

Pride!

Spring 2002



Message from the Dean

For those of you who were able to attend the Homecoming Mixer last November, I hope you enjoyed the event and will come back again soon. Thanks to **Dr. Sara Hart** and **Diane Green**, who organized the Mixer, it was a great opportunity for all of us to catch up with past and present friends and members of the COBA family.

One of our COBA family members was recently installed as the 12th president of Sam Houston State University. Dr. James F. Gaertner holds both a BBA in accounting and an MBA from the College of Business Administration and on February 21, 2002, he was officially invested into the highest position on campus. The pomp and circumstance of the ceremony was impressive and inspiring. Under Dr. Gaertner's leadership both the College and the University will undoubtedly continue to meet the changes and the challenges ahead.

A hearty *thank you!* to all who contributed to the 2001 COBA Excellence Fund. Your generosity raised almost \$10,000 for the College. Because of the Excellence Fund, we now have greater flexibility to take advantage of new programs and opportunities as they become available. Your commitment to the College deserves special appreciation and accordingly your names are included in the honor roll of alumni listed in this newsletter. Again, thank you.

Many of you might be interested in knowing that today 21% of all Sam Houston State University students are business students! This academic year there are 12,996 students on campus, a 5% increase over last year. Growth of our COBA program had a significant impact on the University's record enrollment. We still have enough chairs for all our students, but maybe not for long! COBA undergraduate enrollment is up 11% and our graduate enrollment is up 7% over last year.

I also would like to mention the paver program for the James E. Gilmore Academic Endowment Park. The Park is located just outside the Smith-Hutson Business Building's south door and provides students, alumni and guests a place to gather and enjoy the campus. If you have visited

(please turn to page 4)

Faculty focus

Lone Oak, Texas may be just a spot in the road for many Texas travelers, but for 37 years it has been a special place for the students, alumni, and associates of the College of Business Administration. **Dr. Sara Hart**, a graduate of the University of Houston, East Texas State University and, yes — Lone Oak High School — began a career in education at Sam Houston State University in 1965.

Dr. Hart started teaching for the College of Business Administration before it was a college. She was hired, she recalls, by the Department of Business Administration, which was housed in its entirety on the third floor of the Administration Building. The department curriculum included a few courses in accounting, economics, management, marketing, general business and ROTC, and her niche was to teach a course in office administration.

As Dr. Hart began to develop and teach courses in a discipline soon to expand, she began researching, writing and publishing articles on topics relevant to business education and business communication. Today her research record includes 40 publications, including several in the prestigious *Delta Pi Epsilon Journal*. She has completed numerous consulting and research projects, seven of which were funded by the University, and has participated in 48 research presentations and workshops. Her current interest is business ethics; research in progress involves developing ethics profiles of businessmen and businesswomen of varying chronological ages in an effort to determine if business ethics have undergone deterioration in recent years.

Dr. Hart's dedication to service has expanded as well. Many of the official campus events and ceremonies celebrated by the University community have been organized and implemented by Dr. Hart and her fellow committee members. She coordinated the activities and events for Sam Houston's 200th Birthday Celebration — a marathon of committee service that included more than 300 hours in meetings — and oversaw Dr. Martin Anisman's inauguration and the investiture receptions of both Dr. Bobby K. Marks and Dr. James F. Gaertner. Since 1987 she has contributed simultaneously to the University's Homecoming Committees as well as serving as chair of the College of Business Administration's Homecoming Mixer events. She spent two years rewriting the



Dr. Sara Hart

faculty handbook, advised women while on the Women's Advisory Council in 1982, and listened to faculty grievances throughout the 1983 and 1984 academic years. She dedicated ten years of service to the Committee for Research on Human Subjects for the University's research office and six years to the honors and advanced placement committee. In 1986 she even participated in establishing guidelines for the use of the amphitheater area after Old Main burned down. For the College of

Business Administration she helped set objectives in 1983, served as a member of the accreditation steering committee in 1994 and chaired the AACSB Accreditation Celebration Committee in 1995.

Dr. Hart's generosity of spirit has also extended into the community. Active in efforts to restore the historical Wynne Home and a long-time supporter of the American Heart Association, she is currently serving as her neighborhood block representative for the March of Dimes, the American Diabetes Association and the American Lung Association.

In 1994 her dedication, contribution and efforts were officially recognized by the University and she was awarded one of the highest honors the University can bestow upon a faculty member — its Excellence in Service Award.

Through the years Dr. Hart has witnessed and worked for progress, growth and change. She has met and mingled with television newscasters (Dan Rather, Ron Stone, Dave Ward) and Texas governors (Ann Richards). She has helped select deans (our own Dean Lewis) and seat University presidents (Martin Anisman, Bobby K. Marks and James Gaertner). She has traveled the globe — presenting her research and participating in workshops — to places as far west as Athens, Greece and as far east as Honolulu, Hawaii. The quiet contributions she has made to her profession, her university, her college and her community have touched thousands of colleagues and students, friends and neighbors. She has worked hard, accomplished much, and influenced many.

Not bad for a young girl from Lone Oak.

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Business career fairs

Since 1999 the College of Business Administration has sponsored a business career fair at least once a year and most recently twice each year. After the terrorist attacks of September 11th, on-campus recruiting efforts were expected to decline but the College of Business Administration enjoyed excellent attendance for both its Fall and its Spring Business Career Fairs.



COBA faculty at the Spring Business Career Fair

One reason Business Career Fairs are popular among recruiters is the individual, personal attention company representatives receive from COBA faculty members. Recruiters enjoy the time the faculty spend with them and appreciate the insight into the curriculum, academic programs, instruction topics and techniques that only the faculty can provide.

Another reason companies return to COBA Business Career Fairs is the quality of our students. **Dr. Geraldine Hynes**, a faculty member in the Department of General Business and Finance, has just started to research what recruiters would consider the 'perfect new hire.' Her study is an attempt to identify and rank specific criteria and traits recruiters look for in their job candidates and new employees. Dr. Hynes is already gathering feedback from those who have recruited at Business Career Fairs in the past; their responses will help provide statistical evidence regarding the strengths and weaknesses of our graduates in the workplace. Recruiters have commented how they have found COBA students and graduates to be sincere, motivated and hard working and this study will not only support those sentiments but also help identify and rank other important characteristics. Some other traits Dr. Hynes is studying include communication and interpersonal skills, teamwork, honesty, industry experience and computer literacy. The results of her study will serve as important input to the College's curriculum and planning process and will help identify what the College can do to encourage and develop those traits among our students.

Both the Fall and the Spring Business Career Fairs offered opportunities for students to find work, and opportunities for recruiters to interact with hundreds of prospective employees. On October 10th 48 organizations registered and 715 students attended. Public sector agencies included the Federal Bureau of Investigation, the Internal Revenue Service, U.S. Postal Inspection, Texas Department of Criminal Justice, the Marines Corps, U.S. Customs Services, the Federal Deposit Insurance Corporation, and the Drug Enforcement

Agency. Private companies in attendance included Accounting Principals, American Express, Andersen, Automatic Data Processing, Beneficial Texas, CH Robinson Worldwide, Cintas Corporation, Deutsche Financial, Dow Chemical, Enterprise Rent-a-Car, Equiva Services, Fastenal, First National Bank, FMA Alliance, GC Services,

Grainger Industrial Supply, Halliburton, Hastings Entertainment, HEB Grocery, Hewitt Associates, Houston Community Bank, IKEA, IKON Office Solutions, Klein Bank, Kroger, Luby's, Northwestern Mutual, Randalls' Food Markets, Reliant Energy, Sherwin-Williams, Southwest Bank of Texas, Target Stores, Universal Computers, Walgreens, Wal-Mart Logistics, Wells Fargo, Woodforest National Bank and the YMCA.

On February 12th, the Spring Business Career Fair registered 53 organizations and attracted a record-breaking 830 students. The Federal Bureau of Investigation, the Federal Deposit Insurance Corporation, the Internal Revenue Service, the Texas Comptroller of Public Accounts, U.S. Naval Officer Programs, the City of Huntsville and the University of Houston Graduate Programs offered federal, state and municipal opportunities. Private-sector companies in attendance were Aramark Food Services, Batterson, Beneficial Texas, Century Business Equipment, CH Robinson Worldwide, Cingular Wireless, Cintas Corporation, Deloitte & Touche, Deutsche Financial, Dow Chemical, DR Horton Custom Homes, Enterprise Rent-a-Car, Equiva Services, Fastenal, First National Bank Texas, FMA Alliance, Frost Bank, Gary W. Lambert Company, GC Services, Glazer's, Grant Thornton, Halliburton, Hastings Entertainment, HEB Grocery, Klein Bank, Luby's, Meador Staffing Services, Mutual of Omaha, Northwestern Mutual Financial Services, Pannell Kerr Forster, Pappas Restaurants, Progressive Insurance, Quick Strike Resources, Reliant Energy, Sanderson Farms, Sherwin Williams, SourceNet Solutions, Sprint Advertising and Publishing, Target Stores, Universal Computers, Union Oil of California, Walgreens, Wells Fargo Bank, Woodforest National Bank and the Woodlands Resort and Conference Center.

Business Career Fairs have become an important 'extra' the College of Business Administration offers to its students and alumni. If you are interested in recruiting at a Business Career Fair or if you are in the job market yourself, please contact Margaret Quarles for information about our next Business Career Fair. Or log on to our web site at <http://coba.shsu.edu>.



Dean Lewis and FDIC officials at the Fall Business Career Fair.

Excellence fund donors

Judith Ackermann
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Distinguished COBA Alumni



The Distinguished Alumni Award is the highest honor Sam Houston State University can bestow upon its alumni. Two COBA alumni – **Dr. Kailus Rao** and **Ms. Thelma Terry** – were recently recognized as 2001 Distinguished Alumni for their personal and professional achievements. Both have made significant contributions to society and have brought honor and distinction to the College of Business Administration and to Sam Houston State University.

Dr. Rao and Ms. Terry received their awards during the 2001 Distinguished Alumni Awards dinner on November 9, 2001. Also honored at that dinner was COBA alumnus **Charles E. Amato**, whose Distinguished Alumni Award was featured in our previous issue.

Sixteen years ago **Thelma Rosser Terry** (BBA 1943, MA 1950) officially retired. During her 44 years of teaching high school students in business education classes, she taught business skills to more than 4500 young students and provided insight and encouragement to those about to enter the world of work.

After her retirement from teaching, Mrs. Terry began to focus her efforts on a local organization, the Groveton Ex-Students

Association. Over the last 10 years and, in large part due to her efforts and the generosity of her former students and friends, the assets of this association have grown to more than \$600,000. The income from the investments of this fund and other contributions provide scholarships to college students through the Groveton Ex-Students Scholarship Program. The goal of this program is to not only encourage high school students to continue their education but to offer practical financial assistance along the way.

As the program has grown in frequency and in reach, it has inspired others to follow suit. One important offshoot of Mrs. Terry's program is the Smith-Hutson Scholarship Program, which was founded by one of her former students and one of his friends. This scholarship program has had a major impact on many current students and recent alumni of the College of Business Administration.

In spite of her retirement, Mrs. Terry continues her work. In 2001 the Groveton Ex-Students granted \$1,000 scholarships to 16 incoming freshmen and 29 other college students. Fourteen of those students are enrolled at Sam Houston State.

Mrs. Terry's tireless efforts on behalf of young people have touched many. No longer limited to a high school classroom, her influence has spread to an area as big as Texas. Her students have grown to become successful secretaries, teachers, principals, superintendents, accountants, and presidents of banks and corporations.

In recognition of her efforts, she was installed as a member of the Groveton Ex-Students Association Hall of Fame in 1986; honored with the Community Builder Award from the Eastern Star Lodge 284 of the Masonic Grand Lodge of Texas presented to a nonmember in 1998; received the Chapter Achievement Award from the Delta Kappa Gamma Society International as a key woman educator; and was honored by her former students and friends with a \$30,000 perpetual scholarship named for her in November, 2000. Mrs. Terry's comment: "I feel so very blessed!"



Dr. Kailus J. Rao (MBA, 1970) received an accounting degree from the University of Oklahoma and a master of business administration from the College of Business Administration at Sam Houston State University in 1970.

Early in his career, while an assistant professor of accounting and accounting systems at the University of Wisconsin-Milwaukee he recognized the growth opportunities of personal computers. An entrepreneur, he founded Computer Bay in 1981 and began selling computer hardware and peripherals to corporate customers. Dr. Rao's keen business sense and enduring entrepreneurial spirit have propelled him through a successful career that has spanned more than 20 years. During that career he developed expertise in business areas as diverse as mergers, acquisitions, franchising, accounting, corporate finance and technology. In 1993 he was appointed by Wisconsin governor Tommy Thompson to assist in the rewriting of Wisconsin's state telecommunication laws, an endeavor that took two years. His additional professional affiliations have included service on the boards of the Universal Wireless Communications Consortium (UWCC), the AT&T Advisory Council, and the service advisory council of Compaq Computer Corporation. Today he is the founder and president of KJR, LLC in Milwaukee, Wisconsin.

Dr. Rao's interests have included philanthropic endeavors, too, generously giving his time to several worthwhile organizations. His service contributions include membership on the boards of the Children's Hospital of Wisconsin, the Milwaukee Symphony Orchestra, the Boys & Girls Club of Greater Milwaukee, the Milwaukee Public Museum, Junior Achievement, the American Diabetes Association and the Wisconsin Humane Society.

Dr. Rao has been generous with financial assistance, as well. He and his wife Becky, also a graduate of Sam Houston State, have created four scholarships in honor of SHSU professors and administrators influential to them during their early lives. These scholarships honor Albert Kidd, Bobby Marks, Ferol Robinson and Jean Neal.

Milestones

Award-Winning Faculty



In recognition of his innovative and creative teaching, **Dr. Balasundram Maniam** has been awarded the Distinguished Teacher Award for 2001 by the Academy of Educational Leadership. Dr.

Maniam's selection was announced at the Academy's Fall 2001 International Conference in Las Vegas, Nevada.

Dr. Maniam, an associate professor of finance in the Dept. of General Business and Finance, is no stranger to such an award. Over the past three years he received four distinguished

research awards for his research contributions to the areas of international finance and investment. Additionally, during his service with Texas A&M International University, he was named Scholar of the Year.

Dr. Maniam is very active professionally. He has published over 35 articles in refereed journals and has presented over 80 papers nationally and internationally. Currently he is serving as president of the Southwest Decision Science Institute and editor of the Journal of International Business Research. Dr. Maniam received his Ph.D. in finance in 1992 from the University of Mississippi, with minors in quantitative methods and management information systems. He resides in Huntsville, Texas with his wife Santhi and their two children.

Award-Winning Alumni

In recognition for significant and exceptional community service, **Charles E. Amato** (BBA

1970) was named the recipient of the Arthritis Foundation's 2002 Humanitarian of the Year award at its February 12th banquet in San Antonio. Joe Krier, President and CEO of the Greater San Antonio Chamber of Commerce and Cyndi Taylor Krier, Vice President of Texas Government Relations for USAA, emceed the event, which was attended by more than 400 friends, neighbors, and community leaders. Speakers were Dr. Francisco Cigarroa, President of UT Health Science Center; Judge Nelson Wolff; and the Reverend



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*Message from the Dean
(continued from page 1)*

recently, you may have noticed that the base of the Park contains a collection of inscribed stone pavers that permanently recognize affiliation with the College of Business Administration. There is still space available if you, too, are interested in putting your name down in stone. Also, a permanent inscription on the grounds would make a great gift for a graduating senior, a friend, or an admired faculty member. Inscribed pavers come in a variety of sizes — from the 8” by 4” brick for \$100 to the 16” by 16” granite paver for \$1,000 — and inscription length depends on paver size. Corporate logos can be included on the larger stone. Please refer to the visual description of paver sizes and the order form included with this newsletter.

Finally, as the 2001-2002 academic year draws to a close, I am once again reminded how the success of our program depends on our friends and alumni. Reflecting back on all the activities of the past year, please accept my sincere gratitude for your interest, your participation and your support. Should you have any questions or suggestions regarding programs and events here at the College of Business Administration, please contact me at your convenience.

Best wishes for your continued happiness and success.

— Dean Lewis

*Class Notes
(continued from page 6)*

William (Bill) T. Epperson (1948, Accounting) would like to hear more about faculty and graduates of the 1945-1950 period. If that’s you – please write!

Restoring Goodness in the World.....

A 1994 SHSU class ring containing a large diamond was recently found by Brenda Reel, a Continental Airlines employee, in a Porter, Texas parking lot. Fortunately the owner’s name was engraved on the interior, and, determined to return the ring to its rightful owner, Brenda searched the internet in vain for “Thomas Wade Childress.” One of Brenda’s co-workers, **Mary Erato** (MBA, 1998), suggested she contact Dr. Vic Sower, who was able to track down Thomas’ mother in San Antonio. Thanks to the efforts of Brenda, Mary and Dr. Sower — and eight years after its loss — the ring was returned to its rightful owner. Thomas reports that he lost the ring shortly after graduation in 1994 during a stop at a Houston restaurant. Besides the obvious value of the diamond, the ring holds a great deal of sentimental value to Thomas, who is sincerely grateful for its return. “These types of acts restore goodness in the world,” said Mary Erato, “and are very common among employees at Continental Airlines.” And, we should add, among COBA alumni.

Deceased:

Sammie (Petree) Jackson (1936, General Business)

Howard K. Phillips (1938, General Business)

Glenn W. Fregia (1966, General Business)

David Elmo Hawthorne (1975, General Business)

*Milestones
(continued from page 3)*

Buckner Fanning, retired pastor of Trinity Baptist Church. Mr. Amato has accumulated a long and impressive list of contributions to his community, serving as board member and as chair for numerous organizations, charities and events.

Mr. Amato, co-founder and chairman of Southwest Business Corporation, has made significant contributions to the business community as well. With more than 30 years’ experience in insurance and financial services operations, he is known for his innovative approach to financial services operations and financial product development. His awards include South Texas Entrepreneur of the Year for 1992 and Sam Houston State University’s Distinguished Alumni Award for 2001. Currently Mr. Amato is serving as chair of the College of Business Administration’s Advisory Council.

Award-Winning Graduate Students

Two COBA graduate students in the Master of Business Administration program have received awards and cash prizes totaling \$550 for their research papers submitted to the 2001 Donald W. Fogarty International Student Paper Competition. Both students competed against graduate students from the Greater Houston area at the chapter level and, at the regional level, against graduate students from seven states.

“Incident Investigation: A Problem-Solving Process,” written by Jerome Spear, took first place at the chapter level and third place at the regional level. “Total Quality Management Compared to Continuous Quality Improvement,” written by Ryan Haywood, won second place at the chapter level.

COBA students have been tough to beat in this annual competition, which is sponsored by the American Production and Inventory Control Society’s Educational and Research Foundation. Since 1993 at the chapter level, COBA competitors have won six first-place awards, eight second-place awards, and two third-place awards. At the regional level COBA has claimed one first-place award, three second-place awards, and three third-place awards. One COBA graduate student has even progressed to the national level, taking second place. All award-winning research papers have resulted from research conducted as part of graduate courses taught by **Dr. Vic Sower**. “Obviously,” Dr. Sower dead-panned, “our graduate students are doing something right.”

Award-Winning Undergraduates

COBA’s Kappa Mu chapter of Beta Alpha Psi is one of five winners in the Beta Alpha Psi National Brochure Competition. The Beta Alpha Psi board, in conjunction with the marketing department of the American Institute of Certified Public Accountants, selected the brochure submitted by Sam Houston State University’s chapter as one of four runners up from among many excellent entries. COBA’s chapter will receive a \$500 cash prize and recognition in the 2002 Beta Alpha Psi Annual Report.

One of five winners in the National Brochure Competition, COBA’s Beta Alpha Psi chapter will be included with the other winners: chapters from Pennsylvania State University, University of Northern Colorado, Bowling Green and University of Louisiana at Lafayette. All five winning brochures will be used to create a composite final Beta Alpha Psi recruiting brochure.

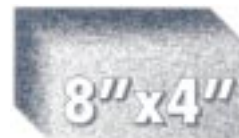
Beta Alpha Psi is the National Honors Fraternity for Financial Information Professionals. COBA’s Kappa Mu chapter received full-member status in April 2001 and has grown to include more than 60 students and 14 faculty members. The faculty advisor is **Dr. Jeff Strawser**.



Carved *in stone*

Commemorative stone pavers, like those pictured here, are installed around the base of the Beta Gamma Sigma key icon and throughout the James E. Gilmore Academic Endowment Park.

Inscribed for perpetuity by contributors, the pavers recognize COBA friends making gifts of \$100 or more to this important fund-raising initiative.



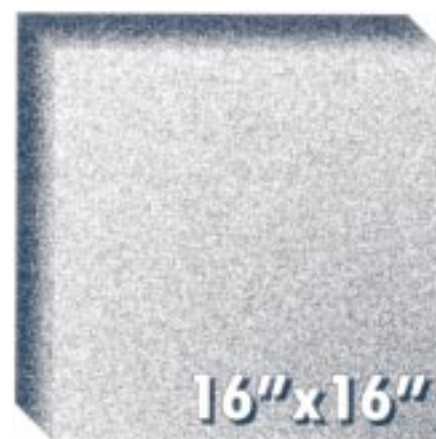
Bronze Level: 8" X 4" \$100
3 lines, 12 characters per line



Silver Level: 12" X 6" \$200
4 lines, 18 characters per line



Gold Level: 12" X 12" \$500
6 lines, 18 characters per line



Diamond Level: 16" X 16" \$1,000
10 lines, 20 characters per line or logo*
*Corporate logos available on granite 16" X 16" pavers

**James E. Gilmore
Academic
Endowment Park**

Order Form

Graduating seniors are eligible for a 50% discount at the bronze level (30% discount for other levels) prior to graduation.

Please print inscription in box below

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
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9																				
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Mail payment
(payable to COBA
Endowment Park)
and inscription box
to
COBA/SHSU
PO Box 2056
Huntsville, TX
77341-2056

For more
information, call
936-294-1254.

CLASSnotes

Aubre D. Pruett (1995, International Business) recently received her Master of Business Administration (MBA) degree from Southwest Texas State University in San Marcos.

Shannon (Russell) McTaggart (1993, General Business) and husband Richard welcomed their first child into the world, Connor Brannock McTaggart, on September 30, 2001.

Kevin Hayes (1989, General Business) and his family (wife Jackie and their two children) are doing well in Huntsville, Texas. Kevin is the Director of Alumni Relations at Sam Houston State University and would love to hear from you!

A son, Rainer Alexander, was born July 22,

2001 to **Aissa G. Roggan** (1988, General Business). Aissa reports that she is a proud mom and enjoying her life in Las Vegas, Nevada.

Sandra (Robertson) Finley (1985, General Business) has been named an independent sales director for Mary Kay Cosmetics.

Wes N. Welch (1982, General Business) has been elected president of the Texas Propane Gas Association for the 2001-2002 term. He is also currently serving as the Command Sergeant Major of 1st Battalion 355th Regiment (Field Artillery) 95th Division – U.S. Army Reserve. Wes is the president and owner of Welch Gas, Inc.

Charles W. Jones III (1981, Finance) was

recently promoted to Senior Vice President and Florida Group Manager for Arcadia Financial and TranSouth Financial Corporation, a subsidiary of Citigroup.

Glenda (Trapp) Petersen (1977, General Business) has moved to Charlotte, North Carolina to take an instructor position at Brookstone College of Business

William J. Foster (1974, International Business) is now the principal of the Alternate Learning Center in Springtown ISD. He has four grandchildren and is looking forward to Grandbaby Number 5 due in April.

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COBA Advisory Council 2001-2002

Business leaders contributing their expertise for the benefit of the College of Business Administration

Members

Charles A. Amato, Chair

Southwest Business Corporation, *Chairman*

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CLASSnotes

We want to hear from you and share your news and accomplishments with other alumni

and friends in the next issue of PRIDE! Letting us know of your promotions, transfers, special honors, and personal news keeps everyone aware of what SHSU alumni are doing.

Mail news for Class Notes to: Margaret Quarles, College of Business Administration, Sam Houston State University, Huntsville, TX 77341-2056 or email to gba_msq@shsu.edu

PRIDE!



Sam Houston State University
College of Business Administration
Huntsville, TX 77341-2056

Please send us your news for the next issue of PRIDE!