daughter, Julia Lauren.

**Heather (Rogers) Karimi, MBA '98**, and Stan, Broomfield, CO, a daughter, Madelynn Rose.

**Michael Cousin, MBA '99**, and Kim, Frisco, TX, a daughter, Hannah Elaine.

**Terese Friel Portell, MBA '99**, and **Greg, MBA '99**, a daughter, Virginia "Jenna" Brooke.

**Kevin Prunty, BSBA '99**, and Kelly, St. Louis, a son, Jack William. kevinprunty@hotmail.com

**Shalen (Riswadar) DuFaux, MBA '00**, Orchard Park, NY, a son, Liam.

**Jason Ryan, MBA '00**, and Sari Silvanto-Ryan, Madrid, Spain, a daughter, Cecilia Anna.

**Jason Hoberman, BSBA '01/MBA '06**, and Michelle, Memphis, TN, a son, Ari Seth.

**Matt Lederman, MBA '01**, and Alexandra, New York, a daughter, Anna Alexandra.

**Rod Limpiphaphatn, PMBA '01**, and Mireia, a son, Maxim "Max."

**Alaina Macia, MBA '02**, and **Daniel Macia PMBA '04**, St. Louis, a daughter, Arianna Danielle.

**Ted Myles, MBA '02**, and Tamara, Boston, a son, Edward Seymour.

**Jake Sturdy, MBA '02**, and Kirsten, St. Louis, a son, Graysen Dietrich.

**Michael Dillhyon, EMBA '03**, Steinhausen Zug, Switzerland, a son, Wyatt David.

**Lee Enrile, MBA '03**, and **Yoko (Yamashina), MBA '03**, a daughter, Erica. lee.enrile@alum.wustl.edu

**Dan Jenkins, MBA '03**, and Sue, St. Louis, a son, Isaac Jacob. ddjenk@solutia.com

**Gordon McRae, EMBA '03**, and Nicole, St. Louis, a daughter, Miranda.

**Melinda Prescher, MBA '03**, and Jennifer Rettig, Minneapolis, a son, Miller Michael.

**Sarah Sullivan Bigelow, EMBA '04**, Overland Park, KS, a daughter, Shannon.

**Sandra Walker, PMBA '04**, St. Louis, a son, Scott Andrew.

**Jessica Niehaus, PMBA '05**, and Bryan, St. Louis, a son, Gannon Brock.

**Naomi Shanker, MBA '05**, St. Louis, a son, Daniel.

**Merle Taylor, MBA '06**, Pittsburgh, a son, Samuel.

Marriages and Engagements

**Thomas Egan, MBA '95**, to Rebecca J. Noack, April 29, 2007.

**Julie Tucker, MBA '95**, to Eric Legrand, April 21, 2007.

**Tim Whittle, BSBA '96**, to Beth Slaughter, May 26, 2007.

**Kerry Soffar, BSBA '97**, March 10, 2007.

**Carrie Stevens, MBA '98**, to John Darling, Oct. 28, 2006.

**Joanna Lipsitz, BSBA '98**, to Andrew Warden, AB '98, Nov. 11, 2006.

**Michael Kotowski, BSBA /MSBA '99**, to Erica Morton, summer 2006.

**Susan Koflowitch, PMBA '00**, to Richard B. Megley Jr., July 28, 2006.

**J.P. Niemann, PMBA '00**, to Suzy, last year.

**Beth Rosen, BSBA '00**, to wed Alexander Fink, April 2008.

**Laura Wolf, BSBA '00**, to wed, summer 2008.

**Clifford Holekamp, MBA '01**, to Megan Kolbrener, Oct. 27, 2006.

**April Mickens, BSBA '02**, to Andwele Jolly, AB '02/PT '05, September 2006.

**Danielle Parker, BSBA '02**, to Brian Pollack, June 26, 2005.

**Chris Gannett, MBA '03**, to Lisa Klein, AB '01, July 22, 2006.

**Nicole Stewart, BSBA '03**, to Carlos Bolden, EN '03, August 2007.

**Walker Deibel, MBA '04**, to Colleen Hill, June 10, 2006.

**Elizabeth Marti, BSBA '04**, to wed, May 2008.

**Ami Vincent, EMBA '04**, to Ben Newman, Nov. 11, 2006.

**Elizabeth Schiller, BSBA '04**, to Will Wainwright, December 2004.

**Nekisha Williams, MBA '04**, to Dr. Aaron Omotola, Sept. 2, 2006.

**Jessica Kelly, PMBA '05**, to John Gallagher, Sept. 2, 2006.

**Rachel Hochheiser, MBA '05**, to wed **Scott Schwartz, JD/MBA '04**, November 2007.

**Sarah Frances Watson, BSBA '06**, to **Matthew Peck, BSBA '06**, Sept. 2, 2007.

**Suzanne Shenkman, PMBA '06**, to **Albert Crook, PMBA /MIM '05/MF '07**, Oct. 6, 2006.



IN MEMORIAM

**1920s**  
**Eugene H. Stifel, BSBA '29**  
St. Louis

**1930s**  
**Leon Sosna, BSBA '32**  
St. Louis  
**John S. Stoffer, BSBA '33**  
Houston  
**Victor F. Kern, BSBA '34**  
St. Louis

**A. Carl Tietjen, BSBA '35**  
Summit, NJ  
**Harvey D. Rudolph, BSBA '36**  
Jerseyville, IL

**Finn Underwood, BSBA '36**  
Los Angeles

**Lt. Col. William N. Brown II, BSBA '38**  
Carrollton, TX

**Myron B. Newman, BSBA '38**  
St. Louis

**Owayne V. Jones, BSBA '39**  
St. Louis

**1940s**  
**David E. Leigh, BSBA '40**  
St. Charles, MO  
**Cmdr. Robert W. Aubuchon, BSBA '41**  
Annapolis, MD  
**Dorothy R. Bailey, BSBA '41**  
Herrin, IL  
**Maxine Crow, BSBA '41/MSW '47**  
St. Louis  
**John A. Thomson, BSBA '41**  
Corte Madera, CA  
**Harold M. Goldberg, BSBA '42**  
St. Louis  
**Blanche Gross, BSBA '42**  
St. Louis  
**Monte L. Lopata, BSBA '42**  
St. Louis  
**Albert J. Costa, BSBA '43**  
Staunton, IL

**LucyAnne Dwyer, BSBA '43**  
St. Louis

**Abe Epstein, BSBA '43**  
Kansas City, MO

**Norman Julius Sulkin, BSBA '43**  
Memphis, TN

**Martin M. Koshner, BSBA '44**  
St. Louis

**Jane Lewis, BSBA '44**  
Santa Fe, NM

**Elizabeth Turner, BSBA '44**  
Klamath River, CA

**Arnold K. Knippenberg, BSBA '45**  
Glen Carbon, IL

**Simon J. Arnold Jr., BSBA '47**  
San Antonio

**Marvin Blum, BSBA '47**  
St. Louis

**Stanley de Groote, BSBA '47**  
Fairview, TX

**James E. Harrison, BSBA '47**  
Tulsa, OK

**Robert J. Major, BSBA '47**  
Imperial, MO

**Harold T. Reinke, BSBA '47/ MBA '55**  
St. Louis

**Joseph G. Sloofman, BSBA '47**  
St. Louis

**Harlan S. Steinback, BSBA '47**  
Rancho Mirage, CA

**Beverly J. Steele Towne, BSBA '47**  
Tigard, OR

**Lambert C. Trovillion, BSBA '47**  
St. Louis

**Eugene L. Wolff, BSBA '47**  
St. Louis

**Joyce Evertz, BSBA '48**  
Madison, WI

**Jane A. Quest, BSBA '48**  
St. Charles, MO

**Donald T. Scott, BSBA '48**  
St. Louis

**Herbert H. Soule, BSBA '48/ MSW '51**  
St. Louis

**Arthur E. Werner, BSBA '48**  
St. Louis

**Robert E. Bremerkamp, BSBA '49**  
St. Louis

**George G. Brody, BSBA '49**  
O'Fallon, MO

**Burton F. Figus, BSBA '49**  
St. Louis

**Erwin G. Fischer, BSBA '49**  
St. Louis

**Hon. Chic Hecht, BSBA '49**  
Las Vegas

**Herbert E. Hetzler, BSBA '49**  
St. Louis

**Harrison D. King, BSBA /JD '49**  
St. Louis

**George O. Mack, BSBA '49**  
St. Louis

**Frank V. Schaefer Jr., BSBA '49**  
St. Louis

**Nicholas G. Stamulis, BSBA '49**  
St. Louis

**1950s**  
**Jasper A. DePaul, BSBA '50**  
St. Louis  
**Clifford T. Johnson, BSBA '50**  
Louisville, KY  
**A. Richard Krachenberg, BSBA '50**  
Plymouth, MI

**Thompson A. Nooner Jr., BSBA '50**  
Hilton Head Island, SC

**Stephen D. Saboff, BSBA '50**  
Apopka, FL

**Charles F. Stephens Jr., BSBA '50**  
St. Louis

**Richard W. Wilson, BSBA '50**  
East Alton, IL

**Clinton W. Joerding, BSBA '51**  
Phoenix

**Helen Kaiser, BSBA '51/MBA '56**  
St. Louis

**O. Jurgis Bendikas, MBA '52**  
Deerfield, IL

**June Early, BSBA '52**  
St. Louis

**Donald A. Ruth, BSBA '53**  
St. Louis

**Joseph L. Ward, BSBA '53**  
Edwardsville, IL

**Edwin L. Ellston, BSBA '54**  
St. Louis

**James Gervich, BSBA '54**  
Houston

**Allan Erblich, BSBA '56**  
St. Louis

**Alan C. Lander, BSBA '56**  
St. Louis

**Barry Musgrove, BSBA '56**  
Sterling, IL

**Bernard H. Sirkin, BSBA '56/ MBA '65**  
St. Louis

**Joan Long, BSBA '58**  
St. Louis

**Douglas E. Lundstrom, BSBA '58**  
St. Louis

**John H. Siegel, AB /MBA '58**  
Belleville, IL

**1960s**  
**William D. Banks, BSBA '60**  
St. Louis  
**Ronald C. Cullman, BSBA '60**  
St. Louis  
**David H. Denby, BSBA '60**  
Springfield, IL

**David Comfort, BSBA '62**  
St. Louis

**Robert P. O'Neal Jr., BSBA '63**  
St. Louis

**Donald C. Bernstein, BSBA '64/ JD '67**  
St. Louis

**James F. Kane, DBA '64**  
Columbia, SC

**1970s**  
**Paul A. Hamilton, MBA '70**  
St. Louis  
**Paul S. Dubis, BS '72/MBA '77**  
St. Louis  
**Jill L. Franklin, MBA '78**  
Barrington, IL

**Lori Hodges Sklar, BSBA '78**  
Boca Raton, FL

**1980s**  
**Nancy S. Rendleman, MBA '82**  
St. Louis  
**Steven Marc Cohen, BSBA '84/ LLM '89**  
St. Louis

**1990s**  
**Alexander Knight Mills, EMBA '91**  
San Antonio  
**Douglas S. Hancock, MMEG '98/ PMBA '99**  
Madison, WI

**2000s**  
**Wei Xia, MBA '03**  
Old Greenwich, CT

Whitaker Remembered for Tenure at Olin

Gil Whitaker, former associate dean and professor of business economics, died on June 21, 2007, in Houston after a long illness. He was 75. Whitaker received a bachelor's degree in economics from Rice University in 1953 and a master's degree and doctoral degree in economics from the University of Wisconsin in 1958 and 1961, respectively. He was a member of the Navy ROTC and served in the Mediterranean and Pacific.

After his tenure at Olin from 1967 to 1976, Whitaker was provost and executive vice president for academic affairs at the University of Michigan, dean of the University of Michigan's business school and dean of Rice University's Jones Graduate School of Management.

Whitaker is survived by his wife of 53 years, Ruth; children, Kate, David and Thomas; grandchildren, Rachele, Meaghan, Emma, Gus and Andrew; and sister, Michael Whitaker Arike.

Heaney Honored with 50th Medallion

During a special pre-Commencement breakfast, Sheila Heaney received the University's 50<sup>th</sup> Medallion for her late husband, Donald Heaney, BSBA '57. The embossed and engraved medallion is a tribute to 50<sup>th</sup> reunion participants, who also are honored by marching in the Commencement ceremony with new graduates.

The event was bittersweet for the Heaney family. Donald was looking forward to sharing the spotlight – and the procession – with his son, John, MBA '07. Donald died in October 2006.

Each year, almost 200 reunion medallions are presented the evening before Commencement.

YOUR CAREER

Tools for Lifelong Professional Development

What sweaty-palmed job interviewee hasn't sat through the question: 'Where do you see yourself in five years?'

You need to be able to answer the question, whether you're happy in your current position or looking to transition to something new. An informed response requires knowledge of the job market and prior thought about how you want to direct your career.

According to Jim Beirne, associate dean and director of the Weston Career Center (WCC), "the job market today is as robust as it was before the dot-com crash in 1999 – and indications are it will continue to stay strong." He says MBA on-campus recruiting is up 20 percent, and median salaries are up 6 percent. In addition, Olin undergraduates are being wooed by 19 of the top-20 recruiting companies.

Beirne adds that hedge fund and private equity positions are highly sought after by our students, but opportunities for these positions are rare. He says analyst and associate roles in investment banks and rating agencies – like Standard & Poor's – are excellent paths to future private equity and hedge fund careers. Investment-banking and management-consulting positions are growing in the United States and overseas. Meanwhile, "traditional-manufacturing and consumer packaged-goods companies are becoming more aggressive in their recruiting practices and compensation packages to stay competitive for some of the best talent."

For alumni who are considering changes, Beirne encourages the following self analysis: "What am I doing to continually grow and give back to my professional network? Am I staying up to date with industry advances, or



"The only job security individuals have today is their ability to know how to find another job."

**Jim Beirne**  
Associate Dean and Director of the Weston Career Center

keeping my head down in my company?" He refers to an old adage in the career industry: "The only job security individuals have today is their ability to know how to find another job." Beirne advises that you conduct your own annual career reviews and periodically add new skills to your professional portfolio.

Expanding your network to competitors, suppliers and distributors – even in industries other than yours that deal

with similar challenges – also is a good idea. And keep in mind, "lifelong professional development is fundamental to holding your current position, not the competitive advantage it once was."

Olin has mandatory career courses in both the MBA and MS in Finance curriculums. More than 70 percent of our undergraduates enroll in "Managing Your Business Career Strategy." This year, the Weston Career Center is initiating a career course for PMBA students and delivering several programs for EMBA students.

Beirne suggests taking advantage of Washington University's Career Connections alumni directory that lists graduates from around the world. He also suggests checking out the Weston Career Center library, which provides access to a large number of databases, as well as topical information on how to best establish and manage your career. Go to [www.olin.wustl.edu/wcc/alumni.cfm](http://www.olin.wustl.edu/wcc/alumni.cfm) for alumni job-search resources, career-transition services and job postings.

"What Color is Your Parachute? 2007: A Practical Manual for Job-Hunters and Career-Changers" by Richard Nelson Bolles is highly recommended reading, according to Beirne. Beirne also recommends Timothy Butler's book "Getting Unstuck: How Dead Ends Become New Paths," which helps individuals identify career interest patterns and seemingly contradictory tensions, motivations and goals to make career choices.

"In today's global marketplace, my advice is to make things happen; don't let them happen to you. That's the best way to guarantee success."



Thinking About Changing Your Career?

CareerLeader®, an interactive, online self-assessment tool, will give you insights on your professional strengths, skills and passions. For more information, contact an Olin career advisor at 314-935-5950.







## OLIN BUSINESS SCHOOL

*Creating knowledge...Inspiring individuals...Transforming business.*

### WHO WE ARE

Olin is an institution of leaders: inspiring faculty and exceptional staff ... exhilarated, brilliant students ... and successful, energized alumni. Our mission is to:

***Create knowledge...Inspire individuals...Transform business.***

This is our reason for being. It is unchanging. It has guided our pursuits for generations and continually inspires us to assess how we must change to best fulfill our mission in the years ahead.

In all we do, we are guided by a small set of timeless core values:

- **Free, open and disciplined intellectual inquiry** – We are rigorous, boundless and unrestricted in our passion for creating new knowledge.
- **The transformative power of learning** – We are all lifelong learners who want to grow and develop continually. Everyone is a teacher and a learner.
- **Community and collaboration** – We are straightforward, welcoming, supportive people. Our interactions are the source of new insights, trust and a deep sense of belonging.
- **Integrity and responsibility** – We are fair and ethical in all we do. Taking the right way, as opposed to the easy way, is a fundamental responsibility that goes with our privilege of being a business school and its impact on society.
- **World-class quality and results** – We deliver excellence, always.



#### BSBA Admissions

314.935.6000 800.638.0700  
admissions@wustl.edu

#### Full-time MBA Program and Professional (Evening) MBA Program

314.935.7301 888.622.5115  
mba@olin.wustl.edu

#### Executive MBA-St. Louis

314.935.9009 888.273.6820  
emba@wustl.edu

#### Executive MBA-Shanghai

+8621 5566-4788  
emba-shanghai@olin.wustl.edu

#### Master of Finance Program

314.935.8382  
msfinanceinfo@wustl.edu

#### Master of Accounting Program

314.935.9542  
maccinfo@wustl.edu

#### PhD Program

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phdinfo@olin.wustl.edu

#### Executive Programs (Non degree)

314.935.9494  
execprog@olin.wustl.edu

#### Weston Career Center

314.935.5950  
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*We want to hear from you about our newly redesigned alumni magazine. Please e-mail your comments to us at [OlinBusiness@wustl.edu](mailto:OlinBusiness@wustl.edu).*



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