

## HELLO ALUMNI!



THANK YOU FOR GIVING ME THE OPPORTUNITY  
TO SERVE AS PRESIDENT OF OUR ALUMNI  
ASSOCIATION...AND WELCOME TO THE EXPANDED  
NJIT ALUMNI MAGAZINE.

As alumni, we have various memories of our NJIT days. One of the most common recollections is probably the hunt for a parking space! But there are also other, better memories. Attending NJIT for me was a journey that began with Miniversity, an orientation program for incoming freshmen, where I remember wondering how well I would fit in at NJIT. Throughout my four undergraduate years, I met a number of students who are still good friends today, as well as many faculty and staff who really cared about students. Those years cultivated a bond with NJIT that has continued over my years as a grad student, an adjunct instructor and an Alumni Association volunteer.

Whatever your own memories of NJIT may be, change is constant in life. Key goals for me as president of the Alumni Association will be to keep you informed about constructive changes taking place at NJIT that are significant to all alumni and to encourage you to become personally involved in alumni programs, both of which can make the bond with our university even stronger.

You may already know that *NJIT Magazine* and the *Alumni Voice* have been combined into a single publication that will be sent to you three times a year. The alumni magazine will continue to be the "Voice" of our Alumni Association and strive to communicate even more news and information that will be of interest, such as enhanced class notes about our alumni.

Eberhardt Hall will be undergoing a significant makeover to serve as the new Alumni Center, providing a home for the Alumni Association as well as University Advancement offices for Alumni Relations and Development in order to allow for close working relationships among these entities as NJIT enhances its alumni relations efforts. Current renovation plans for the new Alumni Center call for a facility that will better serve alumni needs with, for example, an Alumni/Faculty Club and dedicated meeting/seminar space. These are only a few of the ongoing changes that also include the potential reconfiguration or restructuring of the state's public research universities, UMDNJ, Rutgers and NJIT now in the discussion and planning phase.

I also look forward to working with NJIT's president, Robert Altenkirch, and our new VP of advancement, Charles Dees, to enhance programs and services that will be of value to you, and to cultivate a greater sense of community among all alumni and alumnae. I am proud to be a graduate of NJIT, and together I know that we will be able to build even greater pride in our school by communicating the accomplishments of its many graduates throughout New Jersey, the U.S. and the world.

Please feel free to e-mail me with your ideas, comments and concerns at njitalumni@yahoo.com.

Best regards,

Rick A. de Pinho '88, '91  
President, NJIT Alumni Association

## More News for Alumni

As Rick de Pinho, new president of the NJIT Alumni Association, points out in his first letter to our readers, things are changing at NJIT. This is the first issue of the newly expanded NJIT alumni magazine. We're also continuing the redesign and improvement of the NJIT Website. Be sure to visit the *Alumni & Friends* pages on the Web for more news about alumni, Alumni Association events and services available to you. And don't hesitate to share your thoughts about *NJIT Magazine* by sending e-mail to the editor at Dean.Maskevich@njit.edu.

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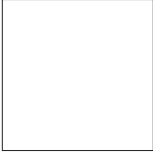
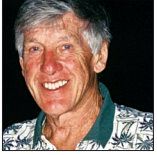
**What's new? Do you have a new job, addition to your family, honor, award or publication to share? We want to hear from you!**

There are now three ways to send us a class note. Clicking on *Alumni Resources* under *Alumni & Friends* at [www.njit.edu](http://www.njit.edu) and then *Class Notes* will give you access to a form that you can use to share your news. You can also send e-mail and photographs to [alumni-classnotes@njit.edu](mailto:alumni-classnotes@njit.edu). Or mail notes and photos with your graduation year(s) to:

**Dottie David-Wilson**  
Associate Director, Alumni  
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# MAL & FRIENDS



*AUTHOR: MAL SIMON is professor emeritus of physical education and athletics at NJIT. After joining the faculty in 1955, he served as director of physical education and athletics, and coached the men's soccer team for 30 years. In 1993, Mal was awarded the Cullimore Medal for his many years of dedicated service to the university.*

Ever wonder what NJIT professors do when they retire? Well, here is what two are doing.

Ed Monahan '58, professor emeritus of civil engineering, after completing the second edition of his *Construction of Fills* book, is active in projects that have little or nothing to do with civil engineering. His writing has a different flavor and his wit can be attested to by those who receive his annual St. Patrick's letter of one-liners and jokes. He is also working on a book of one-liners which he plans to dedicate to Tom Reilly, a long-time friend and former administrator at NJIT. Ed is still active in his second "career" as a storyteller and recently offered a presentation about the Civil War in story, recitation and song at the New Jersey Storytelling Festival at Waterloo Village.

Charlie Wilson '53, retired professor of mechanical engineering, while continuing his professional activities as author and consultant, spends much of his leisure time in outdoor recreational ventures. Professionally, he serves as an expert witness in cases involving mechanical engineering and noise-related accidents. The third edition of his *Kinematics and Dynamics of Machinery* was recently published by Prentice Hall and is being translated into Chinese and Korean. Charlie takes on canoeing, cross-country skiing, hiking, kayaking, snorkeling and skate sailing with a vengeance. To name just a few of his ventures, he has hiked in the White Mountains of New Hampshire, Gaspe (Canada), Greece and Thailand, canoed and kayaked around Manhattan Island and Nova Scotia, and snorkeled in the Caribbean, Crete, Hawaii, Portugal and Spain. Charlie is also active in environmental conservation and is vice-chair of the Cedar Grove Environmental Commission and helps maintain the Lenape Trail in Essex County, New Jersey.



Charlie Wilson after NJIT

My last few columns noted alumni who met their spouses at NJIT. Another alumni phenomenon concerns those who have had one or more of their children attend the university. One such alumnus is Kevin McDermott '65. Kevin, professor of industrial engineering and director of the CAD/CAM Robotics Consortium, was project manager of the Lunar Heat Flow Experiment of the NASA Apollo 15, 16 and 17 moon landings. Two of his children are NJIT alumni. His son, Michael '88, is site managing director for Wyeth, Inc. in Pearl River, New York, and his daughter, Donna '88, is an engineer at AT&T in Morristown, New Jersey. Keeping the family tradition going is his granddaughter, Sandra Jesch, a junior industrial engineering major.

William Garro '62 was seen on ABC World News in a story about his company's long established four-day work week. Bill, president of the RBA Group in Morristown, New Jersey, initiated the plan 31 years ago when he took over the company. In his interview with ABC's Jackie Judd, he emphasized the professional and morale-building benefits of the four-day work week. Bill, and other employees who were also interviewed, noted that the longevity of many RBA employees is testament to the effectiveness of the plan. The RBA Group has earned many awards of excellence for its architectural and engineering projects and counts twenty-five NJIT graduates among its many employees.

It was a pleasant surprise to see Tom Drygas '71 at the Florida soccer reunion. Tom attended NCE from 1961-64, left to join the U.S. Air Force for four years, and returned to NCE to graduate with honors as a chemical engineering major. Prior to founding his own consulting firm, Diversified Engineering International, Inc. (DEI) in 1980, Tom worked for Sun Chemical in New Jersey, Stauffer Chemical in Delaware, SAFT America and Union Carbide in Georgia, Versar and Radian, consulting firms to the EPA in the Washington, D.C. area, and ThermalKEM, a hazardous waste incineration firm in South Carolina. In 1993, Tom started working full time for his firm. DEI ([www.dei-inc.com](http://www.dei-inc.com)), which provides engineering, environmental, health and safety services to industries and municipalities, is located in St. Augustine, Florida, where Tom lives with his wife, Noelle. Tom's brother, Casimir, graduated from NCE in 1958. Both Tom and Cas were members of Phi Beta Tau, which became Tau Kappa Epsilon.



Martin Hammer on Borah Peak

Martin Hammer '80 keeps working toward his goal of climbing the highest peak in every state. His latest climb was the 12,662-foot Borah Peak in Idaho. Martin's first attempt at Borah Peak in April, 2002 with a fellow architect from Berkeley, California, had to be aborted at 11,000 feet due to unstable snow. A few weeks later, Martin teamed up with a couple from Boise, Idaho, to reach the peak. Borah was his forty-second peak and his next climb will be the 12,799-foot Granite Peak in Montana.

Fabian Hurtado '74 returned from two years in Jordan to assume a new position as vice president of operations in charge of engineering and marketing with Excel Engineering Consultants, Inc. in Casselberry, Florida. Excel is a civil and environmental engineering firm which specializes in water and sanitary sewage work.

Here's some news from California alumni. Dick Chmielewski '70, regional sales manager for Resin Tech, has joined the Peace Corps. He will go to Jamaica, BWI to work in water and waste-water projects. Dick currently resides in Escondido. Two alumni who have retired are John Chamberlain '63 and Bob Tomasi '74. John lives in Hillsborough with his wife Judith. Bob and his wife, Diana, live in Los Gatos.

The annual soccer team reunion held on October 3 included a golf outing at the Deer Run Golf Club in Lincoln Park, New Jersey, and the alumni soccer game on NJIT's Lubetkin Field. A post-game party was held in the NJIT Alumni Athletic Hall of Fame Room in Fleisher Athletic Center. Alumni had the opportunity to meet the new NJIT soccer coach, Pedro Lopes, and learn about plans for the university's move to the NCAA Division I level.

Also on October 3, a memorial service for Bob Zlotnick '64 was held at the Congregation Beth Ahm in Verona, New Jersey. Bob passed away in December, 2002, after a long battle with cancer. He died on December 31, the day after his second granddaughter, Addriana Ruth, was born and I am sure he held on for the blessed event. A Verona High School graduate, Bob was a member of NCE's 1960 National Championship Soccer Team. He retired after many years with Digital Equipment Inc. in Massachusetts and was living in Amherst, New Hampshire, with his son, Adam, daughter-in-law, Christina, and granddaughter, Arielle.

#### **NJIT Alumni Soccer Chapter News**

The Florida soccer alumni reunion will be held the weekend of February 13-15, 2004 in the Miami/Miami Beach area. Alfonso Cardenas, Manuel Garrido and Alvaro Piedrahita will host the reunion and can be contacted at [alfonso@bellsouth.net](mailto:alfonso@bellsouth.net), [garridomanuel@aol.com](mailto:garridomanuel@aol.com) and [apiedrahita@hjross.com](mailto:apiedrahita@hjross.com) respectively. All alumni are invited to participate.

I'm always interested in hearing from NJIT friends and colleagues. So keep the news coming to 51 Gettysburg Way, Lincoln Park, NJ 07035 or by e-mail to [coach@viconet.com](mailto:coach@viconet.com) or [coach7157@yahoo.com](mailto:coach7157@yahoo.com), or by phone at 973-872-1783.

Now for more news about goals in life scored by NJIT alumni—

## CONNECTING PEOPLE AND PROPERTY

A course in real estate: that's where it all started for Robert Ambrosi. After graduating from NCE in 1973 with a degree in industrial engineering, Ambrosi decided to work towards an M.B.A. at Rutgers, where he took the course that sparked both his interest in real estate and a career that ultimately positioned him to found the ARC Group of Companies. Today, Ambrosi maintains his connection with NJIT as a member of the Professional Advisory Board of New Jersey School of Architecture.



"REAL ESTATE INTRIGUED ME AS A FIELD WHERE I COULD BE REALLY INVOLVED WITH PEOPLE AS WELL AS NUMBERS AND BRICKS AND MORTAR."

The ARC Group, which Ambrosi serves as president, meets a special need in the industry – acquiring and developing credit lease properties for corporate clients that include tenants such as Walgreens, Pathmark and Circuit City. Many such organizations prefer to lease their stand-alone retail locations on a long-term basis rather than own them. Ambrosi and his colleagues handle all aspects of providing the property and buildings needed to do business. Typically, a client will lease a site for 20 years, with two 10-year renewal options.

"I liked engineering well enough, but real estate intrigued me as a field where I could be really involved with people as well as numbers and bricks and mortar," Ambrosi says. "Real estate development, even on a commercial scale, is actually a local business. You have to work closely with all the people who contribute to the success of a project, people in local government and those who provide financing and construction services."

Ambrosi's first job in the industry was as a real estate analyst with the Mutual Life Insurance Company of New York. He subsequently became vice president of Marcil Properties, a Canadian-based company, and a cofounder of Tibor Pivko & Company, a real estate advisory and investment firm with interests in the United States, Europe and the Middle East. Some 20 years ago, Ambrosi moved on to launch the ARC Group.

Today, the ARC Group specializes in developing credit lease properties for corporate clients within a hundred-mile radius of New York City. In addition, the group's continuing success involves leasing properties that are already leased to tenants across the country. "All things considered, we're having a very good year, one of the best ever in fact," Ambrosi says. "We've seen some softening of the business, but we have a proven track record. When it comes to the opportunities that are out there, people like to deal with a firm that they know will get the job done."

The ARC Group is getting the job done in other sectors of the industry too. For example, they're now involved in larger-scale mixed-use developments. One of these projects combines the construction of townhouse condominiums with office space and a hotel. But whatever the scope of a project or its location, Robert Ambrosi and the ARC Group will be focused on connecting their clients with the right properties.

Robert Ambrosi received an Alumni Achievement Award at the University Awards Ceremony in October.



## ICONS WILLIAM L. MENDELLO

STEEL, SPACE AND  
ROCK 'N' ROLL

William Mendello has had quite a trip – from Newark College of Engineering to a top executive post at Fender Musical Instruments Corporation. Today, Mendello's company resonates with the chords of success first sounded by Leo Fender, who many credit with inventing the solid-body electric guitar that over the past 50 years has become synonymous with rock 'n' roll.

employed by the aerospace division of Bendix, where he worked on the Apollo program that took humans to the moon in 1969.

Nonetheless, the allure of a switch to business and management kept growing. "Although contributing to the Apollo effort was great, I decided that I really wanted to change the direction of my career," Mendello says. "So I moved back home and became a full-time M.B.A. student at Rutgers in Newark."



"WE'VE SUCCEEDED TO THE EXTENT THAT WE HAVE THROUGH A CLEARER VISION OF THE MARKET AS WELL AS THE PASSIONATE ATTACHMENT THAT MANY MUSICIANS, AND OUR EMPLOYEES, FEEL FOR FENDER INSTRUMENTS."

Mendello is president and chief operating officer of Fender Musical Instruments, which is headquartered in Scottsdale, Arizona. "No, I don't play the guitar myself," he says in answer to the question that nearly everyone asks when speaking to him for the first time. "But I'm surrounded by people who do, and they're passionate about music and Fender guitars."

Mendello started on the path to Fender after graduating from NCE in 1965 with a B.S. in mechanical engineering. Then, working as an engineer for Bethlehem Steel in Maryland, he discovered that the business of making steel interested him as much as the technology. But still contemplating a career in engineering, Mendello returned to New Jersey and NCE to pursue an M.S. in mechanical engineering part-time while

Mendello's 1971 M.B.A. put him on the managerial fast track at CBS Corporation to positions of increasing responsibility with the company's publishing, television-station, record and musical-instrument divisions. Mendello and Fender came together in 1981 when he moved to Los Angeles to join a new management team at the company as vice president and controller. Leo Fender had sold his company to CBS in 1965 because of failing health.

Low-cost foreign competition and other corporate considerations motivated CBS to leave the musical-instrument market in 1985. That's when Mendello joined with a group of employees and investors to purchase Fender from CBS.

Fender's new owners took a hard look at their position in the business and made some far-reach-

ing decisions. Without compromising quality at any level, they created three price lines for the company's instruments and distributed manufacturing among Indonesia, China, Korea, Mexico, Japan and the United States. High-end instruments costing more than a thousand dollars are produced at the Fender plant in California. The company's custom guitar shop is also in California, as is the warehouse that distributes Fender products worldwide.

Fender's marketing strategy and commitment to the heritage of Leo Fender have made it one of the largest instrument manufacturers in the world. The company's mix of electric guitars and basses, acoustic guitars, amplifiers and accessories generates annual sales of some \$300 million, compared to about \$25 million in 1985.

"Making musical instruments is still largely a mom-and-pop industry, with thousands of niche companies," Mendello says. "I think we've succeeded to the extent that we have through a clearer vision of the market as well as the passionate attachment that many musicians, and our employees, feel for Fender instruments."

Mendello says that the company will celebrate Leo Fender's genius in 2004 by reissuing the original 1954 Stratocaster. This was the first in a line of instruments played by numerous members of the rock pantheon – from Buddy Holly to Jimi Hendrix, from the Beatles and the Rolling Stones to Eric Clapton and Stevie Ray Vaughan.

Mendello is also looking to the marketing possibilities offered by today's computer technology. "Many people who would like to play the guitar think that it's just too difficult and time-consuming," he says. "But interactive software is available that makes learning a lot easier. Learn a few chords at your convenience, hopefully on a Fender, and you can play rhythm guitar with your favorite band on the computer in a surprisingly short time."

But no matter how players learn to pick and strum, William Mendello and his colleagues at Fender will be doing their best to ensure that the musical good times roll.

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William Mendello received an Alumni Achievement Award at the University Awards Ceremony in October.

## ICONS | FRANK CASSIDY

POWER ON  
THE FORWARD EDGE

Frank Cassidy deals in power. As president and chief operating officer of PSEG Power, he is helping to supply electricity to millions of customers from Maine to the Carolinas, and as far west as Indiana. A highly successful competitive energy supplier, PSEG Power owns and operates some 20 generating facilities. New plants are under construction in Indiana, Ohio, New Jersey and New York.

Based in Newark, New Jersey, PSEG Power is a subsidiary of Public Service Enterprise Group, the diversified energy firm that includes Public Service Electric and Gas Company and PSEG Global. The subsidiary Cassidy heads is on the forward edge of an industry that has seen fundamental change since the lifting of decades-old regulations circumscribing the generation and sale of electric power in the United States.

"This business is a very different entity compared to when I started more than 30 years ago," Cassidy says. That was in 1969, right after he completed his B.S. in electrical engineering at NCE. Initially assigned to forecasting the demand for electricity, Cassidy moved on to posts of increasing responsibility at Public Service Electric and Gas. He served as general manager-corporate performance and general manager-transmission before being elected a vice president. In 1999, he was named to his current position with PSEG Power.

"Competitive power providers are responsible for 80 percent of all the generating capacity added in the past decade," Cassidy emphasizes. "But while there have been many successes, there have also been missteps, and the industry is facing problems that we have to fix now or suffer the consequences of an unreliable electric power supply."

One of the most serious problems in Cassidy's view is the credit worthiness of many industry participants. The sluggish economy and mismanagement of some providers in recent years have greatly restricted access to capital, which could put the development of critical new generating capacity on hold.

In testimony before the U.S. Senate's Committee on Energy and Natural Resources, Cassidy has advocated a multi-faceted strategy for resolving what he says are the most difficult financial challenges that he can remember in his

long career. Congress can help by giving the Federal Energy Regulatory Commission a mandate to establish well-designed regional electricity markets across the country, accelerating the depreciation of generation assets to match other industries, and reforming bankruptcy laws so that sound companies do not suffer when trading partners become insolvent.

Environmental issues also loom large for the power industry these days. Cassidy says that constructive dialogue is essential at every level if the private and public sectors are to work together effectively to address these issues. He points out that for more than a decade PSEG has been proactive on this front, engaged with the power industry, government, the academic community and other organizations to promote a comprehensive, economically responsible national policy on the environment.

Speaking at the recent Conference on Climate Solutions for the Northeast in Hartford, Connecticut, Cassidy said, "Many in the industry share PSEG's view that improved environmental performance and reductions in the emissions of pollutants most associated with the industry – nitrogen oxides, sulfur dioxide and mercury – are justified by public health concerns and the availability of new technologies that make emissions reductions feasible and achievable." Cassidy favors an environmental policy that establishes precise targets and timetables for reducing these emissions, and which includes a well-conceived mandatory program for limiting greenhouse gases linked to global warming. He believes that this will serve environmental progress while providing his industry with the framework necessary for sound investment decisions.

But in speaking about the environmental choices facing society and the power industry, Cassidy looks beyond technology and the ledger book. As he said at the Hartford conference, making the right technical and business choices today will help to ensure that future generations can "ski in Vermont, enjoy the sun and surf at the Jersey Shore and experience the beauty of a crisp autumn afternoon in Connecticut."

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Frank Cassidy received an Alumni Achievement Award at the University Awards Ceremony in October.

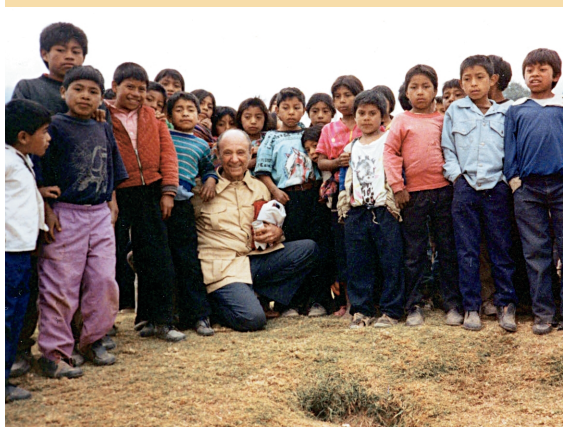


"THIS BUSINESS IS  
A VERY DIFFERENT  
ENTITY COMPARED  
TO WHEN I STARTED  
MORE THAN 30  
YEARS AGO."

## LOOKING FOR THE “FUN IN IT”

Fresh out of high school in Newark, New Jersey, Gil Glass took to the road for three years during the Depression, wandering around the U.S., Mexico, Central America and Canada. “I ran away from all the years of guidance, advice and restrictions imposed on me by family and teachers,” he says of his mid-1930s odyssey. “I hitchhiked out into the exciting world of new people and new places to see, experience and enjoy.”

When he ran out of money, Glass says that he washed, walked into the nearest bank and landed a “no brainer” job carrying a piece of paper from one desk to another. He also cleaned cattle pens in the Chicago stockyards and occasionally benefited from sharing a meal with people who generously picked up the tab. There were times when he earned more than he needed and treated others.



A visit to Guatemala

“IF YOU HAVE THE BENEFIT OF GOING TO COLLEGE, I THINK LEARNING ABOUT PEOPLE IS JUST AS IMPORTANT AS THE ACADEMIC KNOWLEDGE YOU NEED FOR YOUR CAREER.”

Hitchhiking was Glass’ preferred mode of travel, though at times it included trips in boxcars and escapes from burly railroad guards. During an extended stay in New York City’s Greenwich Village, he decided to become an artist, complete with live-in models, paints, clay and no money. Finally, a wealthy relative came calling and explained how easy it was to earn money as an engineer. So Glass returned to Newark and enrolled in NCE, graduating in 1941 with a degree in mechanical engineering.

Glass’ first job as an engineer was with a company whose main product was marine high-pressure, axial-flow combustion-air blowers. He

recounts how he redesigned one of these units with an “artful flair.” The redesigned blower failed during the trial run of the ship on which it was installed. The ship was rejected, Glass’ employer lost a lot of money and he was fired.

But Glass did prove to be a highly skilled engineer. He went on to start a successful company providing components and systems for mining, refining, air- and water-pollution control and food processing. After three decades, Glass sold the company to a group of employees, who agreed to sell the company to other employees after they had earned enough money. The company is now with its third generation of owners. It was a successful way to develop entrepreneurs and motivate employees.

On the road again, Glass traveled in Central America with Accion International to help support the organization, which provides training and micro-loans that enable people in this region and elsewhere to start their own small businesses. In addition, he helped to found a school in Guatemala that now provides educational opportunities for thousands of young students. Glass actively supports other groups as well, among them the American Field Service, Doctors Without Borders, Junior Achievement International, the Nature Conservancy and Planned Parenthood.

Glass also has a deep commitment to NJIT, having established the Gil W. Glass Leadership Scholarship in 1990, and he tries to be personally helpful to as many recipients as he can. “I started to learn the importance of trying to understand other people and the problems they have when I was traveling as a young man,” Glass says. “If you have the benefit of going to college, I think learning about people is just as important as the academic knowledge you need for your career. The students I meet today at NJIT have the knowledge and energy to build great careers. I hope they will also experience the satisfaction of helping others and participate with them in a good life with fun along the way.”

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Gilbert Glass was awarded the Edward F. Weston Medal for Professional Achievement at the University Awards Ceremony in October.



## ICONS GEORGE J. YOHLING

## AN INCREDIBLE RIDE

December 17, 2003 – the centennial of the Wright Brothers' triumph in the air – is a significant date for George Yohrling, president of Curtiss-Wright Controls. Yohrling, who is also executive vice president of Curtiss-Wright Corporation, points out that the company's controls division can trace its origins to businesses started by the Wright Brothers and Glenn Curtiss, another aviation pioneer.



"OUR COMPANY'S HISTORY GOES BACK TO GETTING HUMANS OFF THE GROUND WITH THE WRIGHT FLYER."

"It's been an incredible ride," Yohrling says of his more than 25 years with Curtiss-Wright, where he has helped to engineer components for some of the world's most advanced civilian and military aircraft. But Yohrling's path to the headquarters of Curtiss-Wright Controls in Gastonia, North Carolina, had a more down-to-earth beginning – in the drafting department of New Jersey-based Bell Laboratories. After high school, he went to work as an apprentice draftsman at Bell Labs and pursued a degree in industrial engineering part-time at NCE, graduating in 1969.

"It took me nearly ten years to get my degree," Yohrling says. "Along the way, I took time off for active service with the Army National Guard. I also married and became a father."

Degree in hand, Yohrling decided that manufacturing was the career direction he wanted. He had left Bell Labs in 1965 and worked briefly for several companies. But after graduating from NCE, it was a job as lead foreman with Westinghouse Elevator that took him out onto the shop floor and in reach of his personal goals.

By the mid-1970s, the decline in construction of very tall buildings, along with weakening demand for Westinghouse products, motivated Yohrling to seek new opportunities in the workplace. "I was looking for a company where I could be myself and grow in my career," he says. Curtiss-Wright was that company.

Yohrling started at the Curtiss-Wright division in Caldwell, New Jersey, that was once responsible for manufacturing propellers. Curtiss-Wright supplied 85 percent of the propellers for U.S. aircraft in World War II. Outstanding air-cooled radial engines and complete aircraft also rolled off the company's U.S. assembly lines, including the P-40 Fighter of Flying Tigers fame.

By the time Yohrling came on board, turning out aircraft and propellers was part of Curtiss-Wright's past – the last propeller was manufactured in 1968. The company was well on its way to becoming what it is today, a leading manufacturer of high-tech products for motion- and flow-control applications as well as a provider of metal-treatment services for the aviation and other industries worldwide.

Yohrling became director of operations at the Caldwell division, which specialized in aircraft components. "It was really exciting to lead the design and military qualification of key systems for the F-18 Fighter, Blackhawk Helicopter and other aircraft," he says. "Our work included providing the canopy actuator for the F-18 and rotor-control servos for the Blackhawk."

In 1985, Yohrling moved south to manage Curtiss-Wright control operations in North Carolina, which were expanding with work such as the production of all mechanical actuation products for Boeing. At the time of his transfer to North Carolina, Yohrling was responsible for 75 employees. Today, 1,500 people in the U.S. and other countries report to him.

The increase in the size of the workforce under Yohrling's supervision has paralleled the growth and diversification of his division's activities. "We've certainly expanded in the aviation field with products like flight-data, voice and maintenance recorders, and we're the leading supplier of position sensors for the aerospace industry in Europe," he says. "But some 40 percent of our products now go into vehicles that don't have wings. We provide electromechanical systems for

the army's Abrams Main Battle Tank and Bradley Fighting Vehicle. We also provide control components for Formula One race cars and joysticks for controlling motorized wheelchairs."

Still, Yohrling is mindful of Curtiss-Wright's legacy of flight and his division's continuing role in progress that has spanned a hundred years. "In a way, we've come full circle," he says. "Our company's history goes back to getting humans off the ground with the Wright Flyer. We now provide the mission-control computer for Northrup Grumman's Global Hawk, an unmanned aerial reconnaissance vehicle the size of a 737 airliner that allows people to stay on the ground and avoid flying into some very dangerous situations."

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George Yohrling received an Alumni Achievement Award at the University Awards Ceremony in October.

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## Giving Wings to Achievement

To commemorate the centennial of flight, Curtiss-Wright Corporation has presented scholarship endowments in the amount of \$75,000 to NJIT, Stony Brook University and North Carolina State University. Each school is in a state where Curtiss-Wright businesses are headquartered. Reflecting Curtiss-Wright's commitment to the future of technological innovation, the endowments will provide scholarship support for students majoring in aeronautical engineering or a related engineering field.

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ICONS PETER A. ABRUZZESE

## PARTNERS IN PROTECTION AND PROGRESS

What do Sheraton Hotels, Madison Square Garden and digital optical fiber telecommunications have in common? A lot – when it comes to intellectual property (IP) – according to Peter Abruzzese, attorney and 1964 NCE graduate. The trademark rights of Sheraton and Madison Square Garden and patent protection of the optical fiber telecommunications represent a critical and substantial asset of these businesses and must be carefully protected, as Abruzzese knows from personal IP experience with all three.



"THE EDUCATION I RECEIVED AT NCE PREPARED ME FOR ENGINEERING AS WELL AS LAW SCHOOL."

But protection and exploitation of famous trademarks and technological developments through trademarks, copyrights, patents and trade secrets are just a few facets of the legal work that Abruzzese, a specialist in IP and technology law, has done for more than three decades. IP considerations are also an important element of corporate transactions of every type, from license and franchise agreements to acquisitions and divestitures.

Abruzzese has seen the prominence and focus of his legal specialty rise dramatically in the estimation of senior corporate management over the years. "In fields such as bioengineering, entertainment, e-commerce, computers and software, electronics and telecommunications, intellectual property is often a company's most important asset," he says. "To be successful in today's business environment, you have to be very vigilant in protecting technology, trademarks, copyrights and other intellectual property because they can

comprise a substantial asset of your company and often represent a competitive advantage in the market place."

In Abruzzese's view, effective management of intellectual property is an engine of progress and competition. Inventors, entrepreneurs and large companies alike must be assured that they can move forward without concern that other parties will assert prior rights to an innovative product or service and preclude others from copying the innovation.

Before entering the IP arena, Abruzzese worked as an electronics engineer at Lockheed. He started his IP career as a patent attorney at RCA's David Sarnoff Research and later joined ITT. "The education I received at NCE prepared me for engineering as well as law school," he says. "My preparation in engineering equaled what any of my peers from Princeton or Stevens brought to the job. NCE also sharpened the analytical skills I needed for Seton Hall Law School, which I attended in the evening for five years."

Abruzzese says that he was attracted to law and the IP field because he could build a career that required the creative application of a broad set of skills, including his technical knowledge, in meeting diverse and stimulating challenges. This was certainly the case during his 25 years with ITT, where he became associate general counsel-intellectual property, general patent counsel, and vice president. It was at ITT that his work ranged from IP issues underpinning innovations in the electronics and telecom industries, ABS brake systems, night vision goggles and optical fibers to those involving Madison Square Garden, hotels and casino gaming.

In 1998, Abruzzese moved to Starwood Hotels & Resorts to become its vice president, associate general counsel and general patent counsel after Starwood acquired ITT's interests in the hospitality industry and ITT spun off various other businesses. At Starwood, Abruzzese was responsible for the IP issues associated with nearly 750 hotels worldwide and the Caesars Palace gaming casinos.

Several years ago, Abruzzese decided to continue his career as outside counsel, and he is now a partner at the law firm of Kramer Levin Naftalis & Frankel in New York City. His work is as diverse as ever, spanning the IP spectrum from





Undefeated for four years – Peter Abruzzese is third from the right in the front row.

hotels to satellite radio. Additionally, he participates in IP seminars held on the NJIT campus under the auspices of the university's Technology Development Office. The seminars afford IP professionals the opportunity for wide-ranging discussion of issues concerning their field, including the benefits that academic institutions may accrue from commercializing intellectual property in partnership with industry and government.

Abruzzese says that the campus he returns to for the seminars is very different from the one where he spent his years as an undergraduate. In addition to being bigger with a more diverse student body, including a much greater female presence, there are far more social activities on campus.

"When I was an undergraduate, we did manage to have fun along with working hard in class," Abruzzese says. "Fraternities were the center of social life in those days, and I joined Sigma Pi. Inter-fraternity sports were especially important.

I was on the Sigma Pi football team, and we were undefeated for four years, if you can believe that. It was a great experience. I have a picture of our team on my desk."

The education and experiences that Abruzzese gained at NCE have afforded him the knowledge to develop a successful career in the IP industry that has spanned over 30 years and has taken him around the globe. His engineering background became the backbone of his education and prepared him for Seton Hall Law School, 25 years at ITT Corporation, and now as a partner at a very prestigious law firm. Abruzzese hopes that the prominence of the IP arena continues to grow in corporate America and that other NCE graduates will consider this interesting and challenging field.

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Peter Abruzzese received an Alumni Achievement Award at the University Awards Ceremony in October.



## ICONS VERONICA PELLIZZI

## DELIVERING END-TO-END SOLUTIONS

When Veronica Pellizzi enrolled at NJIT and majored in chemical engineering, she didn't think she'd be building a career in telecommunications. Today, though, Pellizzi is senior vice president of sales for the Enterprise Solutions Group at Verizon. She's responsible for managing some 10,000 accounts and the growth of Verizon's \$7 billion enterprise segment, which includes an expanding spectrum of businesses and government agencies nationwide.

Pellizzi, who is a member of the NJIT Board of Overseers, says that the job market was pretty grim when she completed her B.S. in 1984. "There were a couple of employment possibilities in Pennsylvania and Michigan, but I wanted to stay closer to home in New Jersey," she says. At the time, New York Telephone – which would soon



"ENTERPRISE CUSTOMERS ARE LOOKING FOR STABLE PROVIDERS THAT CAN DELIVER A FULL PORTFOLIO OF SERVICES."

become NYNEX in the wake of the AT&T breakup – was advertising for engineers and Pellizzi managed to get an interview.

"I didn't have the exact qualifications New York Telephone was looking for, but they seemed to be more interested in the overall analytical ability that an engineer could bring to their industry," Pellizzi relates. "The first person who interviewed me asked why I thought I could handle the job. I told him that if I could succeed as an engineering student at NJIT I could meet the challenges of the position with New York Telephone. He liked that answer."

Pellizzi's confident response led to an employment offer, New York Telephone's training program and her first assignment as a network engineer.

She says that the company offered great support and career guidance. Encouraged to continue her education, she earned an M.B.A. from Columbia University.

Pellizzi has held positions of increasing responsibility in customer service, sales, marketing and new-business development over the course of corporate evolution that has seen NYNEX merge with Bell Atlantic, and Bell Atlantic transformed into the national telecom provider Verizon. As president and chief executive officer of Bell Atlantic Long Distance Business Services, she led the company's entry into the business long-distance market. Her achievements also include leading efforts that increased the number of customers buying high-speed DSL service from Verizon by 122 percent, establishing the company as the second largest DSL provider in the U.S.

While Pellizzi acknowledges that telecommunications continues to be a troubled industry these days, she says that there are also significant opportunities for companies able to offer the service and products customers want. And in her view Verizon is clearly one of those companies.

"Enterprise customers are looking for stable providers that can deliver a full portfolio of services," she says. "They want end-to-end telecom solutions from companies that really understand their needs, no matter how complex those needs may be, and offer good value at a competitive price. I think an important measure of Verizon's ability to succeed in all of these areas is our national footprint, strong customer relationships and technical expertise in running large, complex data and IP (Internet protocol) networks. We're gaining significant traction in the data long-distance arena because customers view us as a strong, viable alternative now that we can offer long-distance in our territory."

Pellizzi points out that Verizon can meet needs that range from providing customer-managed solutions for voice, local area networking and convergence, as well as fully managed voice, data and IP-networking solutions on a local and long-distance or "any distance" basis. "We're working hard to leverage our financial strength, technical assets and the skills of our people to be an increasingly successful player on a national scale."

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Veronica Pellizzi received an Alumni Achievement Award at the University Awards Ceremony in October.