

# New York Life Insurance Company Brings Annual Hoops Shoot Out



**K**irsten McKaskle, Director of Programs Administration and College Recruiting for New York Life Insurance Company, joins **John O'Dell**, Director of Alumni Development for the Bauer College of Business in Bauer's suite at the University of Houston's Hofheinz Pavilion. On Jan. 31, 2007, New York Life sponsored a free throw Shoot Out during the UH men's basketball game versus Rice to benefit many Bauer student organizations' scholarship endowments such as the Hispanic Business Student Association (HBSA). Poised to sink a bucket in the Shoot Out is HBSA member **Ernesto Manrique** (top right).



## PHOTO FINISH

*Recent Happenings around the C. T. Bauer College of Business*

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## UH-GEMI presents Speculation in Energy Markets Conference

**R**ecent high and volatile energy prices have sparked considerable debate over their cause. One often cited culprit: Speculation. For the 5th consecutive year, the University of Houston's Global Energy Management Institute (UH-GEMI) hosted its Trading and Marketing Conference, a key gathering of industry experts. Held on Jan. 25, 2007, the event brought together traders, risk managers, securities analysts, investors, consultants and lawyers further to discuss the marketplace. Pictured from left are **Craig Pirrong**, UH-GEMI's Energy Markets Director, **Walter Lukken**, Commodity Futures Trading Commission Commissioner, and **Praveen Kumar**, GEMI Executive Director and Texas Commerce Bank/Tenneco Professor and Chair of Bauer's Department of Finance.

## HOUSTON PRO SPORTS LEADERS COME TO BAUER Panel Addresses Economics, Strategic Issues Affecting Industry



David Rubenstein leads sports industry discussion.



Individual ticket and season ticket package price points, player salaries, cross promotions, broadcast usage and venue experiences for the customer were some of the hot topics covered by heads from four of Houston's major sports organizations. On Feb. 16, 2007, a packed room of MBA students also got the opportunity to pose questions to the panel such as "will dinner ever be offered on the trains at Minute Maid Park?"



Pam Gardner and Dean Arthur Warga.

**David Rubenstein**, Visiting Assistant Professor, Bauer College, led a fascinating panel discussion comprised of **Pam Gardner**, President of Business Operations, Houston Astros; **Scott Schwinger**, Senior Vice President and Chief Financial Officer, Houston Texans; **Oliver Luck**, President and General Manager, Houston Dynamo; and **Thaddeus Brown**, Senior Vice President, Sales, Marketing and Broadcasting, Houston Rockets. Special thanks goes to **Randall Meyer**, Executive Vice President and Chief Financial Officer of AmegyBank, who made the panel discussion possible.

Scott Schwinger, Oliver Luck, Latha Ramchand, Associate Dean, Graduate and Professional Programs, Randall Meyer and Thaddeus Brown.

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## G. Edmond Clark Shares Perspective with EMBA Class FedEx Trade Networks CEO says his time at Bauer College valuable

What is the key to FedEx's success? According to **G. Edmond Clark**, FedEx Trade Network's President and CEO (MBA '79), anticipating growth and looking at globalization and free trade are integral. For example, Clark noted, FedEx is serving and has been expanding into big capital markets like China and India. And, it has provided a shorter distribution channel for companies manufacturing goods in Mexico versus China. That strategy has served FedEx well as it has grown to become a \$32.3 billion company by adapting services and listening to its customers. Establishing a worldwide network has always been paramount to FedEx.

A former Exxon engineer, Clark obtained his MBA from Bauer and then began a distinguished 24-year career with FedEx where he has led FedEx Trade Networks since its inception in 2000. "The two years I spent at Bauer changed my life," Clark told a classroom of EMBA students on Feb. 16, 2007. "You are in the right place!" Prior to his talk at Bauer College, Clark was the featured speaker in the CEO Roundtable Breakfast presented by Stewart Title Company and Bauer at the River Oaks Country Club where he spoke to more than 30 of Houston's corporate chiefs. Clark's address was part of the Distinguished Leaders Series sponsored by **Stanford Group Company**.



G. Edmond Clark in Distinguished Leaders Series and on a Melcher Hall tour with John O'Dell at Bauer.



# SPRING CAREER FAIR MEANS OPPORTUNITY

## Recruiters, Students Flock to Day-Long Event



Executive director Jamie Belinne and her Rockwell Career Services Center team have significantly grown corporate recruiting at Bauer.



Tesoro recruiters and Bauer students seek a match.



Halliburton's Svetlana Zilberman reviews senior and accounting major Cua K. Trieu's resume.

Thousands of Bauer College students went on a quest to find a career opportunity. Within three crowded ball rooms of the Conrad N. Hilton Hotel & College, more than 127 companies were ready to find them.

Bauer's Spring Career Fair hosted by the Elizabeth Rockwell Career Services Center on Feb. 22, 2007, has grown to become the hottest on-campus recruiting ground of any college. Bauer College students had a full afternoon to meet and share resumes with leading corporations and recruiting professionals.

"Connecting students with future employers is one of the most important things that we can do," said **Jamie Belinne**,

Executive Director of the Rockwell Career Services Center. "Strong participation by companies in Bauer's Career Fairs is an excellent testament of how attracted companies are to the educational talent and professional preparation of our undergraduates and graduates."

"I've been to a lot of career fairs, and Bauer's is by far the best," said **Michael Spartalis**, Chair of the Houston CPA Society's Accounting and Career Education.

The Rockwell Career Center will present two more career fairs this Fall. For more information, call 713-743-4590 or [bauercareer@uh.edu](mailto:bauercareer@uh.edu)

## THE DOCTOR IS IN!

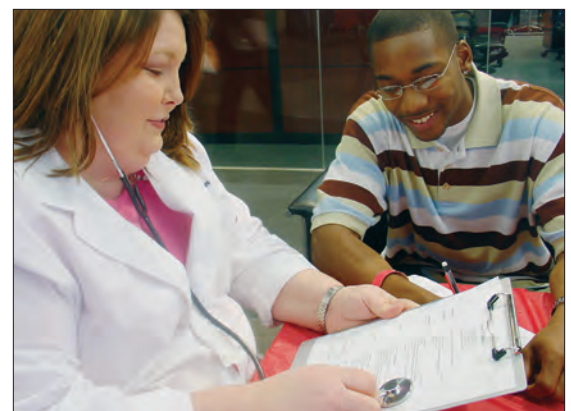
### Rockwell Career Center Gives Student Resumes Check Up



Prior to the Bauer Spring Career Fair, the Rockwell Career Center gave students a chance to tune up their resumes. For four days, on Jan. 31, Feb. 1, Feb. 14 and Feb. 15, the main lobby of Melcher Hall was converted into a triage unit. There weren't any people in need of medical assistance, only sick resumes. Lots of them. Bauer career advisors and corporate partner representatives, dressed as physicians and nurses, saw more than 550 students. Each student's resume received a thorough check up. Resume ER is designed

to help students create, develop and prepare strong resumes that have impact and grab the attention of recruiters and hiring managers during a career search. Resume ER is held eight times a year by the Career Center.

"Resume ER is a wonderful prep session for our students before they meet real corporate recruiters up close at our many career fairs," said Brett Hobby, Assistant Director, Employer Services and Recruitment.



Bauer activities advisor Dawn Whitten examines Jarrett Smith's resume.

# NOT YOUR TYPICAL ENTREPRENEUR

## Haley Says Opportunity Abounds Even in Not So Obvious Industries

**W**ESCO International Chairman and CEO **Roy W. Haley** admits he's not your typical entrepreneur. However, the personal debt and financial risk he undertook as the only individual investor among a group of private equity firms to acquire WESCO from Westinghouse more than 12 years ago made him similar to one. Haley put in \$2 million of his own money, most of it borrowed from banks.



Roy Haley at Cullen Performance Hall.

Today he remains WESCO's largest shareholder and has grown the company to be the largest electrical distributor in the U.S. with more than \$5.3 billion in annual sales and 7,100 employees nationwide.

Even though WESCO operates in a business to business environment that is not obvious to most consumers, Haley said his company is in a category that tops retail in terms of revenue generated.

A 1969 graduate of MIT and native of Baton Rouge, La., Haley came to Bauer College as part of the Distinguished Entrepreneur Speaker Series presented by the Center for Entrepreneurship & Innovation (CEI). He spoke to an audience of 1,200 at Cullen Performance Hall on Feb. 22, 2007.

Haley's favorite pearl of wisdom: "You are unique. Your traits, attitudes and experience are unique—no one else in

the world has this but you," said Haley. He urged students to remember this when they pursued their dreams and ideas to make them reality.

The opportunities in electrical and electronics wholesale are prolific for entrepreneurs to build businesses. For example, Haley shared a story about a small business owner who purchased a company with three employees and \$600,000 in sales for \$10,000 a few years ago; the owner then grew the company sales to \$70 million. Slowing down for health reasons, he decided to sell to WESCO who then acquired the operation for \$50 million.



Roy Haley, Dean Arthur Warga and CEI Director Dan Steppe.



Roy Haley (second from right) with CEI students Minh Vo, Nellie Cornett and Jeff Kent.

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