UP TO THE Challenge
ALUMNI EMBRACE THE BUSINESS OF GIVING
**In the business world,** professionals are evaluated not only on the caliber of their work, but also on how they conduct themselves in every aspect of their lives. As aspiring professionals, the students of the Collins College of Business developed a statement of professional excellence called S.H.A.R.P.

**Savvy:** We seek to apply what we learned and to grow from our successes and failures.

**Honorable:** It is our duty and privilege to exert integrity through our beliefs and actions.

**Ambitious:** We strive to set our sights high, to realize our true potential and to expect from ourselves excellence in all that we do.

**Respectful:** We are determined to act courteously toward everyone to become respected professionals.

**Professional:** It is our responsibility as professionals in training to behave and conduct ourselves in a manner that reflects overall excellence.

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**On the Cover**
A grand new entrance now graces the south side of Helmerich Hall thanks to the generosity of Walt Helmerich, a friend and supporter of the College.

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**Collins College of Business Magazine**

*Fall 2010*

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The University of Tulsa

A. Gale Sullenberger, Dean, Collins College of Business

The University of Tulsa Mission
The University of Tulsa is a private, independent, doctoral-degree-granting institution whose mission reflects our core values: excellence in scholarship, dedication to free inquiry, integrity of character and commitment to humanity.

The University achieves its mission by educating men and women of diverse backgrounds and cultures to become leaders in the sciences, humanities and arts; think critically, and write and speak clearly; succeed in their professions and careers; behave ethically in all aspects of their lives; welcome the responsibility of citizenship and service in a changing world; and acquire the skills and appetite for lifelong learning.

The new MBA program, which is now in its second year, is a great example of the college adapting to the changing needs of business. The course structure of the new MBA program is designed to give students functional skill sets, make them well-rounded professionals for leadership roles in the international arena.

Our weather in Tulsa changes on a dime, as most of you know. We go from sweltering summer days to crisp fall mornings seemingly overnight. In winter, we have mild afternoons that in a matter of hours can switch to frigid temperatures and wailing snow.

The change in seasons — which is part of what I love about living in Tulsa — has me thinking lately about the changes at the Collins College of Business. While not nearly as abrupt as Oklahoma’s shifting weather, we seem to be constantly considering or creating change.

This mindset embraced by the Executive Advisory Board helps the College to stay competitive and produce graduates who can tackle the challenges of today’s ever-evolving business world.

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Accounting not all about numbers

Growing up in Muskogee, Brad Stoots (BSBA ’72) observed his father’s rewarding career as chief financial officer of Manhattan Construction Co. As it came to time to start hunting for colleges, the younger Stoots began to set his sights on his father’s alma mater.

“He never forced it,” said Brad, a member of the Executive Advisory Board of the Collins College of Business.

“He would only talk about all the positive aspects of TU. He was a real mentor to me.”

Now, nearly 30 years later, Brad is the Tulsa Managing Partner at Grant Thornton, the fifth largest public accounting firm in the world. He and a staff of about 80 people handle audits, transactions and tax work for large private companies, mid-cap public clients and wealthy individuals.

Sound banking thrives on strong relationships

Derivatives, credit default swaps and other complex financial instruments have been blamed for the banking crisis of the last few years. But, veteran banker Nevyle Cable (BSBA ’77) has a much more direct explanation for the problem.

“Banks fail because they make bad loans,” says Cable, a former national bank examiner and current president and CEO of First National Bank & Trust Company of Okmulgee. The key to making good loans, he says, is getting to know the people with whom you are doing business.

“To me, banking, particularly community banking, is about helping people,” he said. “Some of the most rewarding times in my career have been when I helped a teenager finance his first car or helped an entrepreneur start a business with a loan.”

A Houma native and football standout in high school, Cable attended The University of Tulsa on an athletic scholarship, playing cornerback for the Golden Hurricane. The Vietnam War was underway, meanwhile, and his birth date came up as No. 3 in the draft lottery. He decided to join the National Guard and become an infantry officer, which allowed him to finish his finance degree at TU.

Cable became a bank examiner for the Office of the Comptroller of the Currency, which charters, regulates and supervises all national banks. His job was to examine every national bank in eastern Oklahoma.

“During that experience, I learned how a bank works from the bottom floor to the top floor,” said Cable, who later went to work as a commercial lender for First National Bank and Trust in Tulsa.

While at First National in Tulsa, he completed the Southwestern Graduate School of Banking Program at Southern Methodist University in Dallas. After the savings and loan crisis in Tulsa in the 1980s, Cable decided to move into community banking and become head of First National Bank & Trust Company of Okmulgee.

Recent reforms to the financial industry passed by Congress are leading to a growth in consumer regulation and more job opportunities for bank examiners. In his final term as an Executive Advisory Board member of the Collins College of Business, Cable believes current TU graduates are well-equipped to tackle the new challenges of today’s banking industry.

“I am astounded at how bright the students are,” said Cable, who is the development committee chair on the board. “They have a great opportunity to make a difference out there.”

Sister cities officials speak at economic forum

The Collins College of Business in September welcomed Tulsa Mayor Dewey Bartlett and official representatives of six of Tulsa’s sister cities for an economic forum on key economic industries and drivers in their cities and regions.

Mayor Bartlett led the program with an overview of the Tulsa economy, pointing out our historical strength in energy services, aerospace and manufacturing. His remarks about the Tulsa Port of Catoosa, our direct channel to the Gulf of Mexico and the world, were somewhat of a surprise to many of the participants visiting for the sister cities.

The program, organized by Collins College of Business and the Tulsa Global Alliance, was highlighted with the keynote address of Larry Wolford, Renovated Chair of Entrepreneurship in the Collins College of Business. In addition to describing some of the economic history of Tulsa, Wolford went on to describe key contributions to economic and intellectual development that cities bring forth. His forecast of continued intense economic, social, intellectual and political development from cities of the future gave greater meaning to the union of cities through the sister cities movement.

“A number of connections and common interests were identified during the forum,” said J. Markham Collins, Bartlett Foundation Professor of Business in the Collins College, who moderated the program. “For example, most cities shared information regarding their merit as a tourist destination. In addition, many shared common industrial strengths and/or research interests.”

Tuba’s first sister city was San Luis Potosi, Mexico. In delegate, Eugenio Robles, stressed the manufacturing, education and health care similarities with Tulsa. He pointed out that their General Motors plant hosted two TU interns from the International Business and Language program this past summer.

Tung Wei Hung, the representative from Kaohsiung, Taiwan, said that both Tulsa and his city have ports, although Kaohsiung is a major ocean port while ours is an inland port.

Lisa Tacker, representing Tiberias, Israel, detailed the exceptional economic performance of Israel in the past two decades, especially in the tech sector. She also said Tiberias is an excellent destination for religious tourism.

Vice Mayor Alexey Nemeryuk of Zelenograd, Russia, stressed the fact that they have a Special Economic Zone and strong interest in research in technology, including nanotechnology. This matches the research strength of TU with its emphasis on nanobatteries.

Celle, Germany, was represented by Thomas Faber, who said his city was an early petroleum site in Germany just as Tulsa was in the United States. They, too, have a number of energy service companies.

Stephanie Dapsance Dixon of Amiens, France, pointed out that they share an aerospace and manufacturing emphasis with Tulsa. In addition, both cities have Whirlpool and TD Williamson operating units, and a university exchange program.

Other sister cities not represented at the forum were Beihai, China and Usunomiya, Japan. The Sister Cities program has been active in Tulsa for more than 30 years.
Hall of Fame inducts business leaders

In September, the Collins College of Business inducted three of Tulsa’s top leaders in the business community at its Business Hall of Fame ceremony on The University of Tulsa campus. Burt B. Holmes and Randy A. Foutch were recognized as this year’s Outstanding Entrepreneurs. Fulton Collins, who passed away in 2008, was inducted into the Hall of Fame posthumously as the 2010 Outstanding Business Leader.

TU’s College of Business founded the Business Hall of Fame in 2000 as a community forum to honor the widespread contributions of outstanding Tulsa business leaders. Twenty-nine individuals have been inducted into the Hall of Fame since its inception.

“These individuals create career opportunities for thousands of our friends and neighbors. They generously advance our community resources and service agencies. They inspire our students through their examples, and often through direct involvement in our programs,” said Gale Sullensberger, dean of the Collins College of Business.

Holmes has been at the center of a number of successful business ventures, including the launch of one of America’s best-known convenience store chains, QuikTrip Corporation, which today hosts hundreds of stores, thousands of employees and several billion in sales. Holmes also founded Burt B. Holmes and Associates, which later became The Holmes Organization Inc. He sold the company in 1988 and remains a consultant. He currently serves as an emeritus director on the board of QuikTrip and is also chairman of Leaders Life Insurance Company, American Institute of Medical Technology and National Occupational Health Services.

Foutch’s other past business ventures include serving as founder, counter or director of Hurricane Trading Company, Gas Energy Development Co., Day Schools Inc., Healthfoods Associates/Akin’s, Utica National Bank and National Bank of Commerce. He also promoted Tulsa’s first high-rise suburban office building, Southland Financial Center.

Currently, Holmes is leading fundraising efforts for the Oklahoma Centennial Botanical Garden, a world-class botanical garden being created on the Osage Hills seven miles northeast of downtown Tulsa. Holmes is past chairman and emeritus member of the TU Board of Trustees; past chairman and director of the Gilcrease Museum Association, the TU Alumni Association, and Family and Children’s Services; former director of Tulsa Philharmonic, Palmer Drug Abuse Program, and Thornton Family Y; past director of Phillips Theological Seminary, and Greenwood Cultural Center; cofounder of Eastern European Children’s Aid and former member of the Oklahoma Crime Commission.

Foutch is chairman and CEO of Tulsa-based Laredo Petroleum, Inc., an independent oil and gas company focused on the acquisition, exploration and development of land in the U.S. mid-continent region. Foutch formed Laredo with an initial commitment of up to $600 million of equity from Warburg Pincus in 2007.

Prior to the formation of Laredo, Foutch founded Latigo Petroleum, Inc., and served as its president and CEO until it was sold for $750 million to Pogo Producing Co. In 1996, Foutch founded Lariat Petroleum, Inc., and served as president until 2001 when the company was sold to Newfield Exploration, Inc. Foutch serves on the board of directors of Bill Barrett Corporation, Helmerich & Payne, the Catholic Foundation of Eastern Oklahoma, the Board of Trustees of The University of Tulsa, TU’s Friends of Finance and the Gilcrease Museum National Board. He is also a member of the E.M. Russell National Advisory Board, National Petroleum Council, America’s Natural Gas Alliance and board member emeritus of Leadership Oklahoma.

He has served as the chairman of the board of the Oklahoma Energy Resources Board, president of the Thomas Gilcrease Museum Association, board member of Indian Nations Council/Boy Scouts of America, the Philip Neri Newman Center, Great Oak Energy, Macrobel, Inc., Oklahoma Independent Petroleum Association, Gymnopaith Exploration Company, chairman of the OERB Scholastic Outreach Committee and chairman of the International Society of Energy Advocates.

Collins (1943-2008) was a distinguished leader in business and the community whose exceptional insight, energy and vision were transformational to industry and higher education. After graduating from Stanford University, Collins served as an executive from 1971 to 1982 with Syntax Corporation, a Palo Alto pharmaceutical and biotech company that developed naproxen (Aleve) and made other advances.

He then moved to Oklahoma to lead Tulsa’s Liberty Glass, which developed a breakthrough molding method and spun off a new venture before its successful sale in 1994. Collins joined The University of Tulsa Board of Trustees in 1995 and was named its chairman in 1997. Under his leadership, the university experienced dramatic growth—doubling its endowment, doubling its facilities and more than doubling applications for undergraduate admissions.

These milestones and many others sprang from Collins’ vision of a nationally competitive university built upon solid finances, selective admissions and a vibrant residential campus. Collins also worked with business faculty to design a flexible MBA program addressing the evolving needs of Tulsa employers. To support the program, he launched a $30 million fundraising campaign that continues today. In his honor, the university named its business college the Collins College of Business in 2008.

The Collins College of Business Hall of Fame inductees have distinguished themselves by paving the road for others, building community partnerships and generously giving their time and efforts to philanthropic organizations. For more information on TU’s Business Hall of Fame, call Amy Berry at (918) 631-3111.

In his 65th year, the conference consistently draws nearly 400 accounting professionals in the region to hear from industry leaders on current developments shaping the accounting profession. The 2011 conference is titled “Where do we go from here: A roadmap for the future” and will include speakers from the Federal Reserve, as well as other prominent organizations and corporations. More details are forthcoming.

Sponsored by the School of Accounting and Management Information Systems at the Collins College of Business, the conference was started in 1947 by Professor Paul J. Grafer. It uses a holistic approach to continuing education in accounting, encompassing all the functional areas of the field, including financial, managerial, systems, auditing and tax.

Net proceeds from the conference provide scholarships to accounting students at The University of Tulsa. For more information about the conference or to reserve a space, contact Jennie Dugger at 918-631-3194 or jennie-dugger@utulsa.edu.

The region’s highest profile accounting event of the year, the Conference of Accountants, is scheduled for April 26-27, 2011 at The University of Tulsa.
J. Markham Collins appointed to new professorship

In September, the Collins College of Business announced the appointment of J. Markham Collins to the position of Edward E. and Helen T. Bartlett Foundation Professor of Business. The establishment of the Bartlett Foundation Professor of Business will enhance the college’s ability to attract and retain outstanding business faculty and ensure that the college is providing cutting-edge instruction, research and academic programs.

The inspired philanthropy of The Edward E. and Helen T. Bartlett Foundation has enhanced academic excellence and opportunity at The University of Tulsa for over 40 years. The foundation has provided financial assistance to hundreds of TU students through its scholarship program, helping TU’s Bartlett Foundation Scholars to achieve their educational and professional goals.

Collins was a member of the first Department of Finance at the college and has been a leader in causing the level of internationalization in the college, while serving in a number of administrative positions. He served as director of international programs for many years and belonged to the Phi Mu sorority. He served as associate dean, director of Graduate Business Programs and director of the International Business and Entrepreneurship Institute. Collins received his Ph.D. degree from the University of Oklahoma in 1980.

Prior to joining the TU faculty in 1979, Collins taught at the University of Dayton. He also filled appointments as visiting professor or scholar at the University of Hong Kong, the University of Auckland in New Zealand and the University of Siegen, Germany. He has lectured at several domestic and foreign institutions. Collins has been awarded the Mayo Excellence in Research Award and been a TU Mortar Board Professor. In 2003, he was selected by the Oklahoma LT Governor’s Office to lead a delegation of Oklahoma university students to Kyoto, Japan, sister state of Oklahoma.

During the 2009-10 academic year, Collins presented a keynote address on the Obama Energy Policy at China University of Petroleum Beijing’s Fourth Annual Global Energy Forum. His co-authored paper, with Professor H. Kacsó, “National Characteristics and Sector Impacts of the Global Financial Crisis,” was presented in Eger, Hungary, in October and was published as the Hungarian journal, Periodica Oeconomica, in 2010. He was a Fulbright Scholar at Eötvös University in Budapest, Hungary, during 2008.


Helmerich Hall’s South Entrance Complete

Visitors to The University of Tulsa who walk across the sprawling lawns of the “U” may not recognize the building housing the Collins College of Business. A grand new entrance now graces the south side of Helmerich Hall thanks to the generosity of Walt Helmerich, a friend and supporter of the college.

Construction crews spent the spring and summer renovating the south entrance, creating new steps and columns of matching stone to support an arched entry. The new entry displays the name Helmerich in stone above the entry with glass side panels. The Beta Gamma Sigma Key was reinstated after construction was complete.

The new canopy will provide shelter for the building entrance. Fresh landscaping includes trees and shrubs, power bricks and benches. New bicycle racks were installed on the east and west sides of the building.

“The new southern entrance is a lovely enhancement to our building,” said Gale Sullivan, dean of the Collins College of Business. “Walt Helmerich’s steadfast support of the Collins College of Business, both to the infrastructure and programs, is deeply appreciated. This latest project is a welcoming space for our students, faculty, friends and returning alumni.”

President Staddens Upham and Peggy Helmerich helped christen the new south entrance to Helmerich Hall during a November 12 event.

TU grad student named federal service student ambassador

Jason Grunin, a first-year MBA student at The University of Tulsa, has been selected to serve as a federal service student ambassador for the 2010-11 academic year. The prestigious Ambassador program enlists students to promote public service on U.S. college campuses. Forty-seven students representing 40 schools were selected from more than 150 applicants.

As an ambassador, Grunin will serve as an on-campus resource for federal job and internship information, providing “insider” tips on where to find and how to land coveted federal jobs. Responsibilities range from conducting presentations and workshops to collaborating with campus career services representatives.

“Many students don’t consider working for the U.S. government, either because they don’t know about the opportunities or because of our location in Tulsa,” Grunin said. “However, there’s a job for every major and internships for students.”

More than 720 campuses and 75 federal agencies have joined the Call to Serve network, which is a joint effort of the private, nonprofit Partnership for Public Service and the U.S. Office of Personnel Management to educate youths about the importance of a strong civil service, help re-establish links between federal agencies and college campuses, and provide students with information about federal jobs.

“There is no better place to work on critical issues that affect our country on a grand scale than the federal government,” said Caroline Pitts, the Ambassador program manager. “Our student ambassadors are on campuses now, helping classmates find dream jobs where they can make a difference working on issues ranging from protecting our environment to ending poverty.”

To be eligible for the program, students had to complete a federal government internship. This year’s ambassadors had internships at agencies ranging from the Peace Corps to the CIA to the Treasury Department.

According to research by the Partnership for Public Service, the federal government will fill more than 50,000 entry-level jobs in the next 12 months, along with approximately 60,000 paid internships. There are jobs and internships available in practically every major, interest and skill level, in all 50 states and around the world.
College featured in Princeton Review’s “The Best 300 Business Schools”

The Princeton Review has recognized the Collins College of Business at The University of Tulsa as one of the nation’s top business schools, according to the 2011 edition of its publication, The Best 300 Business Schools. Released this month, The Best 300 Business Schools 2011 Edition has two-page profiles of the schools with write-ups on their academics, student life and admissions, plus ratings for their academics, selectivity and career placement services.

In the profile on the Collins College of Business, the Princeton Review editors note: “The University of Tulsa operates a rigorous and contemporary MBA program within the context of a small, friendly, private school environment. With a low student-to-professor ratio, class sizes are uniformly small, and you really get a chance to develop relationships with the faculty and other students. In the classroom, the teaching staff gets top marks for experience: Many of them are leaders in their fields and have remained very current and relevant to the vast changes we are seeing economically and globally.”

The profile includes quotes from students attending the Collins College of Business who say administrators are, “constantly seeking outside input from various companies and individuals so that their students are as best prepared upon graduation as they can be.” For example, business ethics has received more emphasis in the curriculum, which one student calls “refreshing and relevant.”

“The faculty and staff in the Collins College of Business are honored that our academic programs are again featured in The Princeton Review’s annual survey, especially because their work so strongly reflects the opinions of our most important customers—our students,” said Gale Sullenger, dean of the Collins College of Business. “We continually work to provide students with a premier business education that prepares them for successful careers and to make an immediate impact upon graduation.”

The Princeton Review’s 380-question survey for the book asked students about themselves, their career plans, and their schools’ academics, student body and campus life. The Princeton Review does not rank the business schools in the book on a single hierarchical list from 1 to 300, or name one business school best overall. Robert Franek, Princeton Review senior vice president-publishing, noted that the business schools were chosen for inclusion based on the strength of their academic offerings.

“We chose the 300 business schools in this book based on our high opinions of their academic programs and offerings, as well as our review of institutional data we collect from the schools,” he said. “We also strongly consider the candid opinions of students attending the schools who rate and report on their campus experiences at their schools on our survey for the book.”

Astronaut headlines Knowledge Management conference

Four-time space shuttle astronaut and current vice president of ATK, Charlie Precourt headlined the 5th annual Knowledge and Project Management Symposium in August at The University of Tulsa. Precourt served as the chief of NASA’s astronaut corps, prior to becoming director of launch systems for ATK, where he is responsible for the development of reusable rocket engines.

Knowledge Management is an emerging discipline to help business and industry capture and retain organizational knowledge key to sustainability and growth. Precourt called on his experience with a failed mission to demonstrate how Knowledge Management can prevent disasters and is necessary in everyday business.

In the 2003 incident, the space shuttle Columbia disintegrated and spread debris across Texas when the airtight foam used to protect the machine’s metal-trapped air bubbles under its surface. Since then, NASA and ATK have taken steps to minimize such risks, but Precourt said, like most issues in business, the problem might have been avoided had the technicians acted on the first sign of trouble.

Percourt warned against this common phenomenon of inaction, which he called the Normandy of Deviance.

“When things that don’t seem normal happens frequently enough to become perceived as normal, problems within a product or a business can be overlooked,” Precourt said. “My primary message to businesspeople today is that you must continually revisit your product, the way you run your business, the way you do things.”

Percourt said this type of knowledge management is critical to both the success of the bottom line and in some cases, even the safety of human life. Although his job is unique in many ways, Percourt said one thing remains the same in all lines of work—the need to strike the right balance between profit and loss. To keep this balance intact, he offered another piece of advice.

“There is no better place to look than at your own workforce,” Percourt said. “Pay attention to the people you’ve got, and who you’re putting in which chairs.”

Summer McCall named Junella and Lowell A. Simmons Scholarship recipient

The Collins College of Business has named Summer McCall as the 2010 recipient of the Junella and Lowell A. Simmons Scholarship.

Lowell Simmons (BSBA ’59) had a successful career in business management, ultimately retiring in 1988 from Jones Truck Lines. He and his wife of 64 years, Junella, say they both share a great affinity for and loyalty to The University of Tulsa and have made several gifts to the university over the years to promote excellence and opportunity in higher education.

The Simmons’ daughter and son-in-law, Cathie and Donald Humphreys, have chosen to honor Mr. and Mrs. Simmons for their many achievements throughout their lives by establishing a permanent source of support for business students at The University of Tulsa.

“I’m very grateful,” said McCall, the first recipient of the new scholarship. “I’m in my last year of undergrad, and it is such an honor to be recognized in this way.”

McCall will graduate in May 2011 and plans to continue her education at The University of Tulsa and earn her MBA. The caliber of education was a key factor in McCall’s decision to attend TU.

“It’s a prestigious college with a great family feel,” McCall said.

“I have formed amazing relationships throughout the university with other students, my professors, faculty and staff.”

In addition to graduate school, McCall’s future plans include working in the sports industry. “I love football, I would enjoy working with the NBA, or I could see myself at a university,” McCall said of her career goals. McCall feels lucky that TU has given her the opportunity to test out her enthusiasm for sports marketing before she graduates. “I’ve worked with the TU athletic department for two years, which has been awesome because what I get to do now is what I want to do in the future.”

One accomplishment McCall is particularly proud of is his assistance in the Collins College of Business Think SHARP campaign. Last year she was selected by the faculty of Collins College of Business as one of six students to design the college’s student code of conduct.

“It was a great experience,” McCall said of creating the Think SHARP campaign. “We really felt like we were giving something back to the university.”

McCall is a member of the Spirit squad, the Student Advisor Committee and the Future Alumni Council. She also enjoys working with Special Olympics and TU True Blue Neighbors.
Alumnus heads Walmart International, speaks in Tulsa

Doug McMillon (MBA ’90), president and chief executive officer of Walmart International, kicked off this year’s Friends of Finance Executive Speaker Series and made time to chat with a classroom of students at the Collins College of Business.

Walmart International is a fast-growing segment of Walmart’s overall operations, with more than 4,000 stores and more than 680,000 associates in 14 countries outside the United States. McMillon told students and Friends of Finance attendees that the growing middle class in China is driving consumer growth in the world’s most populous nation.

In 1984, McMillon began his career with the company as a store manager in the Midwest. From 1987 to 1990, he attended the University of Arkansas in Fayetteville with a Bachelor of Science in Business Administration before attending TU. He and his wife, Shelley, have two sons and reside in northwest Arkansas.

First Collins Scholar

The Collins College of Business has named Katie Strahan as the first recipient of the Collins Scholar award. The endowed scholarship was largely funded by Margery Mayo Bird, as well as family and friends of Fulton Collins.

“I'm very excited and really grateful they even considered me for it,” said Strahan, who is on track to graduate in May 2012 with a degree in accounting.

The exposure led her to change her career path from interior design to accounting.

Like the jogger who strives to run a little farther or the weightlifter who works to hoist a few more pounds each day,” Strahan said of returning to her internships. “It's truly a great honor.”

Strahan’s path to The University of Tulsa began when she had the opportunity to work with her father, an accountant, during high school. She graduated in May 2010 from TU with a degree in accounting, and her interest in taxation began in her first tax class with Professor Wray Bradley in the School of Accounting and Management Information Systems.

A full-time MTAX student, she is also participating in an internship with EY. After a break this summer to visit her mother and stepfather in Germany, Strahan knows she is on the right path.

The economy has taken a toll on unrestricted giving, and these Challengers hope their continuing gifts will inspire others to contribute. In addition to helping students, this alumni support has a great bearing on TU’s national ranking. Alumni have the power to help TU achieve recognition among the “Top 50” universities in the nation.

Are you up to the challenge?

The men and women on the following pages believe in a good challenge.

Thank you 2009-10 Challengers

NICK ’70 and Barbara B. ’70 Allen
Raymond ’37 and Janada Batchelor
Steve Berlin and Debrah ’90 Smith-Berlin
Burton Foundation
Neely ’77 and Carol Cable
James ’65 and Janet Cameron
Joe and Patty Cappys
Julian ’68 and Eileen Carr
The Chapman Trusts
Jim P. Coates ’57
Roger and Funky Collins
Paul M. Corey ’82
Doe ’91 and Tracey Craig
Jim ’61 and Judy Cummings
Bruce Davis ’69
Jeff ’74 and Judy Davis
Bob ’83 and Martha Dennis
Jim ’81 and Jennifer ’91 Dilley
Richard ’72 and Gayla ’73 Down
Robyn ’77 and Larry Ewing
Herbert* and Brenda Fritschen
A. Charles Fumac ’70
Ralph ’84 and Melanie Hill
Burt B. Holman ’54
Robert S. ’59 and Judy C. ’59 James
Houard and Cherine Jansen
King and Lee Kincher
Sharon ’89 and Carson ’83 Lashern
David ’70 and Leslie Lawson
Kenny ’72 and Karen Lybeck
Marcia ’75, ’80 and Ron MacLeod
David ’94 and Debra McKinnon
Warren ’54 and Faith Moos
Jim ’66 and Judy ’67 Miller
Robert ’75, ’80, ’83 and Mary Beth ’73 Ogle
Pam ’89 and Barry Peck
Brend ’63 and Gerti Qulja
Bradley U. Stoots ’92
Travis ’56 and Sally Sillivane
Lt. Col. James Robert Suceddell ’50, USAF (Ret)
Skip Teel ’67
Arthur E.* ’51 and Carol ’97 Tucker
William ’73 and Rene Vasar
Don ’83 and Sonja ’82, ’83 Wilson
Richard E. ’70 and March M. ’78 Wierley
Ronald L. ’67 and April Wolf
Two Anonymous Donors
Donovan

What’s your for TUNE?

MBA
MS Finance
MTaxation
MBA/MSF
MSF/MSAM
JD/MB/A
JD/MSF
JD/MTAX

http://myfortune.utulsa.edu
Richard Dixon (BSBA ’72) walks through a warehouse-stacked floor to ceiling with freshly painted well heads and other heavy-duty oil field components. The rugged workers in the shop briefly stop their grinding and boring as he greets them.

The former defensive end for the Golden Hurricane has a handshake like a bench vise and a wide smile. As he helps an employee drag a 100-pound casing head across the floor for a demonstration, it’s clear that Dixon doesn’t mind getting his hands dirty.

But as president of OPECs, Inc., a manufacturer’s representative and distribution warehouse serving the energy industry, Dixon is just as comfortable in a sports jacket and slacks. He started the company in 1981 just before one of the industry’s worst downturns in decades. But, it survived and now there, OPECs—short for Oklahoma Production Equipment Company—employs 35 people in four states with annual sales exceeding $30 million.

“In the industry, we call what we do ‘rope, soap and dope.’ It’s all the equipment you see around the well site and the millermliths.”

After he graduated from TU’s business college with a major in marketing in 1972, Dixon returned to his alma mater in 1976 to head the College of Engineering from the North Lewis location to Keplinger Hall on the main campus.

He left TU in 1981 to become a marketing manager for an oilfield manufacturer of pumping units and parlayed the experience to the beginnings of OPECs. A Challenger for the Collins College of Business Annual Fund for several years, Dixon and his wife, Gayla Nederstrum Dixon (BS ’73), both know the value of supporting their alma mater.

“I was on a full athletic scholarship, which enabled me to get a great education,” said Dixon. “As the university’s prestige continues to grow, it only adds value to the degrees of its alumni. So it makes sense for me to give back.”

As a teenager, Skip Teel (BSBA ’67) spent his summers scraping rust and old paint from compressor crank cases in the oil patches of west Texas. It was a hot, dirty job outside of Midland.

“At night, rattlesnakes as big as your leg would stretch out across the roads,” he recalled. “You didn’t want to run over one because they could flatten your tire with one bite.”

In college, Teel’s father, Roy Teel Sr., put Skip and his Sigma Chi fraternity brothers to work lighting water heater pilot lights across the state as part of his natural gas distribution business. As a former employee of Phillips Petroleum Company, Roy Teel was close with Bill Kelzer, who was CEO of Phillips from 1967 to 1973.

“Bill Kelzer said Phillips called on dad when they had a deal that seemed like a nonnegotiable contract,” said Teel. “Dad believed it was a win-win deal, nobody was a winner. He wanted win-win deals.”

Growing up watching his father work with oil executives and with field workers, Teel was familiar with both worlds as he pursued an engineering degree at The University of Tulsa.

“I had strong mechanical and electronic skills, but it was the customer interaction that really began to resonate with him,” said Teel. “Business is about relationships.”

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CamGlass Glass, Inc., CamGlass began operations in 1978 to satisfy the need for higher quality tempered safety glass delivered in a reasonable lead time. In the beginning, one customer was served in one market. Thirty-two years later, customer by customer and market by market, CamGlass has gained national recognition as the glass fabricator of first choice for outstanding quality and on-time delivery.

CamGlass’ 170,000 square-foot fabrication facility is located in Broken Arrow. CamGlass has built its reputation by taking on exceptionally challenging glass projects, including the highly specialized rear window of the Dodge Viper sports car, according to president Jim Cameron.

Using CNC glass fabrication machinery and precision controlled furnaces, machines quickly cut, grind, drill and paint sheets of glass arriving at the plant in sizes ranging up to 130 inches by 204 inches. Investment in a $3 million automotive quality bending furnace allows CamGlass to satisfy the designs of today’s stylists.

The highly automated glass binder produces a finished part at every 20 seconds. These windows are then shipped to assembly lines in North America where combines, ballkokers, tractors and other agricultural and construction vehicles are manufactured.

The next time you pass Caterpillar, John Deere, Case New Holland or Komatsu agricultural and construction equipment, look at the windows. There’s a good chance CamGlass fabricated them. The company also fabricates specialty products like the basketball backboards used by the NBA, store fixtures, commercial refrigeration units and fully assembled window units with hardware such as hinges and windshield wipers installed before shipping. Despite the soft economy, CamGlass is enjoying strong sales.

CamGlass believes top-notch customer service is the reason “Business is good,” said Cameron, for folks who whirled past him in the plant. “It is the result of having outstanding employees who care about our customers and delivering excellent products on time. That’s why we’re enjoying the business that we have.”

CamGlass’ son, Jimmie, is the chief operating officer, while Jim serves as president. Today, the company boasts more than 100 employees including engineers, quality control, safety experts and dedicated sales professionals.

This year, CamGlass joined an extremely rare group of companies, receiving its fifth consecutive SHARP Certification from the Department of Labor. The program recognizes employers with exemplary safety and health programs. When CamGlass received the designation for a third time in 2006, it was one of only two companies in Oklahoma to do so at that time.

In addition to outstanding employees, Cameron said the company’s successes are also the result of many years of hard-earned experience and learning. After graduating with a business degree from The University of Tulsa in 1965, Cameron and his father, with a small sum of money started a company focused on boat tops and other products for the marine industry. By the mid-1970s it became clear it was time to diversify.

While much of the sales, supply and shipping process is handled by sophisticated SRF logistics software, the need for “high touch” or human oversight on orders is critical. “Our customer service staff often knows the customer’s material requirements better than the customer’s computers,” said Cameron. “CamGlass’ goal is to be the customer’s stealth supplier by never appearing on their radar screen — the correct glass, right quantity, excellent quality delivered on time, every time.”

Cameron, who is a former Executive Advisory Board member of the Collins College of Business, has served on many civic boards over the years. A member of the Cherokee tribe, he is currently chairing the building committee for the expansion of Indian Health Care Resource Center of Tulsa. Additionally, Cameron is the chairman of the Tulsa Metropolitan Utility Authority and chair of the TCC Foundation.

“I really believe in giving back to the community. Tulsa is where I hope my six grandchildren will live when they become adults with families of their own.”

In the 1950s, when Carole Tucker was a student at The University of Tulsa, the city was a different place. Downtown had three large movie theaters, and 31st and Harvard Avenue was in the country. Carole now lives near 51st and Harvard on land that was once a ranch.

In the afternoon following her classes, Carole rode the bus to her job at a department store downtown. “There was so much shopping downtown back then,” she said. “That’s where all the major stores were.”

Carole was later offered a job on the campus as secretary to the director of industrial relations, which gave her an opportunity to use her typing and shorthand skills. Later, these skills would serve her well in her secretarial job at a large oil company downtown. She first met her husband-to-be, Gene Tucker (BSBA ’51), through unusual circumstances. She was asked on a date by a young man who had attended TU, and whose car broke down. Carole and her date hitched a ride with his older sister, who happened to be on a date with Gene that night.

“I was wishing I had her date,” said Carole. “The next day Gene called to make a date, but gave her the news that he would be leaving Tulsa to take a job in Dallas. He didn’t take the job in Dallas, but ended up in Kansas working as a salesman for a Caterpillar Tractor company. Several years passed, and on one day while Carole was visiting in the hallway of the oil company where she had been working for several years, Gene Tucker stepped out of an elevator. They exchanged greetings, and again Carole thought she would like to date Gene now that he was working in Tulsa in a mail advertising company in which he had purchased an interest. After a few dates with Gene, Carole decided to leave the oil company and take an extended trip to Europe with a friend. Upon her first day home from Europe, she was downtown putting her application in for a new job and ran into Gene, who was making sales calls. This time proved the old adage that “the third time was a charm.”

They began dating again, this time more seriously, and in 1963 married in the Episcopal Church downtown. Burt Holmes was best man at their wedding.

Their family grew with two sons, Dane and Trent. The couple spent the next years with activities their sons enjoyed, including many trips to tennis tournaments around the country. Gene was building Bender Direct Mail, a business in west Tulsa that he had acquired. It was an extremely busy time, but The University of Tulsa remained central to their lives since many relatives had attended the university.

“TU has such a special place in our family,” said Carole. “Before Gene passed away in 2008, he said he wanted to leave a footprint at TU because so many good things happened to him because of his experience there.”

In 2007, university trustees honored Carole and Gene Tucker’s generosity by changing the name of College Avenue on campus. TU’s official address is now 100 South Tucker Drive. Gene often reminded his family that not only did he meet his future wife, Carole, through a TU friend, he also forged lifelong friendships and business associations with his classmates.

“Nearly everything in my life that turned out right had some relationship to TU,” Gene Tucker was quoted as saying before he passed away.

In recognition of her time spent as a student at TU and her contributions to the university, Carole Tucker was given an honorary degree in 2007.

“That was so special,” Carole said of the degree, which hangs in her home office. “TU is a big part of the success of Tulsa. We just need people to keep giving.”

Chance encounter creates lifelong relationship with TU

Carole Tucker — Honorary Degree ’07
Challenger since 2007

 успех с производства стекла ясен
Arby's chief still serving up classic business principles

Jeff Davis • BSBA '74
Challenger since 2003

Unwavering optimist anchored by friends, family

Ralph A. Hill • MBA '84
Challenger since 2009

A dead-eye, three-point shooter in driveway basketball games and top officer in natural gas exploration and production, Ralph A. Hill is a well-liked competitor in business and life. Friends and coworkers say his infectious optimism, compassionate leadership style and hard work have catapulted Williams' natural gas production in the last decade. “He started out with a staff of just a handful of people,” said Neil Buck, vice president of commercial operations and gas management at Williams. “Now we have about 1,000 people in exploration and production.”

This most recent round of E&P activity for the 100-year-old company began with a legacy position in the San Juan Basin in New Mexico in the early 1990s. As natural gas exploration and production technology improved, the group realized they could begin developing unconventional reserves.

“The first two years were slow, but Ralph was not discouraged,” said Buck. “Eventually, it became what we were good at, and we began to have great success.”

That segment of the business has grown eight-fold for Williams, and today the company is a national leader in developing unconventional reserves, including tight-sands gas, coal-bed methane and shale. Williams produces enough natural gas to meet the energy needs of almost four million homes per day.

People who work in E&P credit the growth to Hill’s leadership style. As president of the company’s E&P division, he has a reputation for putting the right people in the right positions. “He lets them do their jobs without micromanaging.”

“He’s extremely demanding, energetic and hard-nosed in the business setting, but when it comes to personal matters, he can take the conversation off-line and be very personable and encouraging.”

Years ago, during challenging financial times for the E&P business, Buck recalls a meeting when company leaders were discussing their most concerning questions. What if the price of gas drops? What if we drill and find nothing? What if we can’t get through the cumbersome permitting process? Hill was worried about something else.

“His biggest fear was of losing key people,” recalled Buck. “He cares about people. He doesn’t think of us as assets or tools. This genuine caring toward employees breeds a lot of dedication and loyalty.”

Hill demonstrates his company’s commitment to community service through leadership positions with the American Heart Association, Youth Services of Tulsa, Inc. and the Thomas Gilcrease Museum Association. He and his wife, Melanie, led the Holland Hall Annual Development Fund for 2005-07 and are cochairs of the current Holland Hall Capital Campaign. Hill chaired the Energy Services Division and Independent Division cabinets of the United Way in 1995 and 1996. He also served as a member of the St. Dunstan’s Episcopal Church Vestry from 1996-99.

Hill is an Executuve Advisory Board member of the Collins College of Business at TU and has been a annual fund Challenger since 2009.

Forty years ago, Jeff Davis (BSBA ’74) was tossing tables and picking up trash in the parking lot of the first Arby’s restaurant in Tulsa. Back then, he and his siblings all pitched in to help their parents run the family business in bustling Brookside.

It was 1969. America was changing, and the Davis family was at the right place at the right time. The Jane Cleaner image of housewives cooking pot-meals was making way for the career woman. Teenagers had a little more disposable income and were cruising in their cars up and down Ponca Avenue, known then as the “Restless Ribbon.”

Arby’s offered a simple menu — a roast beef sandwich, Jano’s Shake and soft drinks — and focused on customer service. “We got the ‘Restless Ribbon.’

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To something when you know they are going to make the most of it.

Honored as a TU Distinguished Alumnus in 2004. “It’s a joy to give back to something when you know they are going to make the most of it.”

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We had some great professors at the time that really made learning fun,” said Davis, recalling one professor in particular, affectionately named “jump’in” Jim Johnson. “They would use real-life situations to teach. They would use companies in Tulsa — like DitchWitch — for examples.”

While still a student, Davis used his time between semesters in 1973 to convert a Chicken Hut near 51st and Yale Avenue into an Arby’s. This became the third restaurant in Tulsa. The company’s sparsely headquarters are next door.

I know how hard it is financially for some students today,” said Davis. “It just makes sense to me to help out kids who are like I was when I was in school.”

Davis said he is proud to be an annual fund Challenger for the Collins College of Business because he knows the contribution goes to good use. Not only are the bricks and mortar improvements first class, but the caliber of students continues to rise.

“Everybody wants to be with a winner,” said Davis, who was honored as a TU Distinguished Alumnus in 2004. “It’s a joy to give to something when you know they are going to make the most of it.”

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Enriching the Future

This Registry of Patrons recognizes the generous support of our partners, whose gifts create opportunities for our students, faculty and staff every day at the Collins College of Business. Through their giving, our donors invest not only in TU’s future, but also in the strength of the organizations, industries and communities that are enriched by the passion and expertise of our people.

The Registry of Patrons reports gifts from January 1, 2009, through June 30, 2010. The Registry uses a tiered structure recognizing giving levels, with alphabetical organization within tiers. While we are not able to list every donor’s name, we value and appreciate every gift, regardless of size. We have made every effort to ensure the accuracy of the Registry, but errors and omissions remain possible. Please accept our apologies for any errors and direct notices to the Office of Development, The University of Tulsa, 800 South Tucker Drive, Tulsa, OK 74104; or call (918) 631-2561.

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1970s
Don Powers (MBA ’72) and his wife, Kay Powers, are the managers of Powers at Law, LLC, which was selected from three finalists as the Bank of Oklahoma/Edmond Chamber 2009 Small Business of the Year.

1980s
Mark Ingram (BS ‘80) was recently named to Barron’s Top 1,000 Financial Advisors.
Dan Berra (BS ’84) was named regional president of the West County division of Midwest BankCentre (MBC). Dan resides in Chesterfield, Mo. and is a board member of the Lemay Chamber of Commerce, the Lemay Development Corporation, the Lemay Child and Family Center and serves on the finance committee of the St. Anthony’s Charitable Foundation.

2000s
Christopher Ellison (BSBA ’05) married Elizabeth Frame on May 30, 2010 in Tulsa. After graduating from TU, Christopher earned a JD from the University of Oklahoma and is now an attorney and founder of Ellison Law Firm PLC.

We want to hear what you’re up to. Send news and photos about your careers and families to alumni-business@utulsa.edu
Pioneering Spirit

Alumnus gives back on behalf of mentor

He didn’t know it at the time, but Sam Steffy (BSBA ’07) launched his career one afternoon when he walked into a business across the street from his junior high school. He needed a ride, and so he asked the woman inside Sharp Financial Services in Sand Springs if he could make a call home.

While on the phone with his mother, Steffy noticed that the woman was having trouble with the computer. After he hung up, he offered to help and quickly fixed the computer. The woman, Cindy Sharp, owned the business. She offered him a job on the spot.

“She later told me that she hired me because I was good with computers and polite on the phone,” recalls Steffy, who is now a Global IT Auditor with ConocoPhillips. “I never expected to be where I am today, and I owe so much of it to Cindy Sharp.”

For six years as a student, Steffy worked for Sharp Financial Services, a three-person financial advisory firm. Sharp taught him the inner workings of a business, schooled him in the specific skills needed in the business world and helped shape his career aspirations. In Steffy’s words, he did everything from “placing client trades to cleaning toilets.”

He continued working for the firm while earning an MIS degree from TU’s Collins College of Business. After an internship with ConocoPhillips, Steffy was hired full-time in June 2007 to provide application support to the company’s commodity trading unit in Houston. He has since made three moves of increasing responsibility within the company and now primarily works from the ConocoPhillips offices in Bartlesville.

Grateful for his education and mentorship, Steffy established a life insurance policy through the Pioneer Program naming TU as the owner and beneficiary. The policy can be paid in a lump sum or over 5 to 10 years. The gift is paid to the university when the alumnus dies, but will be endowed for a lifetime.

When Sharp passed away earlier this year, it became clear to Steffy that he would make the contribution in honor of this great mentor in his life. In the future, the Cynthia J. Sharp Endowed Scholarship Fund will provide scholarships to full-time undergraduate students in the Collins College of Business. For more information about the Pioneer Program, call Amy Berry at (918) 631-3111.