

## HELLO ALUMNI!



THE ALUMNI ASSOCIATION HAS BEEN COMMITTED TO SERVING ALUMNI AND STUDENTS FOR OVER FIFTY YEARS AND WE PLAN TO FUNCTION AS A VITAL ORGANIZATION FOR MANY YEARS TO COME. THROUGH SCHOLARSHIPS FOR STUDENTS AND EVENTS AND REUNIONS FOR ALUMNI, THE ASSOCIATION HAS CONTINUED TO DRAW TOGETHER THE NJIT FAMILY.

Those of you visiting the campus recently will have noticed the site of what was once the A.J.J.A. Wilson Alumni Center. As a new state-of-the-art campus center is built there, the Alumni Association has agreed to temporarily relocate to the William S. Guttenberg Information Technologies Center. Plans are under way to renovate and transform Eberhardt Hall into the new alumni center of NJIT. With the history behind Eberhardt, we feel it will be the perfect location on campus for us.

Relocation is only one of the four focus areas of today's Alumni Association. Scholarships is another. We are responsible for managing the Alumni Association scholarship portfolio. This has and always will be an important function of the Alumni Association.

That leads me to the next area I want to discuss: the students. The Alumni Association cannot neglect the next generation of alumni. We want our students to know we are here to help them. Over the next couple of years, students will feel a greater presence of the Alumni Association on campus. Currently, we have a student liaison committee working with the Student Activities Office to plan events for the students. Eventually, there will be a student representative at our board of trustees meetings.

But all of these activities are meaningless without our membership. The more active members we have, the more we can do for our alumni as well as our current students. By attending NJIT, you become part of the alumni family. The professional experiences and contacts brought back by our alumni volunteers are invaluable to us as we move forward. And volunteering in the Alumni Association has always been a win-win for the alumni and the university. Alumni will have the opportunity to give back to their alma mater through mentoring and networking. Helping your fellow alumni is always an invaluable experience.

The alumni board of trustees has taken these four areas as our challenge for the upcoming years. We need your help, so be a part of it. Stop by or drop me a line in care of the NJIT Alumni Association, 323 Dr. Martin Luther King, Jr. Boulevard, Newark, NJ 07102, 973.596.3449.

Sincerely,

Colin M. Dino '85  
*President, NJIT Alumni Association*

ICONS ALBERT SCAGLIONE

## CRASHING INTO THE ART WORLD

When Albert Scaglione '62 was thirty years old, he reinvented himself for the love of beauty, truth and an amazing business now worth more than \$100 million in annual sales. "In 1969, I saw the specter of nuclear war haunting my work," says the former aeronautical engineer. "I didn't want my education to be used for that. I decided I'd rather sell art."

He attributes his subsequent success to the values he learned while at NCE: self-reliance, competition and hard work; and the skills he gained, particularly problem-solving.

For Scaglione, that training enabled him to realize that the best solution to his career dilemma was to leave engineering. He laid out a remarkably effective business plan to enter a field renowned for denying financial and professional satisfaction to so many. And in 1969, he crashed unabashedly into the art world with no more experience than a handful of courses, a one-time summer gallery job and some auction experience. His financial resources amounted to a mortgage on his home for ten thousand dollars.

Those were the easy steps for the former academic with a doctorate in magneto hydrodynamics. His family life suffered as he frantically opened a gallery, accumulated artists and simultaneously gobbled up hundreds of art history books and artists' monographs.

"At least, the reading matter was dramatically easier than anything I had ever done before," he says chuckling. Today, although his eye and knowledge are well established, he has intentionally surrounded himself with a well-credentialed staff.

Although self-educated people are common throughout his field and known as autodidacts, art world people sometimes snub them. Scaglione offers, "If I walked into a place and they treated me poorly, I wouldn't ask a lot of questions. I'd just keep walking around, doing my business." Deleting the snobbery from buying art is among his key goals. "I don't think it's appropriate," he says.

Eventually the tide turned for him as he met more artists and dealers and became an agent for pop art icon Peter Max, who is still a dear friend. Yaacov Agam, the Israeli artist said to be the father of the kinetic art movement, has been among Scaglione's artworld cronies since then.

Today from the entrepreneur's Southfield, Michigan-based flagship gallery, Park West – he



calls it the Mother Ship – he annually sells more than two hundred thousand works. The works range from fine art paintings and original prints to collectible animation cells and sports memorabilia. His galleries and cruise ship auctions showcase the varied offerings.

Scaglione also publishes quality art prints by known contemporary artists such as Itzhak Tarkay of Israel. These and other artists operate from production studios based in Paris, London, Tel Aviv and Detroit that his company operates.

Beyond the thriving business, he's a collector of Picasso prints. "I own over four hundred of them," he says. He also owns prints by masters like Joan Miró, Marc Chagall, Maurits Escher and Salvador Dali. He recalls buying many of them for under two hundred dollars when he'd dash into Manhattan while at NCE to bid at the venerable former auction house Parke-Bernet, which Sotheby's bought in 1982.

It is perhaps fitting, then, that Scaglione surprised a student caller this fall during NJIT's annual appeal with an extraordinary gift: a portfolio of serigraphs and lithographs valued at seven hundred thousand dollars from internationally recognized artists. "No one ever expects a donation like that during a phonathon," exclaims Judy Goss Boyd, vice president of university advancement.

"The timing is perfect," comments President Fenster. "We will have three outstanding new buildings where we can display these works. It's important for our students to have a direct art experience on campus."

For Scaglione, the point is that in the end, art is hopefully for everyone. "You want to learn about art? Come to one of my cruise ship auctions. You'll be exposed to a great array of stuff. If that doesn't stimulate you, I don't know what will," he concludes, ever the consummate connoisseur, businessman and NCE alum. ■

— Sheryl Weinstein

"I SAW THE SPECTER OF NUCLEAR WAR HAUNTING MY WORK. I DIDN'T WANT MY EDUCATION TO BE USED FOR THAT. I DECIDED I'D RATHER SELL ART."



## ROCKIN' TRUCKS

You can scale mountains as steep as Everest in them. Crags and boulders pose no challenge. They are "rock spiders," light four-by-four trucks modified just enough to take on even the toughest terrain.

Tom Kingston uses his to conquer and then commune with nature. High in the Rocky Mountains, he and his wife stop, pitch a tent and devour the beauty of the pristine wilderness.

"We like taking the truck places people can't get to," Kingston says. "One time we met a group of hikers as we were driving down the mountain. They asked us, 'How did you get to the top? Did you take a helicopter?'"



**"TAKING YOUR HOBBY AND TURNING IT INTO A BUSINESS—IT'S SO COOL, THERE'S NOTHING ELSE I'D RATHER BE DOING."**

It wasn't a helicopter. It was a customized Suzuki Samurai, one Kingston built himself.

Kingston, twenty-four, is in the business of "wicked fun." He is co-owner of Spidertrax, a company that manufactures customized parts for four-by-four trucks, usually Suzuki Samurais. More recently, the firm began building the trucks, too.

It all started at NJIT.

When he was a freshman, Kingston, a mechanical engineering major, worked at the university's Center for Manufacturing Systems. While there, he met Eddie Casanueva, a student who introduced him to off-road riding and then to rock crawling. An extreme sport, rock crawling is done in slow motion. When climbing, the trucks move at an average of one mile per hour. A special harness holds drivers securely in the seats and a roll bar protects them should the vehicle roll, a rare event.

Kingston and Casanueva found that the trucks had one main vulnerability. Due to the pressure of climbing rocks with the wheels splayed, the front axle often cracks. As machinists, the two friends started to tinker. Before long, they had designed a birfield ring to strengthen the truck's front axle. It improved the suppleness of the suspension so that one wheel could be five feet in the air while the other three remained glued to the ground. The trucks gained enormous climbing power. With the ring, they look like immense spiders crawling over boulders. The idea was a hit, and Kingston developed plans to mass-produce it; he also hired a distributor to get it to market.

The ring blossomed into Spidertrax, a company that now designs dozens of customized parts—roll cages, axle shafts and link suspensions—for off-road trucks. Kingston and Casanueva ran Spidertrax out of the center's backroom in 2000, Spidertrax's first business year.

In 2001, sales jumped from twenty thousand dollars to four hundred thousand dollars. Their NJIT location became untenable. They needed more space, and they figured it made sense to move the company out West where the sport is most popular. So in August 2001, Kingston and Casanueva moved Spidertrax to Longmont, Colorado, just north of Denver.

Kingston admits he never expected to be a business owner. An average student at Nutley High School, he says he barely got into NJIT. But once here, he flourished. By his sophomore year, he was accepted into the Albert Dorman Honors College.

"Tom was a very good student," recalls NJIT professor Harry Kountouras. "He's also a very personable guy and very enterprising." Kingston's student design for an Indy 500 race car, Kountouras recounts, took first place in a student competition.

Success is sweet. Soon, Spidertrax will hit the million mark, says Kingston. "There's no telling where this business will go," he adds, the words tumbling out of his mouth in an excited rush. "We are nowhere near our potential."

He's grateful for that. "Taking your hobby and turning it into a business—it's so cool," Kingston gushes. "There's nothing else I'd rather be doing." ■

— Robert Florida

Tom Kingston demonstrates that Spidertrax trucks can take on the toughest terrain.

PHOTO: EDDIE CASANUEVA



## ICONS JOSEPH MUSCARI

## A MAN WITH A MANTLE

An Alcoa pigment plant closed in 1985 and Joseph Muscari couldn't do a thing to stop it — not even when union leaders came to him with an offer to take a major pay cut. “I had to look them in the eyes” he remembers, “and tell them they could take their wages to zero and we still couldn't save the plant.”

The experience proved formative for Muscari '68, now vice president of Alcoa and group president for its Asia and Latin America operations. He has never forgotten the effect the closing had on the workers and the entire community. “I never want to have to do that again.” In fact, ask him about his management philosophy and he'll tell you, “When you are a manager, a mantle is put on you. You have a tremendous impact on the lives of everyone who works in the business. Yes, of course you have a responsibility to the shareholder — but you also have a responsibility to the people.”

He calls himself an “Alcoan,” someone who looks out for colleagues and employees the way you would a family member. It is this corporate ethic, one that went out of vogue with macramé, that has kept him loyal to the company for his entire career.

Starting as an industrial engineer in New Kensington, Pennsylvania in 1969, he worked his way up the corporate ladder. By 1980 he was general manager of the Powder and Pigments Division, based in Pittsburgh. In 1989 he was named director and group vice president, the Stolle Corporation, an Alcoa business in Sidney, Ohio. In 1992 he headed to Tokyo and became president of Alcoa Asia the following year. He began managing a variety of Alcoa's international operations, particularly in South America and Asia, and he has held his current position since last summer.

Alcoa end products run the gamut from aluminum foil to Coca-Cola cans. Ask Muscari for his favorite and the answer is easy: large aluminum wheels for heavy trucks. Why? Unlike the 1985 plant closing, he and a few colleagues believed they could save this business when Alcoa threatened to close it. They took a hard-line position and prevailed. Today, Muscari notes proudly, these aluminum wheels are a profitable business, holding a large market share; they're also good for the environment.

While random eighteen-wheelers alone don't send him, Muscari, who recently moved to New



York City, does pine for his Porsche 911 Carrera 4 1990. “It's killing me that I can't drive it. It's just sitting in my garage in Pittsburgh,” he sighs. His Porsche passion was born in Switzerland, where his mother was raised. He spent summers there as a child, and recalls, “My uncle drove a 356 Porsche. Growing up, that's what I always wanted.”

During his stays in Switzerland, he learned to speak several languages fluently, including French and Schweizerdeutsch, a dialect of German. While this early exposure to different cultures has come in handy during his business travel, his language skills have been of little use. Not many people speak Schweizerdeutsch in Asia or South America.

Muscari, a thoughtful man with a quiet demeanor, holds his father up as a role model. “He never lied — at least we never caught him in a lie,” he chuckles. He recalls that his father could always discern when Muscari had done something wrong. “Once I used church money to play pinball. When I got home he asked me what color the priest's vestments were. Of course, I got it wrong. But he never punished me. He would just say, ‘You know better.’ And that was enough.”

He followed his father's lead not only into the field of engineering but also to NJIT, or rather NCE. He considered the role of NJIT in his career: “When I was a student, not everyone made it to senior year. The competition was intense. I learned how to balance an incredibly heavy load and still focus on each subject.” He gained a solid grounding in logical thinking and problem solving. Surprisingly, however, what he remembers most are the humanities courses. He fondly recalls one on William Faulkner, and then his first English composition class. “I got an ‘F’ on my first paper. I was devastated. But I learned how to write in that course. To get that in an engineering school is unusual.”

Muscari returns to the subject of his father, wondering aloud whether the kind of integrity he and his generation took for granted still exists. Clearly, at least in Joseph Muscari, it does. ■

— *Johanna R. Ginsberg*

Joe Muscari meets a baby alligator on a recent trip down the Amazon River

PHOTO: COURTESY, J. MUSCARI

TODAY HE FINDS  
NOTHING MORE  
SATISFYING THAN  
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