

Dividends

Issue 18 - Spring 2007

Interview with Ashok Rao - Meet the New Dean of E. Philip Saunders College of Business

By Marcia Morphy



Ashok Rao - Dean of E. Philip Saunders College of Business

What was your first impression of RIT?

I was very pleasantly surprised when I first saw the RIT campus. I was amazed at the outward appearance—the greenery, the wide-open spaces, the Paley sculpture (The Sentinel), and the recent facelift to the Max Lowenthal Building. With Phil Saunders' generous contribution, it's made a big difference in Lowenthal's appearance and I hear there are plans for Phase 2 and Phase 3 during the next few years. I look forward to working with the planners to help create new space that builds a strong sense of community among faculty, staff and students.

What are your recollections in meeting RIT President Simone, faculty and administrators?

Besides meeting members of the Dean's Search Committee, I talked to RIT deans and several of them were eager to work with the business school. That's very exciting! I think Dr. Simone has a lot to do with this collaborative spirit. I was also really impressed by Dr. Simone especially when he took time out during my campus interview to show me the Field House. He started playing basketball

with the girl's basketball team but tactfully didn't throw the ball in my direction. He probably figured out that I didn't know how to play basketball, and he was right.

Since the Saunders College of Business has grown aesthetically, it's only natural to assume student population will grow. How do you plan to accomplish this?

The aesthetics of the college is one piece. Another critical element is admissions. RIT has been doing a good job already in attracting talented students. The emphasis would be on continuing to improve the quality of the students rather than increasing the student population. Our objective is to cast the net out far enough to attract high-quality, technology-oriented students who have an interest in business. And, we need to get more scholarships for these students. Next, we need to make some changes in the academic programs to reflect our emphasis on innovation in today's global environment. With better students and a richer program, we should be able to find better co-op placements and better job opportunities for them. The better placements will then help attract still higher quality students and so on. So, I see the aesthetic improvements to the physical campus as starting us on a virtuous cycle that will raise the reputation of the Saunders College of Business.

One of your noteworthy academic studies has been on innovation and cross-border integration. Would you consider adding this course to RIT's undergraduate curriculum?

Absolutely! And, I would add it to the graduate curriculum, as well. RIT has already forged ahead in innovation with its own business incubator, Venture Creations, which gives

technology entrepreneurs office support and faculty advice. The course you mention would add the transnational element. So when a company like Kodak decides to create and launch a new product, they draw on the best available skills, regardless of where those skills are located. Then they need to manage the integration of processes across borders.

Explain more about this entrepreneurial transnational concept.

Take Motorola for instance, a large company with many divisions. For cell phones, they do the concept design in Japan, the aesthetics in Italy, the software in India, the phone's "clamshell" hinges are made in South Korea, and the manufacturing in China. Then Motorola turns around and sells them all over the world.

RIT's Saunders College of Business is ranked in the top four percent of undergraduate business schools according to US News & World Report. How do you envision moving up the ladder?

Although college rankings are very important for undergraduates, it's really just a number, sometimes reported just to hype the school. My most important goal as Dean is to improve the educational experience of the RIT students and make the students really attractive to corporate recruiters. As we improve placements and enhance the student experience, the rankings will follow.

Tell us about your family.

My wife, Janis Gogan, teaches information technology at Bentley College in Massachusetts. We have a combined family of four children and two grandchildren. We have purchased a house in Rochester and Janis will be joining me here for about 8 to 9 months a year. She gets most of her teaching done in one semester.

continued on p.5

Alumni Notes ... (continued from page 6)

Lisa Talty '97 MBA is teaching as an Adjunct Faculty member in the Packaging Science Department of RIT. Her two courses, Packaging Materials and Packaging Container Systems, are offered to Non-Packaging Majors to provide students who desire to have complementary knowledge of a discipline that supports their current field of study.

1998

Melody (Nudd) Heck '98 accepted the position of Chief Financial Officer at Cerebral Palsy and Handicapped Children's Association of Chemung County, Elmira, NY in August.

Jeanne Ferrara '98 MBA has recently been promoted to Sales Coach/HR consultant for EDS, Electronic Data Systems, based out of Plano, Texas. Jeanne travels internationally to deliver strategic programs to sales teams around the world. In 2006 Jeanne taught in Hong Kong, Australia and Buenos Aires as well as several U.S. locations.

1999

Josh Katinger '99 has started his own consulting company called Accession Media, LLC. He helps clients with website design and development as well as search engine marketing and web analytics consulting. Clients range from start ups to large publishing companies.

2000

Mark Almeter '00 is a Continuous Improvement Director/ Six Sigma Master Black Belt with United Health Group in Hartford, CT.

Murad Goziev '00 started her MBA at the Fuqua School of Business, Duke University and will graduate in May 2008.

Bigge Saatcioglu '00 MBA is working on her Ph.D. in Marketing at Virginia Tech.

2001

Rosabel Antonetti '01 is a Legal Assistant at the Law office of Thomas Malia in Rochester, New York. She has been married to husband Victor for six years and has two children Isabella, 4 and Alejandro, 3.

Scott Briener '01 was recently promoted to Research Director of Automotive and Transportation Research at Harris Interactive in Rochester, New York.

Alia Brown '01 has co-founded an event/charity called the Pink Ribbon Riders. The charity will host events across the US including the flagship event in the Tug Hill Plateau. The Tug Hill Snow Run, in its second year, is a 100 mile snowmobile ride to raise money and awareness for breast cancer.

Sherri A. Fazzio '01 recently graduated from the Basic Airborne Course at Fort Benning, GA in preparation for the next phase of her military career-Psychological Operations. This is one of the newest branches of the Army and she is very excited to be a part of it and to begin her travels.

Lesley Kibler '01 was hired by Office Depot as a Senior Market Research and Competitive Intelligence Analyst at their headquarters in Delray Beach, Florida.

Bradley Papietro '01 MBA is celebrating his 6th year at Wegmans Food Markets and has recently been promoted to Wine Project

Manager. In this position, Bradley will lead a team of people responsible for the recent acquisition of Century Liquor and opening the new Wegmans Wine Shop in Pittsford, NY in 2007.

2002

Sangeeta Bhola '00, '02 MBA is opening her own High End Jewelry store in New Delhi, India in July 2007.

2003

Capt. Carl Gause Jr. "JR" '03 has for the last three years been assigned to the 63rd Battalion, Fort Gordon, GA. While with them he was deployed in 2005 to Kuwait for one year as a Platoon Leader. This October, he was promoted to Captain and reassigned to the 442nd Signal Battalion.

Stacey Wronkowski '03 ran in the LaSalle Bank Marathon in October of 2006 with a finishing time of 4:20:00.

2004

Sarah Miura '04 MBA is currently working at in Hewlett-Packard as the ESS LAC Business Planning Strategist. She is married to fellow RIT alum, Zachary Felter from the hospitality school, they have bought their first home together in Aventura, Florida.

2005

Michelle M. Blondin '05 is Product Marketing Manager for ALSTOM in Rochester, New York.

Ella Lam '05 is enjoying her first year working as the Advertising and Catalog Assistant at Scholastic Inc. in SoHo, NY.

Brian Patterson '05 recently took a job in New York City as an Accountant at Fortress Investments.

2006

Robert Beucler '06 is in client development for Juran, founded by Dr. Juran. He covers everything from direct sales, writing business proposals and having ownership of in-depth marketing projects. The company works with industries to help with process improvement, business strategy and benchmarking.

Maya McGary '06 is a Marketing and SEO consultant for Atomic Designs in Rochester, New York.

Arthur Miller '06 is a Systems Engineer at E3 Technologies in Rochester, New York. He and his wife, Heather, were married this past summer.

Chris Tiede '06 MBA has taken a job with Toyota in July 2006 as a mechanical Engineer in Vancouver, BC. The job requires Chris to work on a few of their NAMC's, North American Manufacturing Centers, at the main wheel supplier. Chris hopes to follow this rotation up with an assignment at the main NAMC in Georgetown, KY where Camry, Solara and Avalon are built.

R·I·T**Saunders College of Business Annual Fund**

Enclosed is my gift of: \$ _____

Please charge my gift to my credit card; Visa Mastercard

Card # _____

Expiration date _____

Signature (required) _____

I am eligible for a matching gift. My matching gift form is;

 enclosed will follow

Where would you like your gift to go? _____

 Join the 50 Under 40Please complete name and address on the reverse side of this form. *Thank You!*

Alumni Notes

Have you contacted your Class Agent? If you would like to submit a class note for publication in the next issue of Dividends, or if you just want to say hello to an old classmate, send your Class Agent an email to let them know what you've been doing since graduation! To learn more about the Class Agent Network, and to learn how you can become an Agent, contact Megan Cheever at mcheever@saunders.rit.edu.

Saunders College of Business Class Agents:

- 1961** Donald H. Naylor
ddnaylor@rochester.rr.com
Judi Hinchliffe-Sturge
jvuptours@aol.com
- 1973** Donald P. Wilson
dwilson@npnewspapers.com
Susan Jane Foley
Susan.foley@comcast.net
- 1976** Mary C. Dunay
mcdunay@att.net
- 1977** Joseph Olzowyj
joseph.m.olzowyj@us.army.mil
- 1978** Michael G. Mino, MBA
mmino@propertyboss.com
- 1979** Susan Jane Foley, MBA
Susan.foley@comcast.net
- 1984** John Robert Brown
john@brownrecruitinggroup.com
- 1992** Ed Carroll
ejcarrol@yahoo.com
- 1995** Todd Delaney
todddelaney@yahoo.com
- 1996** Marty Burris
marty.burris@rit.edu
Ladan Madresebee
madresb@hotmail.com
- 1998** Karen Eisenberg
Karen_eisenberg@urmc.rochester.edu
- 1999** Duane W. Shearer
duane_shearer@yahoo.com
- 2000** Jason Schwingle
j_r_schwingle@hotmail.com
- 2002** Kristin A. Metz
kristinmetz@hotmail.com
- 2003** Herman Lee
bermanator@alum.rit.edu
- 2004** Porsche Haag
Porsche_haag@yahoo.com

1946

M. Jeanne Ellinger '46 wanted to share that she and two other '46 Saunders alums still get together for fun and games at their respective homes with their families.

1953

Ronald M. Dworsky '53 and his wife Lois are proud to announce they celebrated their 50th wedding anniversary on December 23, 2006.

1965

Bob Burlow '65 is President of Burlow Promotions, Inc. and is happy to announce the completion of 25 years in business. He and his wife of eight years, Crystal, operate their home

based business in Greensboro, NC and service a wide variety of clients in many states with promotional products and business form needs.

1972

Joe Franckowiak '72 was promoted to Vice President of Sales for Berry Plastics.

Russell B. McKee '72 is President and Owner of McKee Asset Management in Coronado, CA. McKee Asset Management is a full-service management and leasing company involved in the formation of investment partnerships throughout the U.S., specializing in federally subsidized housing for low income families. He has also recently purchased the property management division of McMillin Realty, a regional realty and home builder.

1973

Paul Crouch '73 Paul and his brother formed a record company in 1997 called Bombshell Records in Daytona Beach, Florida. Almost a decade later, they have produced a CD that can be heard and downloaded at myspace.com/thejamescrouchband. Bombshell Records is the two Crouch brothers from Sodus, NY now competing with the likes of rock legends on the net for music downloads.

1975

Steve Gulack '75 after retirement from a career in county public safety, is now on vacation driving a motor coach for Golden Memories on Lyell Road in Rochester.

1976

Craig Cerone '76 has accepted a new position with Deutsche Bank. He is Managing Director at Deutsche Bank Securities, Inc. The position involves acting as an advisor to Family Businesses, Corporate Executives, Family Offices and Corporations. Currently he helps individuals and entities integrate investment advice into a tax-efficient plan to meet a client's financial objectives.

1978

Peggy O'Neil Files '78 graduated from Andover Newton Theological School with a Master of Divinity Degree in May 2006. Currently working as an interfaith Chaplain at South Shore Hospital in Weymouth, Massachusetts, she will be ordained in the United Church of Christ.

1981

Cindy Krimmer Taylor '81 is currently a Realtor with Realty USA and has been selling real estate for 16 years. Cindy has two boys, one in his third year of college and the other a high school senior.

1982

Laureen (Quiqley) Kraft '82 will be celebrating her 20th year with Texas Instruments in 2007 and was recently promoted to World Wide Capacity Manager for the Wireless division.

1986

Mario Gargano '86 is employed by UPS as Regulated Goods Compliance Coordinator covering the Northeastern states and Canada. He is currently residing in West Melbourne, Florida.

1990

William Stegner '90 is currently working for ImageRight Software, which was ranked #2 by the Atlanta Business Chronicle for the best places to work among medium sized companies.

1991

Chris Lerch '91 MBA after 20 years in the Fortune 500 world he took a position in 2003 as Head of the Technology Department at the RIT Library. He is also the color voice of RIT Men's Hockey on 89.7 WITR. Chris is married with three sons.

1992

Tammy (Bozek) Hintermeister '92 and her husband Rick were married on January 15, 2000 and welcomed their first child, Sarah, in March of 2002. Tammy received her masters degree in accounting from the University of Phoenix online and is an accountant working for the Flagler County Clerk in Bunnell, Florida in the Finance Department. Tammy and her family reside in Holly Hill, Florida, (Daytona Beach).

Michael J. Wenzler '92 has been appointed to the Director of Labor Relations of U.S. Customs and Border Protection, Department of Homeland Security in Washington, DC.

1994

Erin O'Neil Anna '94 is manager of Application Support for McKesson Provider Technologies. She is married to Robert Anna (Graphic Design '91), they have two children Ethan and Teagan.

Elisabeth (Westenberger) Hayden '94 has been promoted to the position of Project Leader in the Merchandising and Marketing area of Wal-Mart's Information Systems Division. She lives in Arkansas with her wonderful husband, Nick, and their three sons, Jake, Zack and Mark.

1995

Todd Mirabella '95 graduated with an MBA from the Oxford University School of Business in 2002. He married his High School sweetheart Amy in 2005 and recently they welcomed their first child, Ryker, in February. Since graduation Todd has traveled to 35 countries, studied in England and the Czech Republic and has worked in South Asia, Canada and Europe. Currently, he is working in Rochester, New York where he is Chief Investment Officer of Garrison Fund LLC and Qat Capital LLC alongside his simultaneous management of TransAcoustics Investments.

Bobbi (Grover) Wiethoff '95 gave birth to a baby girl, Lexi Lynn, on December 25th 2006.

1997

Scotty Rill '97 is the Director of Marketing for Evite.com in Hollywood, California.

Russell and Alexa Schwartzbeck '97 welcomed their first child, Elisabeth Mary Schwartzbeck, on October 21, 2006.

Faculty Column

Clyde Hull, Assistant Professor of Management will co-author a forthcoming article on new technology implementation in the printing industry. He would also like to announce that a group project from his Managing Innovation and Technology class has developed into an actual company, Sensee, which provides RFID (Radio Frequency Identification) technology solutions to other companies. Sensee is owned and operated by RIT students.

Neil Hair, Assistant Professor of Marketing won the Richard and Virginia Eisenhart Provost's Award for Excellence in Teaching for 2006 – 2007. Also, Neil and his wife Rose were married in England in June 2006.

Erhan A. Mergen, Professor of Decision Sciences, co-authored two articles this past academic year: "Identifying Need for New Factors in EVOP" for Quality Engineering and "Multivariate Control Charts for Attribute Data" for The 2006 Northeast Decision Sciences Institute Meeting Proceedings, San Juan, Puerto Rico.

Roberta Klein, Lecturer of Accounting, serves on the board of COAP, Career Opportunities in the Accounting Profession program. This program is sponsored by the NYS Society of CPAs in which a four-day program is held for minority high school students in the Rochester area who are interested in a career in accounting. Roberta also held the 2006 Tax Practitioners Institute where 235 tax preparers attended to learn about Federal and State Tax Updates and earn CPE credit.

Robert Manning, Research Professor of Consumer Finance, has inspired a documentary with his book "Credit Card Nation." The film, "In Debt We Trust: America Before the Bubble Burst," was produced and directed by Danny Schecter and was premiered at RIT on October 3, 2006.

Sandra Rothenberg, Associate Professor of Management, had a recent publication: "Rolls-Royce Radicals," Sandra Rothenberg and Maureen Scully, Stanford Social Innovation Review, Winter, 2007.

Alumni Helping Alumni

www.alumniconnections.com/rit

Within the pages of this and every issue of Dividends, you will find featured stories on alumni connections, accomplishments and updates in our Alumni Helping Alumni section. Now, RIT has made it even easier for you to access this and many other kinds of information anytime you want.

The RIT Online Community is a service offered exclusively to RIT alumni as a way to communicate and stay connected with classmates. This feature, located on our website at www.alumniconnections.com/rit, provides a secure, password-protected environment where you can read and post your own Class Notes, search our alumni directory, post your own business information, gain access to special research databases like Proquest Newspapers, set up email forwarding and much more!

To access the community, visit the website above, and complete the four step registration. Once inside the RIT Online Community you can update your own profile and allow others to view all or selected information. This site is updated daily so you can always be sure you are receiving the most recent updates on your fellow classmates and the College. This resource allows you to not only reconnect with old friends, but to also reconnect with RIT.

As E. Philip Saunders College of Business alumni, you already understand the importance of staying connected with others. Support, networking and the ability to mentor a recent alum, colleague or friend is what really creates the success stories we read about in each issue of Dividends. That ability to reach out to an alum or to have them reach out to you can make a world of difference in our lives and careers. Let's work together, through the online community, to stay connected and lend a hand to our fellow alumni.

Log on today and discover all of the resources available to you. Then, share your story with us. Hopefully, in our next issue of Dividends, it will be your success story that we feature! To share your experience of alumni helping alumni, or for any questions, contact Megan Cheever (585) 475-2354 or mcheever@saunders.rit.edu.

Interview with Ashok Rao

continued from p.1

What do you do to relax and have fun?

I can tell you about my sedentary sports like Bridge and Scrabble, games you can pick up and play at any time. Growing up in India, I played games like field hockey, soccer, cricket, table tennis, and badminton. In America no one really plays those games. Instead it's all about baseball, football and basketball—none of which I'm good at but I enjoy watching. Janis pushed me into hiking which I enjoy. We got a book "50 Hikes of Massachusetts" and we've finished 49 of them. The best is saved for last—an 8 hour hike.

On long cold winters in Rochester . . .

I'm used to the cold, having lived in Troy (near Albany), Toronto and Boston. For the past couple of years, I've taken up cross-country skiing just to enjoy being outdoors. One thing I've learned—I'm very good at falling and picking myself up!

ABOUT Ashok Rao:

Undergraduate degree; electrical engineering; Indian Institute of Technology, Kharagpur, India

M.S. Electrical Engineering—Ph.D. Industrial and Management Engineering, University of Iowa

Senior Systems Engineer, Leeds & Northrup

Assistant Professor of Operations Research, Rensselaer Polytechnic Institute
Manager of Operations Research, Canada Packers Limited

Director of Business Systems, Northern Telecom

Associate Professor of Business Administration, Northeastern University

Chair of the Management Division, Babson College

Professor of Technology Operations and Information Management, Babson College

Sangeeta Bhola '00, '02 MBA, Celebration of a Female Entrepreneur

Sangeeta Bhola is not just a business woman, she is a pioneer. Her drive to learn and succeed as an entrepreneur has taken her all over the world. Most recently, this entrepreneurial spirit has led her to the opening of "Signature Salon," her very own high end retail jewelry store in New Delhi, India.

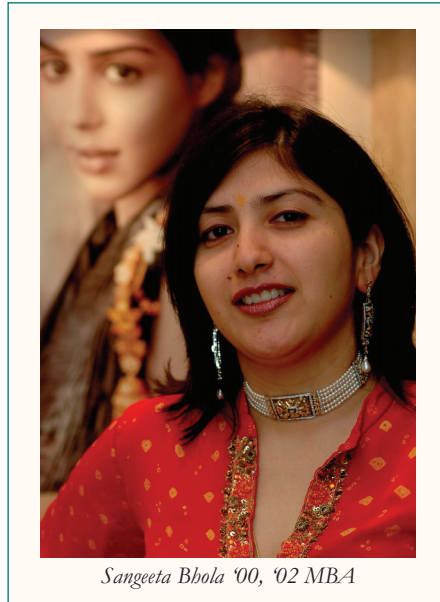
Sangeeta has always had an eye for business. In fact she is a fifth generation member of the Bhola family to enter the retail jewelry trade. Growing up and seeing her family's success in the business world, it seemed only natural that she would follow their lead. She knew that pursuing a degree in business would benefit her greatly, so she began searching for the right university to further her knowledge, skills and global competitiveness.

Her search spanned the globe. Then, recalling a family friend speak highly of the reputation of Rochester Institute of Technology and its MBA program, Sangeeta decided to see what the "Brick City" had to offer and quickly realized that RIT was just the place for her.

As a finance major at RIT, Sangeeta was able to not only learn, but to share her experience and insight with those around her. She was involved with the Lowenthal group, Graduate Management Association and the Finance Club. Sangeeta also volunteered her free time to help international students, like herself, fill out their tax returns. When it came time to receive her undergraduate degree in '00, she decided to continue on at RIT and pursue her MBA in Marketing.

After earning her MBA in 2002, Sangeeta was having a hard time deciding what her next steps should be, so she sat down to talk with

Dr. Philip Tyler, professor of marketing to discuss her concerns. Dr. Tyler asked, "Why don't you join your family business and help it grow?" This advice, as Sangeeta says, was the "right advice, right time." So she returned home to do just that. It was this decision that



Sangeeta Bhola '00, '02 MBA

would change the course of her career. While at her father's company, Bholasons, Sangeeta worked hard and brought her own flare and creative spirit to the company. In just a couple of years the company was honored at "The Retail Jeweler Awards for Excellence in Jewellery Retailing," winning the Best Print campaign of the Year two years running. This honor made history; Sangeeta was the first woman to win this award, a huge testament to her hard work and perseverance.

After much success and learning at Bholasons, Sangeeta couldn't fight the bug any longer; she knew she had to open her own business, and the timing was perfect. Starting this business was quite a task, but one Sangeeta was born to take on. She is heavily involved in all aspects of "Signature Salon." Each detail of the design was well thought-out and creatively considered. The store exudes a certain class, style and ambiance that will comfort and inspire her customers. Marbled walls, a jazz pianist, lounge area, art gallery and fashion shows all create an ideal retail store atmosphere to inspire those who will shop there. Sangeeta explains that the idea behind "Signature Salon" is to provide the best the world has to offer, with a representation of styles from around the world. This store is truly spectacular and will no doubt open to rave reviews in July 2007.

Being a female entrepreneur in India and the first female to win such prestigious awards in her field is something to be celebrated. RIT is proud to have an alum like her in our midst. Even more, she stays well connected with her professors and classmates, and even made the trip across the globe to attend Brick City Homecoming this past year! Why does she stay so close? "I feel that RIT gave me the confidence in myself, which I had never experienced before. The RIT MBA equipped me to face challenges and be successful in my overall life," she explains.

Her ingenious talent and eye for class has brought her a great level of success, and we at RIT can't wait to see what else Sangeeta has in store.

Class Agents Are No Secret

Do you read the class agent list in each issue of Dividends and wonder what a class agent is, or how you can become one? Luckily for all of us, the answers to these questions are quite simple.

Our Class Agents are representatives and communication liaisons for each graduation year. They gather up the latest updates, share them with their fellow classmates, and pass along Class Notes to our staff. We know that sometimes you might receive a lot of information at once from us, and your Class Agent is there to pass along certain information on events and news that will be of special interest to you. Class Agents work with RIT's E. Philip Saunders College of Business to maintain the strong connections, memories and special opportunities that only RIT alumni can appreciate. This program is unique and very important to the E. Philip Saunders College of Business. It provides a great outlet for alums, like you, to share your achievements, stories and suggestions through a familiar face. Feel free to check out the list of current Class Agents on page six and contact the representative from your year. Emails are listed for each Class Agent.

Becoming a Class Agent is simple contact Megan Cheever, Associate Director of Alumni Relations and Development, at (585)475-2354 or mcheever@saunders.rit.edu for information on the program. Currently we have 14 Class Agents in years ranging from 1961 to 2004. We invite any and all of you who are interested to get in touch with Megan and discuss the possibility of becoming a Class Agent. The time is now to get involved!

Save The Date!



The E. Philip Saunders College of Business will host its annual golf tournament on June 11th, 2007.

Start getting your teams together today for a day at the Cobblestone Creek Country Club in Victor, NY.

Prizes, dinner and a little friendly competition will highlight this event, and surely make it one to remember.

This is a great event, and we hope to see you all there! Sign up today at www.saunders.rit.edu/alumni or call Donna Slavin at (585) 475- 2199. **See you in June!**

John Perrotti '82, Exceeding the Highest of Expectations



John Perrotti '82

It's the middle of February, and John Perrotti has just returned home to Rochester from a business trip to India and China. As the president and CEO of Gleason Corp., Perrotti literally sits in the hot seat of strategic

command, and is able to switch "gears" in conversation rapidly—whether he's talking about the company's strong infrastructure or building business relationships in the global market.

And gears are the backbone of Gleason—a 142-year-old company which designs, manufactures and sells tools and machinery for the production of bevel and cylindrical gears. True to its company motto, "Keeping the World in Motion," Gleason's customer base ranges from trucks, automotive and power tools, to construction, aerospace, marine and agriculture.

"The hottest need right now is energy, for mining equipment, oil exploration, and wind energy—like the turbines you see in California," Perrotti explains. "Gleason has been going through dramatic change, and I'm pleased to say the company has record high sales and operating results."

In 2007, Perrotti predicts the sales will be in excess of \$500 million, five times the amount

registered in the early '90s.

"Seventy-five percent of Gleason's sales are outside of the U.S., and more than 60 percent of our 2,500 employees worldwide are located outside of the U.S.," says Perrotti.

With 10 manufacturing plants to oversee—three in the U.S., four in Europe, and three in Asia (one just opened in China)—Perrotti is a man on the move.

"Being responsible for a privately-held, international, multi-million-dollar company is pretty demanding," Perrotti says. "My style is to be hands on, and often on Saturdays, I spend time on the shop floor and visit with some of the employees who are working overtime. It's a good opportunity to find out what's critical."

Perrotti joined Gleason in 1986, starting out as a senior financial analyst on the corporate staff. In a natural progression, he moved up the corporate ladder as director of accounting, controller, executive vice president, chief financial officer and VP operations—to his current position which he has held since 2005.

"I received my undergraduate degree in accounting from RIT's E. Philip Saunders College of Business in 1982, then started my career at one of the 'big eight' accounting firms, Peat Marwick, now called KPMG," says Perrotti, "where I earned my CPA."

Later, while working at Gleason, Perrotti attended the Simon School of Business Administration at the University of Rochester and earned his MBA degree in 1991.

An admitted "sports junkie," Perrotti attends many local sporting events during the year, and is a fan of the Buffalo Bills. Married to his high school sweetheart, Lisa, they have two children,

Jason, 19, a sophomore at the State University of New York at Geneseo, and Christine, 17, a senior at Fairport High School. An additional family member is a five-year-old cockapoo named Haley.

"Kids never want to follow their parents footsteps," says Perrotti with a laugh, "and my son is a biology major. And my daughter wants to study international relations and attend college at St. Andrews in Scotland. But we are hoping she stays closer to home."

But Scotland could easily be a stopover when Perrotti is taking one of his long international trips to Japan, China, Germany, Switzerland and England.

"I have to visit major customers worldwide, but this is part of the job, and it's a good way to build relationships when you see people face to face," Perrotti says. "You learn to respect and enjoy their culture."

Perrotti says his "ease in business situations early in his career" is partially because of what he learned through participating in RIT's co-op program. "I was exposed to a business environment and had to learn how to behave within the dynamics of the office place," says Perrotti, who worked at Harris RF Communications. "It's an important learning tool because you get exposed to the tangible things rather than the technical."

"I learned how good work ethics, a positive attitude and being a good team player are keys to success in business. As a result, I continue to have high expectations for myself as well as for our employees at Gleason—which enables us to consistently exceed our customer expectations."

Announcing...

Susan Riley '81 and E. Philip Saunders, namesake of the college of business, are the two newest appointees elected to the RIT Board of Trustees. Both individuals are part of a long and quite impressive list of alumni, business executives and community leaders who serve on the board.

With the addition of Riley and Saunders, the college's representation on the RIT Board of Trustees now totals 15 which outnumbers that of all of the other RIT colleges combined! This fact is not only impressive; it is a testament to the sheer quality and talent of our alumni base. They join, Daniel J. Bader '87, Andrew N. Brenneman '83, Charles S. Brown, Jr. '79, William A. Buckingham '64, Thomas Curley '77, Sudhaker G. "Bal" Dixit '74, Klaus Gueldenpfennig '77, Brian Howard Hall '78, Susan Riedman Holliday '85, Gary J. Lindsay '64, Joseph M. Loboizzo II '95, Michael P. Morley '69 and Chester N. Watson '74.

We would like to congratulate both Susan Riley and E. Philip Saunders. We are proud to have them as part of our college community, and now as key members of our university's leadership team.

Dividends Welcomes Megan C. Cheever



Megan C. Cheever

Megan C. Cheever has recently been named Associate Director of Alumni Relations and Development for the Saunders College of Business. Ms. Cheever comes to RIT from SUNY Geneseo, where she served as Assistant Director of the Annual Fund for over two years. She is a 2003 graduate of SUNY Geneseo with a degree in Communication and English.

As Associate Director, Ms. Cheever's job responsibilities will include helping to cultivate and enhance the relationship between the Saunders College and its alumni, as well as working closely with colleagues and various groups to achieve the vision and goals of not only the Saunders College, but for all of RIT.

"I am excited and honored to be here at RIT, especially in the Saunders College of Business. This is a time of tremendous growth and the opportunities are endless," Ms. Cheever states.

Megan can be reached by email at mcheever@saunders.rit.edu, or by phone at (585)475-2354.

Dean's Message



Dr. Wayne Morse, Interim Dean

Please join me in welcoming Dr. Ashok (Ash) Rao as the new Dean of the E. Philip Saunders College of Business. After reading the feature on Dr. Rao contained in this issue of Dividends, I am certain you will agree his background makes him a great fit for business dean at RIT. Just as important, he is a warm, caring person and a dedicated educator.

I have appreciated the opportunity to serve as Interim Dean during an exciting period of change and look forward to assisting Dean Rao transition into this important leadership position. After 23 years of service as a department chair, associate dean, and interim dean, I look forward to dialing back a bit with rest, recreation, retooling, research, and a return to the classroom...something I have missed and am (or at least was) quite good at.

The mission of RIT is "to provide technology-based educational programs for personal and professional development. We rigorously pursue new and emerging career areas. We develop and deliver curricula and advance scholarship relevant to emerging technologies and social conditions." In support of this mission the E. Philip Saunders College of Business is currently developing two new degree programs: a BS in Consumer Financial Services and an MS in Innovation Management.

The BS in Consumer Financial Services will offer a uniquely comprehensive program of study for careers in the rapidly growing financial services industry. This growth is due to the increasing proliferation of financial service products resulting from deregulation and the expansion of consumer demand for financial services. What's more, the financial services industry is experiencing a dramatic change in its market structure including the rise of complex, comprehensive institutional forms (corporate financial "supermarkets" with banking, insurance, and investment management divisions). The increasing complexity of financial service products (e.g. option only and interest only mortgage loans) as well as the difficulty in long-term retirement planning (decline of defined pension plans, soaring health costs, increasing personal longevity) has dramatically increased the proportion and earlier age of families that should be involved in personal financial planning. All these changes have produced a demand for graduates broadly educated in consumer financial services.

The BS in Consumer Finance will provide three alternative programs of study: Option I is structured to prepare students for employment in the Investments, Investment Advisory and Portfolio Management sectors of the economy. Option II prepares students for employment in the debt management and debt counseling industries. Option III prepares students for employment in the banking and insurance industries.

The Masters of Science in Innovation Management will be an interdisciplinary degree offered in collaboration with partner colleges at RIT. In the program, students build on earlier technology expertise, while gaining business knowledge to lead people and manage complex projects in technology-intensive industries. The initial partnerships will be with three programs in the Golisano College of Computing and Information Sciences: Computer Gaming, System Security, and Bioinformatics. These industries represent some of the fastest growing high-tech domains in the world economy. A key need in each is for leaders and project managers who can innovate with core technologies while applying business skills to ensure the overall organization's financial success.

The proposed Master of Science in Innovation Management supports the development of these technology workers as they are poised to move into leadership roles. This degree program consists of required business core courses, innovation courses, a capstone experience and a sequence of courses from the technology specialization. The capstone course ensures the integration of business and technology expertise through a full-quarter applied project or research paper.

Both programs, under consideration and development for more than a year, have been approved by the Saunders College faculty and received strong internal and external endorsements. If all goes well, the necessary university and New York State approvals will be received in time to admit students to both programs during the 2007-2008 academic year.

Wayne J. Morse

Calendar of Events

~ April ~

Introducing Dr. Ashok Rao, Dean

E. Philip Saunders College of Business

Wednesday April 25, 2007

6:00PM – 8:00PM

Del Monte Lodge, 41 N. Main St., Pittsford, NY

~ May ~

Introducing Dr. Ashok Rao, Dean

E. Philip Saunders College of Business

Tuesday May 1, 2007

6:00PM – 8:00PM

Del Monte Lodge, 41 N. Main St., Pittsford, NY

William D. Gasser Distinguished Lectureship in Business

Featured speaker: Senator Paul Sarbanes

Sponsored by The Center for Consumer Financial Services

Friday May 4, 2007

3:00PM – 5:00PM

Webb Auditorium, Booth Building, RIT Campus

Topic: Sarbanes/Oxley and the future of American business.
Reception to follow afterwards.

Spa Day at the Del Monte Lodge

Monday, May 7, 2007

7:00PM – 9:00pm

Hosted by WAN, Women's Alumnae Network

Cost is \$25.00

Networking Happy Hour

Friday May 18, 2007

5:30PM – 7:00PM

High Fidelity, 170 East Ave, Rochester, NY
Hosted by SRAN, the Saunders Recent Alumni Network

RSVP by May 11.

~ June ~

Saunders College Alumni Golf Tournament

Monday, June 11, 2007

11:30am start

Cobblestone Creek Country Club, Victor, NY

For up to date information and to register for events,
visit www.saunders.rit.edu/alumni or contact Donna Slavin
at (585)475-2199 or dslavin@saunders.rit.edu.



Rochester Institute of Technology
E. Philip Saunders College of Business
107 Lomb Memorial Drive
Rochester, NY 14623-5608

Non-profit Org.
U.S. Postage
PAID
Rochester, NY
Permit 626

Keep Us Posted

Name _____

Year of Graduation _____ Degree _____

Home Address _____

City, State, Zip _____

Home Phone _____

Employer _____ Job Title _____

Work Address _____

Work Phone _____ Fax _____ Email _____

New job? _____

Class Notes information to be included in next issue: _____

**Return this form
by mail to:**
Megan C. Cheever
E. Philip Saunders
College of Business
107 Lomb Memorial Drive
Rochester, NY 14623-5608

Visit the Saunders home
page on the Web!
<http://www.saunders.rit.edu>
 **Yes, I want to learn more
about being a Class Agent.**