

THE VALE NEWS

June 2, 2010

Vol. 34 Issue No. 43

International Conventions & Club Service

Club Calendar & Speaker Assignment

June	9	Helmut Hietzker
	16	Win Smith- Sugarbush Resort
	23	Dinsmore Fulton
	29	Changeover Party (Tues. 6 PM) Hogan's Pub
	30	No Meeting
July	7	Jim Groom
	14	Carol Hosford
	21	Jon Jamison
	28	Lorraine Keener

Editor's Note: Please inform Wini (496-6710) of the name of your speaker at least 2 weeks in advance. If you can't get a speaker for that date, please try to trade with another person on the list.

Birthdays: Al Molner 6/4

Anniversaries: Karen & John Winchell 6/4/88

Meeting News

Small group on this beautiful morning. Benjamin White was our only guest. Dave Koepele was back from California and conducted the meeting. (he has only 3 more to go)

Duck Race.

Leo told us that the committees are in control:

Doug Stoehr was proud to say that 20 sponsors have pledged a total of \$2,450 with a few more possible in the next 2 days. Letters will be sent to each sponsor. Gary Plewak is in charge of ticket sales at Mehurons, Shaws, the Warren Store and the Farmer's Market.

Another committee is working on the float for the July 4th parade

Ken Friedman said the Rotary Chili Challenge will occur on the 4th of July and that event along with the parade will need all of our members to pitch in.

Bob Holden announced:

The Valley Rotary Scholarships awarded to Harwood seniors for \$2,000 each this year are:

Sarah Danaher of Waitsfield, VT, attending Lincoln University in Pennsylvania and

Cassidy Sargent of Warren, VT, attending University of Vermont.

District Conference will be held on June 12th & 13th (Fri. & Sat.) Dave Koepele has the registration forms and hopes at least 6 of our members will attend this event.

EREY - Jim Leyton explained that when a sustaining Paul Harris member reaches the \$500 plateau, our club matches the payment to R.I.

Dave Koepele has paid \$500, our club paid the balance and today Dave was awarded his Paul Harris medal and pin.

Mega Bucks: \$583 to the winner.

Rosemarie bought a ticket for her son, Ben, this morning but left before the drawing and asked Tom Byrne to hold his ticket. His ticket was drawn from the basket, but the best Tom could do for him was draw the 4 of spades. At least Ben has \$5 coming to him.

Happy Bucks:

Dave Koepele - found Calif. colder than Vermont

Al Barillaro - weekend of fun with his son and his girlfriend

Stan Needleman - Grandson going to Barcelona on Rotary Exchange

Ken Amann- Memorial day parade

Dave Ellison - Long Island celebration of graduation and birthdays

Gary Plewak - Happy

Jack Simko - Avoided speeding trap on 89

Leo - Dinsmore in St. Paul & is coming back

John Crump - back from Mexico and has many Happies. Daughter graduated and got job in Calif. He met Rotarians from 4 Rotary Clubs in Mexico. Has new ideas to present to our club

Ken Friedman - attended Opera Rehearsal

Monk - Back from Japan

John Basile - had stitches removed

Art Conway, Gene Scarpato, Brian Crandall and Joe Klimek all happy over various things (too fast for our pens)

Jim Groom - House in Maryland that he designed was honored

Tom Byrne - Stepson post on WEB got his book and is passing it around.

Jim Leyton - attended the memorial services on Sat.

Doug Stoehr - Saw Mama bear with 3 cubs in his yard.

Attention Golfers! Randolph Rotary Club is having a Golf Tournament on June 5th

Program

Manny Apigian gave his Classification Speech today:

Good Morning! Thank you for the opportunity to share my background and experiences with you today. Also, thanks to John Hale for introducing me to Rotary. As I thought about what I would say, a couple of things came to mind. One is the tremendous changes that have occurred since my childhood in North Reading, MA and second is that, to some extent, moving to the Mad River Valley has taken me full circle.

I was born in Boston and grew up in North Reading, MA where both my wife Pat and I attended elementary through HS. NR is located 20 miles north of Boston. When we grew up there, NR was a small, suburban, almost rural town. There were working farms, kids swam in the Ipswich River and decorated bikes for the fourth of July parade that everyone attended. Kinda sounds like the valley.

My dad sold insurance for Metropolitan Life. At that time, sales were made face to face at the customer's home. He also collected the monthly premiums, often only a few dollars and frequently in cash. He was a member of the Rotary. My Mom stayed at home and raised their six children. I have three sisters and 2 brothers and I am the oldest. My parents are 89 and 90 years old and live in their own home in Brunswick, ME.

After HS, I attended Norwich University where I majored in Business Administration. My campus visit was my first trip to Vermont. Since that first visit, Pat and I have returned every year except when I was away in the army.

Pat graduated from NRHS 2 years after me and headed to Salem State College. However, much to her mother's dismay, she spent many weekends in Vermont. At the time, Harry's discount store on the Barre-Montpelier Road sold hamburgers for 11 cents and hot dogs for 9. The Northfield Falls General store allowed us to make our own sandwiches. The bread was free and they charged 5 cents a slice for cold cuts. Our weekends were definitely on a very tight budget.

I graduated in 1968 and was fortunate to have several job opportunities. I narrowed my choices to Arthur Anderson, Sears and General Electric. Since I was commissioned a 2nd Lt, I also had a two year Army commitment to deal with. I started at GE as a member of their Financial Management Training Program one week after graduation and deferred my military service for a year. Pat and I were married in September of 1968. We will be married 42 years this fall.

I worked in GE's Marine Turbine and Gear Department in Lynn MA. The training program was intense and combined 6 month rotations in various finance functions with GE taught courses. In May of 69, I took a military leave of absence from GE

and reported for military duty. My first assignment was to the Basic Engineer Officer School at Ft Belvoir VA. Yes, that's right; the army decided that I was an engineer. I spent 9 great weeks at Ft. Belvoir, which is just south of Washington, DC. This was a bit like a country club, compared to the rest of my Army experience. Pat accompanied me because my Norwich roommate attended the class ahead of me and told us what to expect and how to insure that we would be give an allotment for off post housing rather than being assigned to a BOQ. We had lots of friends and we were all in the same situation. My first duty post was to Fort Hood, Texas. I was assigned to a Combat Engineer Battalion supporting the first Armored Division. In the spring of 1970, I received orders to South Korea and Pat moved back to NR to live with her parents. Pat was pregnant and had our first of three sons while I was away. In Korea I commanded a float bridge company at Camp Richmond which was located about an hour from Seoul. This was a tremendous learning experience. The only other unit at Camp Richmond was a Special Forces team and I rarely saw them. Half my company was Korean and we operated very autonomously.

I left the Army in 1971 but remained in the active reserves for 3 more years. I returned to GE to complete their training program. The company was great to Pat and me, staying in touch while I was away and giving me pay increases on a regular schedule. After the training program at GE, the normal progression was to the internal audit staff. I decided that I did not want the constant travel associated with audits and left GE to work for the first of several technology companies.

In 1972, I joined Compugraphic Corporation of Wilmington, MA in their customer support organization. Compugraphic manufactured, sold and supported phototypesetting systems which were primarily used by weekly and small daily newspapers and some commercial printers. My job was administrative and financial. However, I quickly learned that to move ahead, I needed to develop some technical knowledge and gain customer management experience. Fortunately, the sales VP became a mentor and gave me opportunities to learn and grow. I stayed with Compugraphic for nearly 10 years and moved up the management ladder. When I left the CG, I was the National Support Manager. For those of you who followed technology, Wang Labs helped with the initial design of CG's circuit boards and in the early years manufactured some of them. In the end, both Compugraphic and Wang Labs down fall was a failure to recognize the potential of new technologies and adapt.

In 1982, I accepted a position as US Support Director for Applicon Inc. located in Burlington MA. Applicon, designed, sold and supported CAD/CAM systems used in mechanical and electrical design and analysis. In this position, I managed hardware and software support. In 1985 I became VP of WW support. In 87, Applicon merged with MDSI (Mechanical Design Systems Inc) which was headquartered in Ann Arbor, MI. MDSI sold time sharing services for creation of programs for NC machines. The merger created some management turnover when the President of MDSI became president of the combined companies and I assumed

responsibility for manufacturing the Applicon hardware platform. Our systems were comprised of high resolution workstations, DEC MicroVAX computers, proprietary controllers and SW for design and analysis. In 88, we were acquired by Schlumberger, the French oil field services company. Schlumberger had acquired several technology companies and formed what they called the Computer Aided Systems Group. I managed the combined services organization and reported to an oil field VP. This was not a great fit for Schlumberger or me. I left to join Stratus Computer in Marlboro, MA and Schlumberger eventually shut down its foray into non oil field technologies.

I spent 7 years at Stratus Computer which offered hardware fault tolerant computer systems used to run critical applications. AT&T purchased the portion of Stratus which focused on telecommunication applications and a group of senior managers took the balance of the company private. The company continues to offer products today, but has not made another public offering.

I moved from Stratus to Summa Four in Manchester, NH. Summa Four designed and sold telephone switching equipment. I managed both support and manufacturing. While our products were attractive for special switching applications, the hardware platform was old and many of the components were obsolete or well on their way to obsolescence

This was the most difficult job in my entire career. The product was difficult to manufacture, it was highly configurable and 90% of the orders came in the last 3 weeks of the quarter. In the early part of the quarter, basic modules were built. As orders arrived, they were configured, tested and shipped. In order to insure that we would have the necessary boards to meet our customer orders, it was necessary to assign a manufacturing engineer and purchasing manager to the circuit board vendors facility during the last few days of the quarter. Needless to say, relationships we severely tested at the end of each quarter.

The company leadership recognized that investment in new technology was necessary. A plan was formed to develop a new generation product. However, a more important objective was to create interest in us as an acquisition target. In 1998, Cisco Systems became our savior and acquired Summa Four to fill a very temporary void in its product offering.

Cisco is a terrific company. Rather than becoming complacent with its number one position in routers and switches, it is constantly acquiring new technologies to broaden its offerings and dominate each new market it chooses to enter.

So that brings me back to the Valley. We've owned a second home here since 1991. As many of you did, we drove up from North Andover, MA where we lived for 23 years every Friday and went back on Sundays. When I joined Cisco, I was clear that I did not want to move to San Jose or RTP. My manager agreed to allow me to telecommute from Vermont. Without DSL from Waitsfield Telecom this would not

have been possible. We moved to our town house full time in 2001. But, as I began to think about retirement, I knew that I would go crazy living in the town house. In 2007 we bought our house on East Warren Road in Waitsfield. According the History of Waitsfield by Richard Bisbee, the original portion of our house was built in 1797 by Job Tyler. While previous owners did a lot to renovate the interior, there is always something more to do. We also learned from the Bisbee history that we live in what was known as the "pest house". Apparently people exposed to Small Pox during an epidemic in the early 1800's were quarantined in the house. One of our daughters-in-law is a bit of a hypochondriac so we have kept that detail from her.

I retired last September and Pat and I have been busier than ever. We have seven grandkids, Pat occasionally works as a substitute at Harwood and volunteers one day a week during the winter at Vermont Adaptive Ski and Sports. We play some golf (poorly), ski (slowly) and we are huge Norwich hockey fans. We spend a lot of time working around the house.

We spent the month of April in SC on Fripp Island, but by the end of our vacation, we both agreed that it was time to return to the valley. Every day we feel have lived a blessed life and are fortunate and grateful to live in such a beautiful place as the Mad River Valley.

THE FOUR WAY TEST

of the things we think, say or do:

- 1) Is it the Truth?
- 2) Is it Fair to All Concerned?
- 3) Will it Build Goodwill and Better Friendships?
- 4) Will it be Beneficial to All Concerned?

The Vale News
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