

WILKES

WINTER 2007

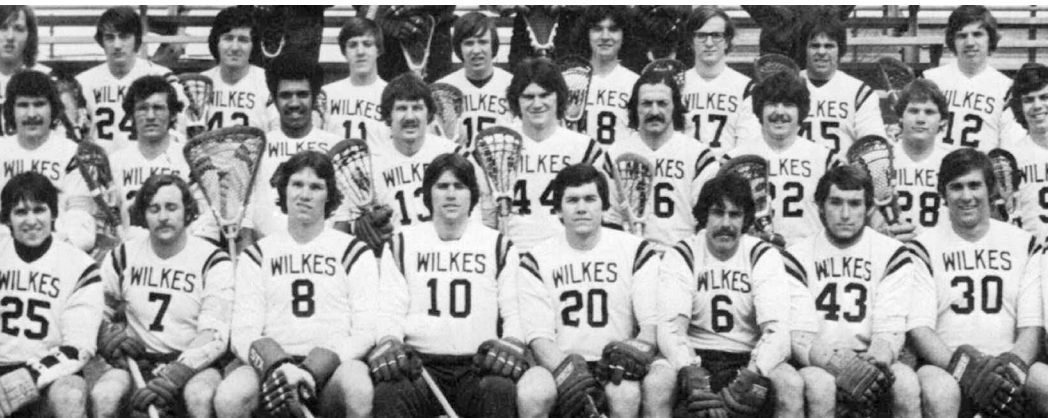
A photograph of a man and a woman on a boat. The woman is leaning over the man's shoulder, smiling. She has blonde hair and is wearing a brown cardigan over a striped shirt. The man is wearing a red polo shirt with a small logo on the chest. They are on a white boat with metal railings. The background shows a body of water and a clear sky.

SERIAL SUCCESS | DECK THE MALLS | A HIGHER DEGREE

Vaulting to Success

At Wilkes, our students bring their abilities and drive. We provide the knowledge and skills, environment and, where necessary, a push to help them reach their potential. Our mentoring culture assures that all students encounter several persons who will nurture and prod them toward their goals. Sometimes it's gentle encouragement to reach further; other times it's a kick in the rear—whatever it takes.

Whatever the track, our graduates leave prepared to make a real difference in the fast-changing world they inhabit. This issue of *Wilkes* magazine highlights numerous examples.



1975 Men's Lacrosse Team

Consider the subject of our cover story: Ron Rittenmeyer '72. Ron worked three jobs while a student at Wilkes, earning a degree in commerce and finance and meeting wife Hedy Wrightson '72 along the way. His ambition and business acumen led him to become a well-known turnaround CEO. Just recently he took the helm at technology giant EDS. Beginning on page eight, he discusses his new role and the changing face of business with Paul Browne, dean of the Jay S. Sidhu School of Business and Leadership.

Athletic fields provide fertile ground for cultivating leaders. This fall, we inducted the 15th class into our Athletics Hall of Fame. These individuals show that the goal-setting and perseverance necessary for success on field, mat or court translate readily into professional and personal success. You can read their stories beginning on page four.

This issue also brings you our annual Report of Gifts, which lists those whose generosity fuels the continued achievement of this institution. These contributors ensure Wilkes accomplishes its mission to educate our students for lifelong learning and success in a constantly evolving and multicultural world. Alumni appreciate the role Wilkes played in their own lives; friends understand the difference a premier, small university can make in the lives of students and their community. We thank them for their support.

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Wilkes University President

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WINTER 2007

Wilkes University is an independent institution of higher education dedicated to academic and intellectual excellence in the liberal arts, sciences and professional programs. The university provides its students with the experience and education necessary for career and intellectual development as well as for personal growth, engenders a sense of values and civic responsibility, and encourages its students to welcome the opportunities and challenges of a diverse and continually changing world. The university enhances the tradition of strong student-faculty interactions in all its programs, attracts and retains outstanding people in every segment of the university, and fosters a spirit of cooperation, community involvement, and individual respect within the entire university.

contents

FEATURES

8 Serial Success

EDS taps Ron Rittenmeyer '72 to lead technology giant's turnaround

14 Deck the Malls

Business and economics professor catches media spotlight with shopping forecast

16 A Higher Degree

Wilkes' second doctoral program trains educators to lead with vision

22 2006-2007 Annual Report of Gifts

We acknowledge those who help elevate Wilkes to greatness

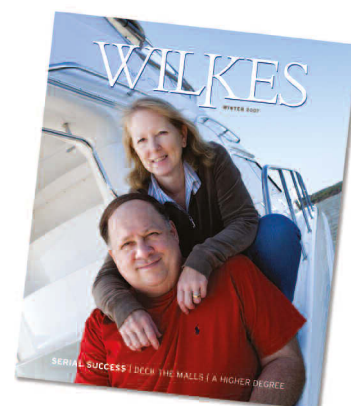


DEPARTMENTS

2 On Campus

4 Athletics

18 Alumni News



On the cover: Ron and Hedy Rittenmeyer '72 enjoy boating at Lake Texoma, in Texas. He became chief executive officer of EDS in September. PHOTO BY STEVE MCALISTER

Pharmacy Students Study Medicinal Plants of Amazon

The Amazon rainforest provided a classroom of sorts for four pharmacy students last summer.

Fourth-year students Stephanie Victor, Jennifer Compton, Lara Judson and Ryan Toth embarked on a four-week journey studying medicinal properties of rainforest plants as part of a residency rotation. The experience included a five-day excursion down the Amazon River and an opportunity to study beside shaman Rossana Nascimento.

The international rotation was hosted by the Global Awareness Institute (GAI), a Florida-based non-profit organization dedicated to creating a sustainable industry developing the Amazon's medicinal plants. GAI has brought groups of university students to its 92-acre reserve and research center in Iquitos, Peru, since 1999. This is the first time Wilkes students have participated.

The session begins and ends with a week of on-campus study in Florida and provides two weeks of field study in the Amazon. Students cover ethnobotany, pharmacology, pharmacognosy and toxicology at the Hospital de la Luz and the National Institute for Traditional Medicine and attend workshops on medicinal plants and agronomy at the National University of the Peruvian Amazon's Institute of Research. Victor believes her experience will help her "better relate with many customers in a retail setting."

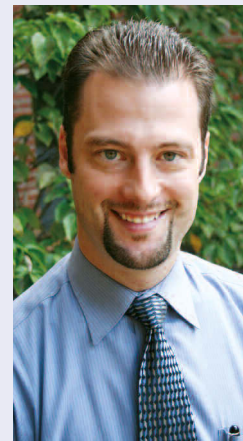
Left: Stephanie Victor, kneeling, practices a shaman ritual while Ryan Toth, left, "protects her spirit."

Below: Preparing for day two of their canoe trip are, from left, Stephanie Victor, a Peruvian girl, Ryan Toth and Jennifer Compton.



James Culhane Wins Carpenter Award

James Culhane, associate professor of pharmaceutical sciences, received the Carpenter Outstanding Achievement Award from his peers for excellence in teaching. In a speech at summer commencement, he shared five tips for lifelong success and happiness:



- From his dad, a retired aircraft mechanic:
No matter what you do in life, make sure you make enough money to pay the bills.
- Surround yourself with brilliant, enthusiastic and highly motivated people, and then mooch off of them for all they are worth.
- If you have the opportunity to help someone, take it. You can never predict how the ripples from one kind act can change the world.
- If you should ever find that the senior drill sergeant has taken your unsecured M-16 A1 assault rifle, make sure you retrieve it as soon as possible. Admit your mistakes and accept responsibility.
- Make sure your job, career or profession is meaningful to you.

Creative Writing Program Now Offers M.F.A.

Now you can live the writer's life and earn a master of fine arts (M.F.A.) degree to boot. The University's Creative Writing program offers the 18-credit M.F.A. option in addition to its 30-credit master of arts degree. The M.F.A. is a terminal degree, the highest offered in the visual, literary and performing arts. It is required to teach at the college and university level.

The low-residency format of these programs means students work mostly from home, coming to campus only twice per year. Application deadline for the January 2008 residency is Dec. 15. For more information, visit www.wilkes.edu/creativewriting or call (800) WILKES-U Ext. 4527.



“ We were ENERGIZED by the CROWD cheering and the C-130 flyover, and it went like clockwork! We were not doing it for those folks in the stands or those at home; we were doing it for (the soldiers). We were THERE FOR THOSE who, through their sacrifice, MIGHT NEVER BE REUNITED with friends and family OR EVER RETURN HOME.”

– Cadet Adam Mann

Cadets from the University’s Air Force ROTC Detachment 752 presented the colors at the nationally televised Pennsylvania 500 NASCAR race at Pocono International Speedway on Aug. 5. From left to right are cadets Lauren Benhamou, Marc Honrath, Michael Lewis and Adam Mann.

Biology Students Conduct Research at Yale University Lab

Two undergraduate students spent the summer conducting cutting-edge genomic research at Yale University.

Junior Naseem Mian of Johnson City, N.Y., and sophomore Jay Shah of Vestal, N.Y., worked alongside Wilkes biology Professor William Terzaghi and Professor Xing Wang Deng of Yale’s Department of Molecular, Cellular and Developmental Biology, in New Haven, Conn.

Terzaghi was on sabbatical to research the rice genome. Mian has worked with Terzaghi for two years, and Shah has worked with him for one.

Mian and Shah studied the structure and function of antisense ribonucleic acid molecules in rice. A surprising number of rice genes are copied off both



From left, Professor William Terzaghi worked with students Jay Shah and Naseem Mian to study rice genomics at Yale University last summer.

sense and antisense strands, Terzaghi explains, and groundbreaking work that earned the 2006 Nobel Prize in Medicine and Physiology showed that some antisense RNAs block expression of certain genes in other organisms. Terzaghi’s and the students’ research could lead to new ways to improve crop yields and resistance to pathogens and environmental changes.



Upward Bound students Christine Horn and Jessica Kramer hold their prize fish, won at the Carnival of Decades 40th anniversary celebration.

Upward Bound Alumni Celebrate Four Decades of Success

The University’s Upward Bound program celebrated its 40th anniversary this summer with an event titled “A Carnival of Decades.” Alumni, current Upward Bound students and their families attended the event, which included a photo slideshow, program memorabilia, games, face-painting and a barbeque.

Upward Bound at Wilkes is one of the longest-running, continuously funded programs in the United States. Since 1967, nearly 2,000 students from Luzerne and Wyoming counties high schools have participated in the program. And 92 percent of graduates have pursued post-secondary education.

Athletics Hall of Fame

FOUR STUDENT ATHLETES AND A TEAM JOIN RANKS OF HONOREES



Four more athletes and a team became members of the Athletics Hall of Fame.

Inducted in an Oct. 7 ceremony on campus were:

Mike Gundersdorf '97, football;

Al Scharer '75, wrestling;

Ellen Van Riper '83, volleyball, basketball and softball;

Angela Polny Vivian '95, field hockey;

1975 men's lacrosse team.

The Athletics Hall of Fame was established in 1993 to honor players, coaches and others who have made outstanding contributions to athletics at Bucknell Junior College, Wilkes College and Wilkes University.

Receiving their awards during Homecoming 2007 were, left to right, Mike Gundersdorf, Ellen Van Riper, Al Scharer, Don Mock (captain of the 1975 lacrosse team) and Angela Polny Vivian.

Mike Gundersdorf

Gundersdorf is one of the most heralded players to ever play for the Wilkes football team. He helped Wilkes post an overall record of 32 wins and 11 losses. During that span, the Colonels claimed the 1993 Middle Atlantic Conference (MAC) championship and earned a berth in the NCAA Division III playoffs. They also garnered Eastern Collegiate Athletic Conference playoff berths in 1994 and 1996.

Now a special education teacher at West Morris High School, Chester, N.J., the Hackettstown, N.J., resident also runs a private painting company. He and wife Lauren have two sons, Michael, 5, and Luke, 3.

Gundersdorf majored in communications at Wilkes. He credits his Wilkes experience, both on the field and in the classroom, with teaching him to focus on a task and prepare to meet goals. "I always kind of set goals for myself and what I expect of myself, and it's carried over into my professional and personal life."



STATS - MIKE GUNDERSDORF

- Ranks first on career receiving list for receptions, receiving yards and receiving touchdowns
- 205 catches for 3,603 yards and 34 touchdowns
- Set single-season records, with 79 receptions and 1,269 receiving yards in 1995
- Established new standard with 15 touchdown catches in 1996
- Holds records for 14 catches in a game, 271 receiving yards in a game and four touchdown receptions in a game
- Second-team All-American, 1995
- Honorable mention All-American honors, 1996
- First-team All-MAC honoree, 1994, 1995, 1996
- ECAC Player of the Year, 1996
- First-team All-ECAC honors, 1995
- Wilkes Male Athlete of the Year, 1997

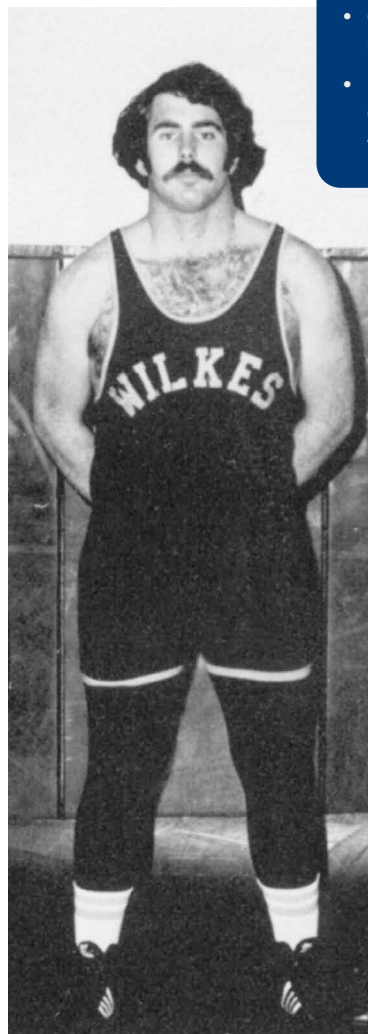
Al Scharer

Scharer was a standout performer on the wrestling mat for the Colonels during his three and one-half years at Wilkes. A transfer from Columbia University, the heavyweight compiled a career dual match record of 27-13-2 during his time at Wilkes.

The economics major is president and founder of Filigree Consulting, a marketing and economic research firm. He credits his athletic experience at Wilkes with teaching him the relationship between hard work and success. "Wrestling is an interesting combination of individual and team

STATS - AL SCHARER

- Overall record 25-7, eight victories by pin, 1974
- 13-5 dual match record, three wins by fall, 1974
- Second at NCAA Division III Championships to help Colonels claim team national championship, 1974
- Team dual match record of 13-5, MAC championship, 1974
- Team posted 12-2-1 dual match record and seventh consecutive MAC crown, 1975
- Overall record 18-12-1, 10 wins by fall, 1975
- Fourth at NCAA Division III Championships, Colonels earned fourth-place team finish, 1975



pursuits. How to maintain a balance of focus on individual success and team success is an important life lesson. Business is very much like that. You are responsible for individual performance and your contribution to the 'team.'"

And even 20 years later, he finds himself asking, "What would (Coach) John (Reese) do?" when presented with a complex or ethical decision. "I learned about leadership and the importance of personal integrity and its role in establishing trusting relationships."

Scharer lives in Big Elk Meadow, Colo., with wife Karen. Daughter Vanessa is mother of Ethan and Emma.

Ellen Van Riper

Van Riper was a four-year performer in volleyball, plus played three years of basketball and one season of softball. She earned four varsity letters in volleyball and served as a team captain during her senior season, in 1982.

As a senior, she played an integral role in helping Wilkes finish with an overall record of 16-6. That same year, the Lady Colonels won both the Northeastern Pennsylvania Women's Intercollegiate Athletic Association and the MAC Northeast championships.

During her junior season, Van Riper cracked 130 kills, including a then school-record 21 in a match against FDU-Florham. She also contributed 48 service aces.



She graduated magna cum laude with a bachelor of arts degree in English literature and earned her law degree from The Rutgers-Newark School of Law. She now serves as assistant city attorney for Peoria, Ariz. Van Riper and husband Allen Malanowski reside in Phoenix and have a son, Eric, 6.

“In addition to the cliches like learning the values of teamwork, commitment and good sportsmanship, (athletics) also taught me to set high standards and goals for myself in every area of my life and that almost anything can be achieved through hard work, skill and perseverance,” Van Riper says. “Professionally, these lessons have served me very well as an attorney practicing civil litigation.”

STATS - ELLEN VAN RIPER

- 106 kills and 61 service aces as senior, 1982
- MAC and NPWIAA All-Conference teams, 1982
- NPWIAA first-team honors, 1982
- Lady Colonels Offensive Most Valuable Player, 1982
- Letterwomen's Club
- First female sports editor of *The Beacon*
- Managing editor of *The Beacon*

Angela Polny Vivian

During her three years on the field hockey team, Vivian helped the Lady Colonels post an overall record of 34 wins, 23 losses and two ties. A defender, she finished her career with six goals and helped Wilkes limit the opposition to 1.47 goals per contest.

Vivian arrived at Wilkes in 1992, after spending her freshman year at University of Connecticut. She played in all 18 games her sophomore year with the Lady Colonels, who posted a 10-8 record. She scored one goal from her defensive position.

STATS - ANGELA POLNY VIVIAN

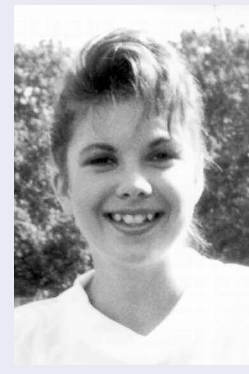
- College Field Hockey Coaches Association North Region second-team All-American, 1993
- All-Freedom League first team, 1993
- CFHCA North-Atlantic All-Region first team, 1994
- All-Freedom League first unit, 1994

During her junior campaign, Vivian helped Wilkes equal its total from 1992, with five wins by shutout as the Lady Colonels posted an 11-8-1 record. Her play, which included four goals, helped the squad win both the Freedom League and ECAC Mid-Atlantic championships.

As a senior, Vivian scored one goal and played in all 21 contests in leading Wilkes to both the Freedom League and ECAC Mid-Atlantic titles. The Lady Colonels also set a new record by winning 13 games on their way to a 13-7-1 mark.

Vivian appreciated the understanding she received from professors as a student-athlete. “When I had to tell professors that I’d be missing a class or a test to play field hockey, they told me, ‘That’s OK, Angie.’ They knew my name, not my Social Security number,” she recalls. “I was able to play field hockey, get my engineering degree and have a life.”

Vivian, a quality assurance manager for a company that manufactures metal closures, lives in Slocum, Pa., and is engaged to be married.



1975 Men's Lacrosse Team

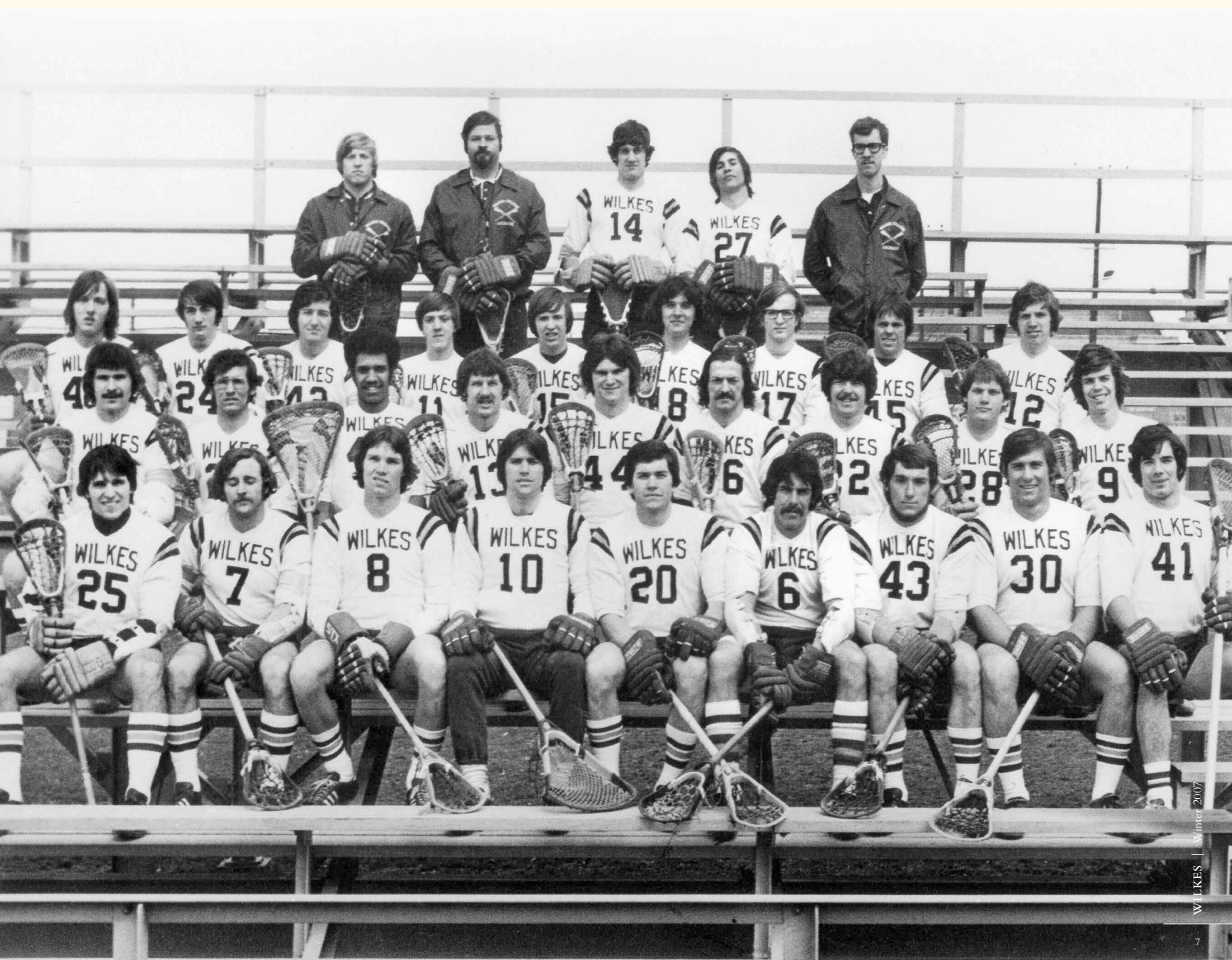
The 1975 men's lacrosse team goes down as the finest to ever play at the school.

After dropping their first game of the season to MAC rival Franklin & Marshall College, the Colonels responded with eight consecutive wins. Six of those came in conference play, as the squad claimed its first MAC title, with a 6-1 record and an 8-2 mark overall.

Midfielders Vince Krill and Craig Austin led a Wilkes attack that averaged 14.3 goals per contest. Krill had 21 goals and 21 assists, while Austin finished with 19 goals and 21 assists. Gary Gieschen, who played attack, finished second on the team in goals, tallying 25 and handing out nine assists. Bruce Davis was the team's leader in goals from his midfield position, with 26; he

also contributed six assists. Bill Winter, who played attack, was next on the scoring list for the Colonels, with 14 goals and 14 assists.

Don Mock came up with 117 saves. Bill Harris had 15 saves to help the Colonels limit the opposition to a mere 7.7 goals per game. Six players were named to the MAC All-Star Team; that includes Krill and Davis, both named to the first team. Winter, Gieschen, Austin and Mock garnered berths on the second unit.



SERIAL SUCCESS

EDS TAPS RON RITTENMEYER
'72 TO LEAD TECHNOLOGY
GIANT'S TURNAROUND

By Kim Bower-Spence

Ronald Rittenmeyer '72 is a self-described failure at one thing: retirement. A determined businessman with a track record of turning around ailing companies, the Kingston, Pa., native has retired three times.

Rittenmeyer, shown here in EDS' board room, says the only job security in life is your results.
ALL PHOTOS BY STEVE MCALISTER

He emerged not to lightweight jobs either. The last time he left retirement – after a record two-month hiatus – he went to work at a private equity firm. Then EDS Chairman Michael Jordan, with whom he'd worked at Frito-Lay, in 2005 talked Rittenmeyer into joining then-struggling EDS, based in Plano, Texas. The technology giant, founded 45 years ago by former presidential candidate Ross Perot, had fallen on hard times amidst global competition for its outsourcing services.

In July, EDS named Rittenmeyer president and chief executive officer, putting him in charge of 137,000 employees in 64 countries and contracts totaling \$26.5 billion in 2006. “Ron has been instrumental in driving the company’s turnaround,” Jordan said in announcing the appointment last summer. “Under his leadership, EDS completely transformed its entire sales and delivery operations, while delivering dramatic improvements in quality and productivity.”

BLUE-COLLAR BEGINNINGS

Rittenmeyer’s father worked two blue-collar jobs to help him attend Wyoming Seminary, a local private school. Ron himself started pumping gas for a quarter an hour at 12 years old and worked his way through high school and college. “I knew what I had to do to get certain grades and get through certain classes, and that’s what I worked against because the rest of the time I was working,” he recalls. “My last couple years at Wilkes, I had three jobs at any one time.”

He learned to balance work and school. “Wilkes was a school that was there for you when you needed them to be there but didn’t overly manage you, didn’t overly mollycoddle you, made you stand up for whatever you were going to do.”

He was aquatics director at the Jewish Community Center when he met lifeguard Hedy Wrightson ’72, a biology major to whom he’s been married 33 years.

TRIAL BY FLOOD

Rittenmeyer cut his teeth in crisis management weeks after graduating from Wilkes. Following the Agnes flood, in June 1972, he became a leasing adviser for the U.S. Department of Housing and Urban Development and within a year worked his way up to finance officer for the entire state of Pennsylvania.

He worked briefly in Washington, D.C., before landing a job with snack food maker Frito-Lay in Binghamton, N.Y. During his 20 years with that company, he worked in shipping, branding, marketing, sales operations and as a plant manager. He spent four years with PepsiCo Foods International, where he was head of worldwide operations and responsible for

businesses in the Middle East. He returned to Frito-Lay to head all operations before accepting an opportunity to become chief operating officer at Burlington Northern Railroad.

Rittenmeyer has also served as president of Merisel, a software and hardware distributor; president of truck renter Ryder TRS Inc., which he led to a merger with Budget Corp.; chairman and CEO of Railtex, which he sold for a 300 percent gain in two years; president and CEO of AmeriServe, where he led a restructuring and sale; and chairman and CEO of Safety-Kleen, a hazardous waste management company he led through reorganization from Chapter 11 bankruptcy. “I’m never quite sure how they all connected, but they did. You’ve got to be ready to take a little risk. I moved a lot.”

Along the way, he earned a reputation as a turnaround CEO. “The term ‘turnaround’ is overused,” Rittenmeyer says. “The fact is every company, to some degree, is probably a turnaround. Who says what a company’s doing is the right performance level to be at and that there isn’t more to achieve. To be successful in today’s global economy, every company needs to be in a constant state of improvement.”



Rittenmeyer is shown outside EDS’ Plano, Texas, headquarters.

Willingness to take risks accounts for some of his success, he believes. But the key is to be frank and honest with people and own your results.

“The only job security in life is your results. The only thing seniority should give you is more vacation time and better retirement. But short of that, it’s only about performance.”

When asked about accomplishments, Rittenmeyer immediately brings up family. “(Hedy) is my best friend and an incredible supporter who is very smart, very insightful and always there for me and for the family,” he says. “By far, one of my greatest accomplishments is getting her talked into marrying me. My success is clearly due to our partnership, which allowed the opportunities to work from a family perspective. We actually became a closer family due to the changes and challenges associated with these moves.”

He counts son Chris, 30, and daughter Ashley, 23, as his other accomplishments. Chris is a vice president for EDS division ExcellerateHRO, lives in London and has seniority over his dad at work, with seven years at EDS. Ashley, 23, graduated this spring from Southern Methodist University, Dallas, with degrees in business and psychology.

“ Success is a CONTACT SPORT. It requires constantly working and constantly looking for the BEST WAY to do it. ”

The family moved quite a bit over the years, living in nine different states before landing in the Dallas area for the second time, in 1985. The Rittenmeyers decided that was the last move. Ron elected to commute to his various jobs in California, Denver, South Carolina and San Antonio. He recalls flying home for soccer games and other activities to keep connected with the family.

When not working, Rittenmeyer loves the water and the beach. He was a pilot but gave it up because he couldn't fly enough hours. He and Hedy have had a home in Hilton Head, S.C., since 1985, and own a farm in Nicholson, Pa. They enjoy a cabin on Lake Texoma in Texas, where they keep a 60-foot boat. A master scuba diver, Rittenmeyer enjoys several dive trips each year with his family.

Whether at the office or at home, Rittenmeyer believes, success requires work. "Success is a contact sport. It requires constantly working and constantly looking for the best way to do it. It requires you to be thinking on your feet. It requires you to treat people right. One of the things that I think is absolutely fundamental is that you will never get ahead, in my view, unless you have the highest ethics, the highest personal standards and you lead by example."

The EDS CEO oversees 137,000 employees in 64 countries.





Ron, Hedy and Ashley Rittenmeyer share their Plano, Texas, home with golden retrievers Bailey and Madison.

Q&A: A CONVERSATION WITH RON RITTENMEYER

EDS President and CEO Ron Rittenmeyer '72 shared his views on running and leading a global business with Paul Browne, dean of the Jay S. Sidhu School of Business and Leadership at Wilkes.

Q: From your perspective as the new CEO, where do you see EDS going in the future?

A: We believe there is significant opportunity to modernize legacy systems. The issue in most industries today, whether it's the U.S. or Europe or anywhere globally, is that many things which were built to service the marketplace have actually become cumbersome and, in some cases, have created barriers in the market from allowing companies to really expand rapidly.

We have a process developed called "legacy modernization," and it's an area that we really plan to explode over the next couple years. Most of the modernization takes what people use and reengineers around the base so you don't lose customer information, you don't lose employee information.

We plan to expand in these areas globally while continuing to utilize offshore expansion – what we call "Best Shore" resourcing – not only for price but for quality.

Q: How do you see your role as CEO helping the company make this type of transition?

A: Clearly it's to create value in the corporation for the shareholders. You first of all need to make sure that the pathways that you're taking, the industries that you're expanding in, the places that you're investing in, have the right returns and are the right types of investments based on what you see in the marketplace. Equally – maybe even more – important is talent. One of my major jobs is to ensure we have the right type of talent to meet the expectations that we set.

Because we're in business to make a profit and our customers are in business to make a profit, we need to provide them the best opportunity, the best solution and the best possible price. Finally, it's looking at acquisitions and ensuring that I'm expanding the company appropriately to bring synergies in areas that are going to create a value to our shareholders.

Q: What impact are the globalization of the world economy and the extensive offshore outsourcing of information services having on EDS, and what is the company doing to take advantage of the opportunities and challenges involved?

A: We have a global workforce, and we are a large member of the world economy, and we take advantage of every one of these opportunities and challenges based on the country we're in. We have a workforce that mirrors the customers, so we're very diverse. The way we deal with that is by having offices and people hired locally.

We continue to look even further at certain emerging nations to decide how much we want to invest. For example, we're not big in Russia. We have some business there that we support, but we're now looking at whether we want to expand there. Down the road we will do that, I'm sure.

Q: What are some of the pitfalls or traps that are out there, and how is EDS trying to deal with them?

A: We work hard at placing the work where we think it gets done at the best possible price to the customer and the highest quality. You have to have both quality and cost be aligned. Quality is number one; price is number two.

The world is truly a global economy. In China, they graduate more engineers in some of the major city areas than we do here in the United States, so the market in terms of the quality of student and the quality of the workforce continues to be an area that is expanding rapidly, and Asia tends to play a major role in that.

We seek out areas where we think the education level, the quality level, the background is such that we can develop these people, and then we bring them in and train them.

Q: The University recently announced this to be the Wilkes Year of the Environment. How do you see environmental issues shaping business strategies for EDS and your company's most important customers?

A: There's always hype around environment, but, unfortunately, there's probably less done than appropriate. The world is faced with a constantly increasing demand for energy. So what you seek and demand is, for example, that the equipment manufacturers continue to look for ways to reduce the demand, as well as reduce the amount of heat per square foot that is required of these faster chips and faster machines. We have all types of programs throughout the company focused on energy reduction plans, efficient use of lighting, efficient use of power supplies, balancing peak loads. Beyond the fact that you need to do this from a planet standpoint, you also need to do it from an economic standpoint.

Q: At Wilkes, especially in our business programs, we emphasize leadership development. Could you share what has made you a strong leader and any advice you have for those who aspire to become effective leaders themselves?

A: A good leader's got to be practical. You have to have good communication skills. You have to be fairly transparent. Let's get to what is the real issue that we're trying to solve, and that takes really honest, straight, factual communication. Good leaders work in fact, not opinion. And if they're going to use opinion, they classify that it's an opinion.

Good leaders take responsibility for things that many times aren't even their problem but they can have an influence. It's important to be part of the solution, not just identify the problem.

Just being the smartest guy in the crowd isn't the answer. It's what do you do with that; it's how do you turn that into something. How do you make sure it makes a difference? And how do you rally other people to want to be part of that and to want to get excited with you?

Q: How do you get started down a path where you have an opportunity to grow this way?

A: Somebody told me many years ago that I would have the opportunity to witness great leadership and terrible leadership, and the most important thing was to

be able to understand which was which and to be able to separate those people that gave me great leadership from those people who gave me terrible leadership, and to understand the differences. And some people would give me both.

There's no secret sauce, there's no pill, and there's no book. Leadership is something that takes the average person and makes them want to do something that's exceptional, and that requires you to help them see the opportunity, to support them, but to make the calls that you've got to make. Leadership can be lonely, and it can be energizing. Most of all, it comes with responsibility, ownership and a clear expectation to deliver results every day.

Q: In your journey from Wilkes to the top job at EDS, there must have been some pivotal moments. Could you tell us about an example or two of key people who served as your mentors along the way?

A: My father had an incredible work ethic. His energy was everlasting and contagious. I have always remembered that throughout my career.

I had a couple people who taught me a few hard lessons and did so in a very positive way but clearly made me realize that ownership's an important thing and responsibility's an important thing. (EDS Chairman) Mike Jordan is one of them. He made me think more than I ever thought before and made me stretch my views.

There was another guy at Frito-Lay who originally hired me. I remember I made it to plant manager after eight years with the company. My plant was chosen by Research and Development to produce a new and improved product. When they showed it to me, I said it looked just like the old product, but since they were R & D and apparently knew more than me, at least in their opinion, I went along and we shipped it.

Next morning the phone rang, and the individual who originally hired me – had a professional and personal relationship with me over the years, was now my boss's boss in headquarters – was on the phone. Realize we had a long relationship. I answered the phone and with no pleasantries, he said, "Did you think this product was new and improved?" I said, "Well, to be honest with you, no. I really didn't." He said, "Are you confused who the plant manager is, because if you are, I can have that changed by 2 o'clock this afternoon?" I said, "No, sir, I'm not confused at all." He said, "Then we'll never have this conversation again," and he hung up.

That was a real important moment in my life. They paid me to own what we produced, to not franchise my responsibility, and to take charge as appropriate. A very clear and real life lesson. Some may think it harsh; but I would say for someone in his 30s this was a wake-up call, and I'm glad he was clear. Too often leaders avoid the honest and frank dialogue, and in the end both the employee and the company suffer unnecessarily.

“ There's NO SECRET SAUCE, there's no pill, and there's no book. LEADERSHIP is something that takes the AVERAGE PERSON and makes them want to do something that's EXCEPTIONAL. ”

Deck the Malls

BUSINESS AND
ECONOMICS
PROFESSOR CATCHES
MEDIA SPOTLIGHT
WITH ANNUAL
SHOPPING
FORECAST

By Sherrie Flick

Liuzzo, shown here amidst the holiday offerings at Dundee Gardens, Wilkes-Barre, says more people are shopping online at work during their lunch hours.
PHOTOS BY MARK GOLASZEWSKI

W

HEN REPORTERS WANT INSIGHTS into how merry the holiday shopping season will be, they turn to Wilkes business and economics Professor Anthony L. Liuzzo.

Liuzzo has had his finger to the pulse of America's holiday spending habits for nearly 20 years. His annual shopping forecast has become a popular reference for hundreds of media outlets, from local Wilkes-Barre radio stations to *USA Today* to his favorite: the front page of *The New York Times*.

Liuzzo, who also directs the University MBA program, notes drastic changes in holiday spending over the past two decades. The shirts, ties and sweaters that people placed under the tree in holidays of yore seem quaint compared to the iPods, iPhones, big-screen TVs, and tech toys that he predicts will lead the pack in 2007.

Several factors go into his yearly forecast: the public's perception of the stability of the international climate, the stock market, consumer confidence, and where the Federal Reserve stands on the economy. He cites certain consistent shopping patterns. Some seem obvious: Consumers shop less during snowy, icy winters and also during unseasonably warm holidays. Others are less evident: Shoppers tend to buy more in a presidential election year, especially with the re-election of a popular incumbent. The number of shopping days available between Thanksgiving and Christmas plays a role too.

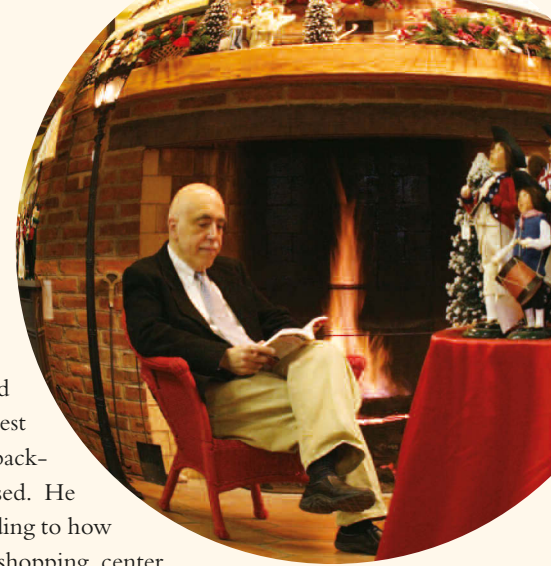
Liuzzo, a self-proclaimed Type A personality, tends to shop early.

But bargain hunters may want to pay attention to trends that determine the best time to hit the mall.

"If retailers overestimate demand, they have great quantities of inventory, and by the first week of December they're slashing

prices," he notes. "When they underestimate, they run out" and prices stay up.

Liuzzo begins thinking about the forecast in July and is compiling data in earnest by mid-September, after back-to-school figures are released. He tweaks his predictions according to how many cars he observes in shopping center lots, by listening to other experts, by keeping an ear to the public's view of world events, and other factors.



“WE’RE ALL SHOPPERS. It’s fun to use the technical knowledge that I’ve gained to ANALYZE HOW and when WE SHOP.”

One of the biggest changes in recent years has been the addition of Internet shopping to his formula. "People tend to shop at their work stations during their lunch hours," Liuzzo says. That trend tends to heat up the Monday after Thanksgiving and increases each Monday up to the holiday. "You can watch the flow from east to west," he notes. As lunch hour arrives in each of the time zones across the country, consumers click "Buy Now" buttons over and over again.

People think that the day after Thanksgiving – Black Friday – is the biggest shopping day, but in actuality

that weekend accounts for only 10 percent of purchases, Liuzzo says. Most people procrastinate, waiting until the Saturday before Christmas. During that week, 30 percent of sales are rung up.

"We're all shoppers," says Liuzzo. "It's fun to use the technical knowledge that I've gained to analyze how and when we shop."

Requests for the forecast come as early as August. Teresa Lindeman of the *Pittsburgh Post-Gazette* is one reporter who depends on this prognosticator. "I know that he's paying attention to what's going on at the mall and in the overall economy. Long before most people will admit to even starting their holiday shopping, he's running the numbers and typically coming up with a pretty good estimate about what retailers can expect."

Experience helps Liuzzo gauge trends. "Like a weather forecaster, you sort of pick up some traction over the years and see some trends. I like to be right. I'm not always right. I'm usually pretty close."



2007 SHOPPING OUTLOOK:

Merry But Not Too Bright

Business and economics Professor Anthony L. Liuzzo expects 2007 holiday sales to rise a meager 3.5

percent. This compares to 4.4 percent in

2006 and 6.4 percent in 2005. He notes that consumer confidence has taken some hits, while the stock market remains volatile. Recent retail sales have been disappointing, while consumer debt, bankruptcies and foreclosures are up. Rising gas and housing prices will be big determining factors.

He also predicts shoppers will continue the trend away from big box stores like Target and WalMart and instead check their lists twice at smaller retailers like JCPenney and Sears. "Department stores have been making some gains in recent years," he notes. "This is kind of a cyclical trend."

A Higher Degree

NEW DOCTORAL PROGRAM TRAINS EDUCATORS TO LEAD WITH VISION

By Sherrie Flick

Duffy expects the Ed.D. program to help him work with a diverse group of learners.

PHOTO BY EARL & SEDOR

TWO WILKES EDUCATION DEGREES ALREADY IN HAND, TOM DUFFY '99 M'03 aims to be among the first to earn what he calls the "Wilkes hat trick." The assistant principal of Dallas (Pa.) Middle School was one of the first 30 students in the University's new doctor of education program in educational leadership. He likens earning his third progressive Wilkes degree to the sports term denoting a single player scoring three goals in one game.



Duffy calls the courses “exceptionally demanding and challenging.” Each aspect of the program — especially ethics and diversity courses — applies directly to his work, he says. “I’m learning ways to see things through other people’s perspectives, to watch out for the silent voices that might not be heard. Effective administrators need to consider everyone — from special education students to those who are economically disadvantaged.”

The Ed.D. is the second doctoral degree to be offered by Wilkes; the other is the doctor of pharmacy. Undergraduate and master’s degrees in education from Wilkes have long enjoyed a solid reputation, says Michael Speziale M’79, dean of Graduate Studies and Continuing Learning. Up to 2,000 educators are enrolled in Wilkes graduate education courses annually.

In development for two-and-a-half years, the Ed.D. program added 40 more students in fall. “It’s going outstandingly well,” Speziale reports.

As No Child Left Behind legislation, state mandates, diversity issues, and societal and technological concerns raise the stakes in schools across the country, need for highly trained administrators increases. A national survey found 80 percent of school superintendents eligible to retire, and the rise in technology use in schools fuels demand for technology specialists. Salaries have risen with demand, with growing numbers of chief school administrators earning \$100,000-plus salaries.

Projections from the year 2002 through 2012 estimate an overall increase of 23.6 percent in educational administrative positions, with administrative positions in postsecondary education projected to increase by 25.9 percent. Education and technology, which includes careers in educational administration and computer technology, are two of three fast-growing professional occupations. Growth is projected through 2012.

Wilkes’ student-centered theory of education aims to prepare knowledgeable, empathetic administrators



The program’s first cohort of 30 students started course work in June. PHOTO BY KIM BOWER-SPENCE

“...the University wants to make lifelong learners. This program is EVIDENCE that we’re ACHIEVING it.

- Mary Kropiewnicki



Leadership development teams give Ed.D. students opportunity to support and mentor each other throughout the program. PHOTO BY KIM BOWER-SPENCE

ready to manage effective change in a variety of learning situations, Speziale says. Faculty are proud of the realistic, hands-on approach to teaching leadership through case studies and experience. It’s

this aspect that makes the Wilkes Ed.D. unique.

The 60-credit, post-master’s program offers three majors: higher education administration, K-12 administration and educational technology. Designed for working professionals to complete on a part-time basis, it will take about seven years to finish.

Candidates focus in one area but simultaneously join in leadership development teams that include candidates from a variety of backgrounds and concentrations. “What we try to do is bring people together from all three disciplines,” says Speziale. “We do this kind of mix so students can see life from broad perspectives and understand pressing issues from different angles.”

Duffy finds the interaction useful. “I’ve aligned myself with people I wouldn’t have known otherwise. I’ve already called one of them about issues in my school.”

Ruth Ann Gardiner M’03, third-year principal at Tamaqua Area Middle School, is pleased with the program so far. “The instruction is provided by practitioners, such as other principals and superintendents. I’d like some day to teach others to be good educational leaders.”

Mary Kropiewnicki, academic coordinator of the Ed.D. program and associate professor of education, says that while reviewing applications, she was struck by how many of the candidates said they wanted to apply for the degree in order to make a difference and to make education better. “They’re lifelong learners,” she says. “This is natural to them, and of course the University wants to make lifelong learners. This program is evidence that we’re achieving it. We are being mentors, and these people will go out and become mentors.”

Notes Speziale: “We want to open up people’s minds. There are issues we all know about but don’t look at much in depth because there isn’t time in the school day. The future of education needs strong leaders.”

To learn more about the Ed.D. program, go to www.wilkes.edu.

Alumni Board of Directors Welcomes New Members

Nine alumni were elected to the alumni board of directors in May:

- Richard Kramer '67
 - Charlotte Puglia '00
 - Wendy Holden Gavin '90
 - Brigette McDonald Herrmann '78
 - Tom Ralston '80
 - Dave Scordino '07
 - Jenna Strzelecki '07
 - Matt Brown '08
- (student government president)
- Blaine Madara '08 (senior class president)

They began their terms June 1 and met on Sept. 7. "These officers were chosen for their leadership quality for service and their enthusiasm in other volunteer roles," says Sandra Carroll, executive director of alumni relations. The Alumni Association aims to develop strong bonds of loyalty between alumni and the University; support the University in its pursuit of excellence; promote the stature of Wilkes University; work to promote a culture of philanthropy; and encourage lifelong learning.

The board oversees activities, programs and services of the association and represents about 25,000 alumni across the nation and internationally. "We congratulate these nine individuals on their appointment and hope our alumni will do the same," Carroll says.

If you would like more information on the Alumni Association or its board of directors, please contact Michelle Diskin, associate director of alumni relations, at **(800) 945-5378 Ext. 4134** or michelle.diskin@wilkes.edu.



Connecting the Dots: From Student to Professional

Successful alumni rubbed shoulders with students during the Alumni Association's successful Sept. 13 event called "Connecting the Dots: From Student to Professional." They chatted about how they made the transition from Wilkes into the working world.

More than 25 alumni of varying backgrounds spoke to 100-plus Wilkes students about their experiences at Wilkes and how Wilkes helped them get where they are today. Alumni attending included Ronald Romanoski '97, owner of Fuse Martini Bar; Andy Mehalshick '83, anchor for WBRE-TV; John Zelena '04, associate product engineer for Intermetro Industries; and Ellen Ferretti '78, director of environmental resources at Borton-Lawson.

Students got to talk with alumni one-on-one, ask questions and chat about their Wilkes experiences and current occupations. "This was a great event for students to network with people in their field and also get a feel



More than 100 students learned how alumni built their careers at an event titled "Connecting the Dots."

for what they can expect after graduation," says Lauren Pluskey, manager of alumni relations and annual giving. "It was also very beneficial for students who haven't decided on a major yet because they could talk to many different people and get a feel for the different fields they could go into."



SUMMART AUCTION:

The John Wilkes Society and other friends of the University celebrated an evening of art and multiculturalism during a special auction on campus in September. In summer 2005, seven Turkish painters came to Wilkes to work side by side with six American painters for four days. Paintings from this SummArt Painters Campus were auctioned to benefit scholarships for visual and performing arts students. The event, attended by more than 130 people, raised \$11,300. PHOTOS BY MICHAEL P. TOUEY



New Staff Members Join Development Office

Angela M. Buckley and Susan Dantona Jolley join the development team as directors of donor relations.

Buckley previously worked with the American Cancer Society as regional manager of northeastern Pennsylvania and as development officer of planned giving and major gifts. She has also served as director for development at the Northeastern Pennsylvania Philharmonic.

She is a member of the Association of Fundraising Professionals, leadership chairman of the Abington Heights Civic League, and a member of the strategic planning committee at the Scranton Canoe Club. She and husband Richard live in Clarks Summit, Pa., and are the parents of two grown daughters.

“I am thrilled to have someone with Angela’s experience, integrity and professionalism joining our development team,” says Mike Wood, executive director of development.

Jolley comes back to Wilkes from WVIA Public Television and Radio,

where she served as vice president of development for major and planned gifts. She previously was director of development for major and planned gifts at Wilkes.

She is a member of the Association of Fundraising Professionals and has served on the Association for Health Care Philanthropy and the Council for the Advancement and Support of Education. She lives in Larksville, Pa., with her husband, David ’78, and their two sons.

“Sue is a real asset to our team, and we are lucky to have her back at Wilkes,” Wood says. “She is a well-known development professional with an outstanding reputation throughout the Wyoming Valley.”

Homecoming 2007

ALUMNI ENJOY FUN AND FELLOWSHIP,
PLUS UNSEASONABLY WARM WEATHER



Above: Members of the 6th Training Detachment, also known as the Flyboys, and the late George Ralston were honored at the football game. From left are Flyboys James Lynch, Arthur Pareene, Joseph Rodowsky, John Horner, Arthur Rifkin and John Agren; Wilkes President Tim Gilmour; George Ralston's son David, wife Helen and son Tom.
PHOTO BY MICHAEL P. TOUEY



Above: Lucienne and Charles Robinson '57 were among the Golden Colonels taking part in their 50th reunion.
PHOTO BY MICHAEL P. TOUEY



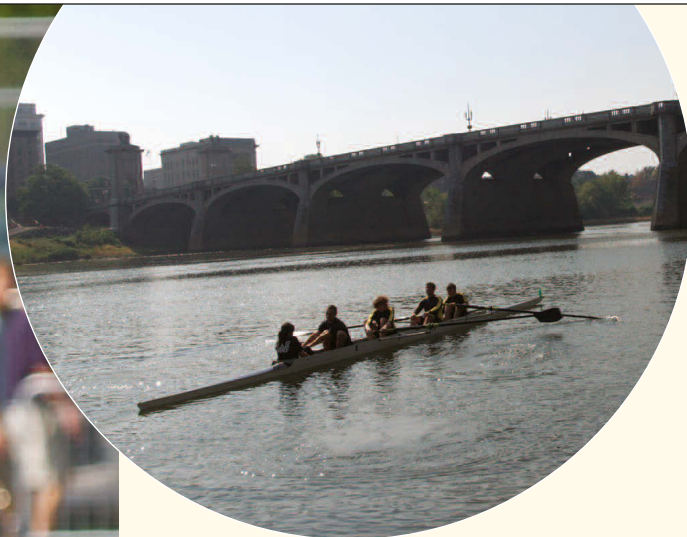
Left: Members of the class of '82 celebrating their 25th reunion were, front row from left: Chris Lain Sarno, Janine Tucker, Roya Fahmy Swartz, Chris Woolverton; second row from left, Gary Nothstein, Bruce Williams, Jeff Surovi, Ruth McDermott Levy, Maureen Connolly Cambier, Mario Silvestri; and back, Dan Glunk.
PHOTO BY LAUREN PLUSKEY



Above: The Colonels routed FDU-Florham 47-0. PHOTO BY MICHAEL P. TOUEY

Bottom left: Colonel Bob Wachowski '89 continued his tradition of firing up the fans with the Ralston cheer. PHOTO BY MICHAEL P. TOUEY

Bottom right: The Karambelas Pergola was dedicated in a special ceremony. Theresa and Clayton Karambelas '49, second and third from left, are shown with family members Joan Baiera, Mary Pennachioli and Marcie Pennachioli. PHOTO BY CURTIS SALONICK PHOTOGRAPHY



Above: Crew club members enjoyed warm weather for the regatta. PHOTO BY MICHAEL P. TOUEY

Below: Members of the class of '57 gathered for induction as Golden Colonels. Attending were, front row from left: Robert Chase, Arthur Meyer, John Zachmann, Elnora Metroka Rusnak, Phyllis Walsh Powell, Bettijane Long Eisenpreis; second row, Irene Tomalis Stone, Jesse Choper, Charles Robinson; third row, Leslie Weiner, Carl Urbanski, Seymour Holtzman; fourth row, Lawrence Cohen, Larry Amdur, Eugene Roth; and top, William Tremayne. PHOTO BY SANDRA CARROLL



Elevating Wilkes to **GREATNESS**

REPORT OF GIFTS: Gifts Received June 1, 2006, through May 31, 2007



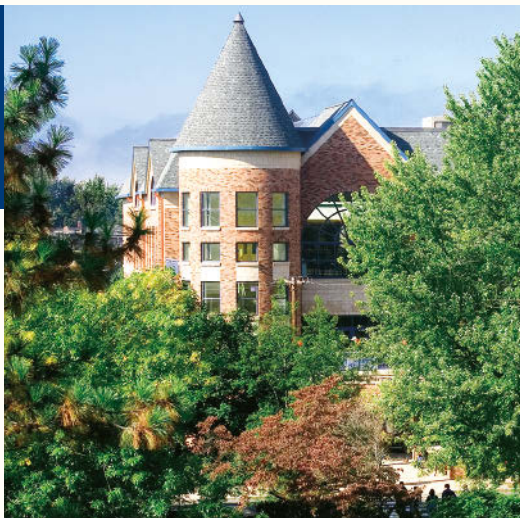


Table of CONTENTS

REPORT OF GIFTS KEY

The John Wilkes Society

PLATINUM ASSOCIATES

\$500,000 or more

DIAMOND ASSOCIATES

\$250,000 - \$499,999

HONORARY ASSOCIATES

\$100,000 - \$249,999

TRUSTEE ASSOCIATES

\$10,000 - \$99,999

FOUNDER'S CIRCLE

\$5,000 - \$9,999

PRESIDENT'S CIRCLE

\$2,500 - \$4,999

JOHN WILKES ASSOCIATES

\$1,000 - \$2,499

The Eugene Farley Club

GOLD CIRCLE

\$500 - \$999

BLUE CIRCLE

\$250 - \$499

FARLEY ASSOCIATES

\$100 - \$249

CONTRIBUTORS

Up to \$99

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24 Giving by Constituency

TRUSTEES & TRUSTEE EMERITI

UNIVERSITY FAMILY

COMMUNITY BUSINESSES & FOUNDATIONS

FRIENDS AND PARENTS

28 Giving by Class

CLASS OF 1935 THROUGH CLASS OF 2006

39 Senior Class Gift

40 The Marts Society

41 Endowed Named Scholarships

43 The John Wilkes Society

STATEMENT OF ACTIVITIES FROM OPERATIONS	TOTAL
Revenues and other Support	
Tuition and Fees	\$ 66,807,877
Less: Student Aid	\$ (20,519,152)
Net Tuition and Fees	\$ 46,288,725
Government Grants and Contracts	\$ 2,665,695
Private Gifts, Grants and Contracts	\$ 5,055,093
Sales and Services of Auxiliary Enterprises	\$ 9,716,912
Income from Interest and Dividends	\$ 991,104
Other Additions	\$ 1,057,938
Endowment Income Designated for Current Operations	\$ 858,000
Net Assets Released from Restrictions	\$ -
Total Revenues and other Support	\$ 66,633,467
Expenses	
Instruction	\$ 28,343,043
Research	\$ 1,127,915
Public Service	\$ 1,257,442
Academic Support	\$ 4,442,682
Student Services	\$ 9,165,733
Institutional Support	\$ 15,540,943
Auxiliary Enterprises	\$ 6,160,563
Total Expenses	\$ 66,038,321
Increase in Net Assets from Operating Activities	\$ 595,146

Cathy Osborne Harrington '87
 Leona J. Hartland
 Maria P. Hebert-Leiter
 Pamela M. Hoffman
 Richard R. Huffman '07
 Ben-David Kaminski
 Kimberly Escarge Keller '95
 Tammy M. Klucitas
 Lawrence M. Kopenis '88
 Anne Marie Kopetchny
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 Frederick J. Krohle '57
 Jean M. Krohle
 Diane M. Kroks
 Christopher T. Leicht
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 Gretchen Yeninas
 James D. Yeninas
 Cheryl M. Yustat

BUSINESSES AND FOUNDATIONS

• • •

The John Wilkes Society

PLATINUM ASSOCIATES

\$500,000 or more
 JPJR Ten East South Tower, LP

DIAMOND ASSOCIATES

\$250,000 - \$499,999
 Sovereign Bank

JOHN WILKES TRUSTEE ASSOCIATES

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 The Weininger Foundation Inc.
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\$500 - \$999

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Blasi Printing Company
Enterprise Rent A Car
First National Bank
of Berwick
First National Community
Bank
Alan and Janis
Goldberg Foundation
Gertrude Hawk Chocolates
Kronick Kalada Berdy
& Company, P.C.
Mericle Construction, Inc.
New Era Technologies Inc.
Payne Printery Inc.
Roof Pro Inc.
Sordoni Construction
Company
UGI Corporation
Wachovia Bank Foundation
R.J. Walker Company
Wilkes University
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The Marts Society was named in honor of Dr. Arnaud C. and Anne McCartney Marts. Dr. Marts became president of Bucknell University in 1935 and was instrumental in maintaining Bucknell University Junior College in Wilkes-Barre during the Depression years. Because he believed in the service offered to the young people of the Wyoming Valley, Dr. Marts provided the support and leadership the fledgling institution needed to become self-sustaining. Dr. Marts established a trust in 1964 to provide a lifetime income for Mrs. Marts after his death. Upon her death in 1994, more than \$2 million was gifted to the University; this helped to make possible the addition to campus of the Arnaud C. Marts Sports and Conference Center.

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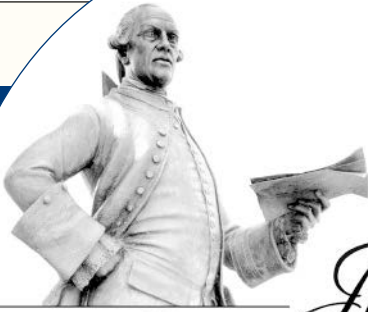
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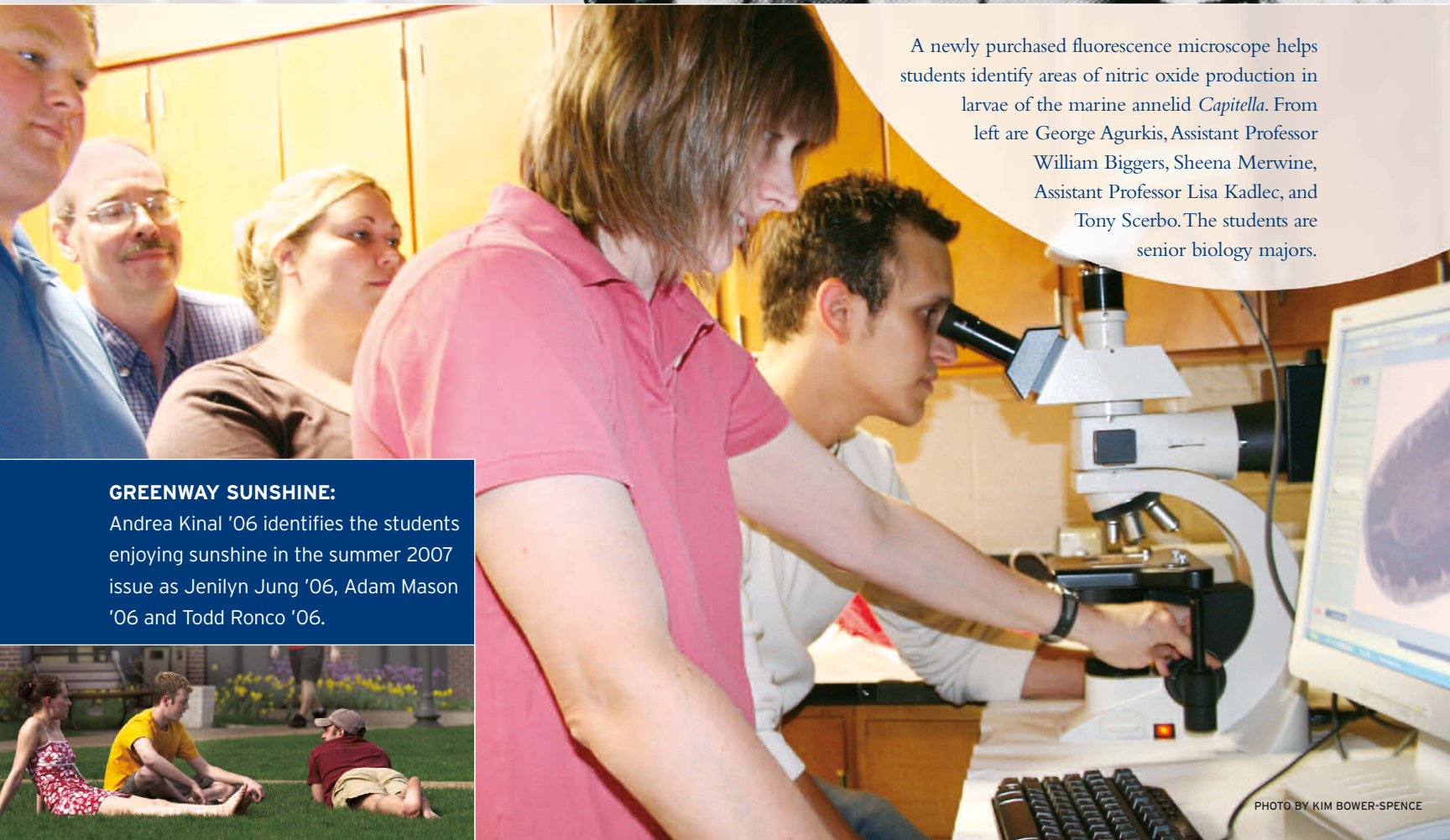
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PHOTO FROM WILKES ARCHIVES



A newly purchased fluorescence microscope helps students identify areas of nitric oxide production in larvae of the marine annelid *Capitella*. From left are George Agurkis, Assistant Professor William Biggers, Sheena Merwine, Assistant Professor Lisa Kadlec, and Tony Scerbo. The students are senior biology majors.

GREENWAY SUNSHINE:

Andrea Kinal '06 identifies the students enjoying sunshine in the summer 2007 issue as Jenilyn Jung '06, Adam Mason '06 and Todd Ronco '06.



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December

- 1 Flute Ensemble Concert, Dart Center
- 6 Jazz Orchestra Concert, Dart Center
- 7 Chorus Concert: Christmas Favorites, St. Stephen's Church, Wilkes-Barre
- 8 Civic Band Concert, location TBA
- 9 Civic Band Concert, Dart Center

January

- 19 Art exhibit opening reception:
Ken Aptekar, Paintings, Sordoni Art Gallery.
Exhibit runs Jan. 14 to March 2, 2008

For details on dates and locations, check www.wilkes.edu and **The Colonel Connection!**



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