

## CAREER CONNECTION

**October 3, 2008**

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Company	Participant Name	Description
<b>Abbott Laboratories</b> —Darren is not here as a recruiting representative from Abbott, but to discuss pharmaceutical sales as a career.	Darren Fitch '68 Brockport Major: Communications	Abbott Laboratories is a global, broad-based health care company devoted to discovering new medicines, new technologies and new ways to manage health. Our products span the continuum of care, from nutritional products and laboratory diagnostics through medical devices and pharmaceutical therapies. Our comprehensive line of products encircles life itself – addressing important health needs from infancy to the golden years.
<b>ARMY ROTC</b>	2 <sup>nd</sup> Lt. Adams	Army ROTC is an elective curriculum you take along with your required college classes. It prepares you with the tools, training and experiences that will help you succeed in any competitive environment. Along with great leadership training, Army ROTC can pay for your college tuition, too. You will have a normal college student experience like everyone else on campus, but when you graduate, you will be an Officer in the Army.
<b>AYCO/Goldman Sachs</b>	Jennifer Lockemeyer '93 Brockport Major: International Business	Goldman Sachs is a leading global investment banking, securities and investment management firm that provides a wide range of services worldwide to a substantial and diversified client base that includes corporations, financial institutions, governments and high net-worth individuals.
<b>BAE Systems</b>	Jeff Tighe, '06 Brockport Major: Finance	BAE Systems is a global company engaged in the development, delivery and support of advanced defense and aerospace systems in the air, on land and at sea. We have major operations across five continents, with customers and partners in more than 100 countries. We have strong positions in each of our six home markets – Australia, Saudi Arabia, South Africa, Sweden, UK, US – and have organized the business to reflect this.
<b>Blue Tie</b>	Ann Maynard	BlueTie is the leading provider of hosted email and calendaring solutions for small to mid-sized businesses and service providers worldwide.
<b>Butler/Till Media</b>	Ann Fisher '06 Brockport Major: Marketing	Butler/Till, a full service media agency, is comprised of marketing experts who specialize in all forms of media. Our passion is ensuring that you receive maximum marketing value for your media expenditures.
<b>Cato</b>	Melanie Locey	At Cato, you'll find the latest styles for any occasion – work or play, dressy or casual. We've got great shoes and accessories, too. Be sure to check us out for on-trend fashions, high quality and exclusive styles and fit. all at exceptional value. There are over 1,100 Cato stores in 31 states.

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<b>C.H. Robinson</b>	TBA	CHRW got its start in 1905 as a produce company. Today, we're one of North America's largest third party logistics (3PL) companies, with operations in the United States, Canada, Mexico, South America, Europe, and Asia. Most of our revenues come from providing truck, rail, ocean, and air transportation throughout the world. Sourcing and information services are also important components of our business mix.
<b>Cintas</b>	Matt Kushner '04 Brockport Major: Management	Cintas designs, manufactures and implements corporate identity uniform programs, and provides entrance mats, restroom cleaning and supplies, promotional products, first aid and safety products, fire protection services and document management services for approximately 800,000 businesses
<b>Confer Plastics</b>	Bob Confer '96 Brockport Major: Business Administration – Marketing	Founded in 1973, Confer Plastics has grown to become a dominant supplier of blow molded products. With management's strong commitment to responsiveness, continuous improvement and capital investment we have secured a distinguished niche among North American blow molders.
<b>EFP Group</b>	Jennifer Arbore, '98 Brockport Major: Accounting	EFP Group includes Eldredge, Fox & Porretti, LLP, EFP Wealth Advisors, LLC; and StoneBridge Business Partners. EFP Group has evolved from a traditional certified public accounting firm to a diverse and integrated team of experts and business consultants that meet the specific needs of individuals, businesses, non-profits, government, attorneys, bankers and other professionals.
<b>Enterprise Rent-A-Car</b>	Nicole Stelley Dana DiMarzo, '05 Brockport Major: Business	Although Enterprise was founded as a leasing company, over the years we've created additional services to meet our customers' growing needs. Our company has expanded its services beyond Enterprise car rental and vehicle leasing to include: Fleet Management, Used Car Sales, California Vanpool Services and commercial truck rental.
<b>ESPN</b>	Erik Michael – '08 Brockport Major: Communications	ESPN, originally an acronym for <i>Entertainment and Sports Programming Network</i> , is an American cable television network dedicated to broadcasting and producing sports-related programming 24 hours a day.
<b>Ferguson Enterprises, a Wolseley Company</b>	Brian Labigan Brockport Major: Management	In the US, Ferguson is ranked by trade publications as the largest distributor of plumbing supplies and pipes, valves, and fittings (PVF). Ferguson is also the third largest distributor of heating and cooling equipment (HVAC).

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<b>First Investors</b>	Karen McGinley	At First Investors, we are unique in how we serve our clients. We connect "Main Street to Wall Street" through a network of registered representatives located in offices coast-to-coast. Our representatives make house calls just like old-fashioned doctors, meeting with each client face-to-face and taking the time to learn about his or her current financial situation, risk tolerance and future goals.
<b>FISERV</b>	Joe Peters	With 22 years of experience, Fiserv is the world's largest service provider to banks, credit unions, lending institutions, and investment advisors; a nationally-recognized single-source solution provider to insurance companies and agents; and a growing presence in health plan administration. You benefit from our leading-edge knowledge as well as our service-oriented architecture—powerfully integrating all our products to streamline your workflow and processes.
<b>GE</b>	Shelli Ulrich, '05	GE is imagination at work. From jet engines to power generation, financial services to water processing, and medical imaging to media content, GE people worldwide are dedicated to turning imaginative ideas into leading products and services that help solve some of the world's toughest problems.
<b>GEICO</b>	Christine Koziol, '00 Brockport Major: Communications	GEICO is the fourth-largest private passenger auto insurer in the United States and the third-largest property/casualty insurer in the world.
<b>Google</b>	Momchil Kyurkchiev, '07 Brockport Major: Computer Science	Google's mission is to organize the world's information and make it universally accessible and useful.  As a first step to fulfilling that mission, Google's founders Larry Page and Sergey Brin developed a new approach to online search that took root in a Stanford University dorm room and quickly spread to information seekers around the globe. Google is now widely recognized as the world's largest search engine -- an easy-to-use free service that usually returns relevant results in a fraction of a second.
<b>IBM</b>	Chris Lindner '89 Brockport Major: Accounting	IBM integrates hardware, software and IT services into business solutions to meet your goals.

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<b>Independent Insurance Agents &amp; Brokers of NY</b>	Tim Dodge '87 Brockport Major: Art	The Independent Insurance Agents & Brokers of New York, Inc., working in the public's best interest, is the unrelenting advocate for independent insurance agencies in New York State. IIABNY exists to fulfill the educational, political and business interests of its members. We represent more than 1,900 members who give consumers a choice of products from more than one insurance company. Along with those choices, our members give consumers unrivaled service, and the best auto, homeowner and business coverage to meet their changing needs.
<b>Insero &amp; Company</b>	David Mandrycky '97 Brockport Major: Business	Insero & Company has grown into one of the largest accounting and business advisory practices serving many companies in Western and Upstate New York. We are also more than just a regional accounting firm; Insero & Company is an integral member of the RSM McGladrey Network, the national accounting firm association of RSM McGladrey, Inc. and McGladrey & Pullen, LLP. Together, the two companies rank as the fifth largest provider of accounting, tax and business consulting in the United States. (Source: Public Accounting Report)
<b>ITT Industries*</b>	Holly Cicconi-Eggleston	ITT Interconnect Solutions is a global manufacturer and supplier of connectors, interconnects, cable assemblies, I/O card kits, LAN components, and highly-engineered custom solutions. The Interconnect Solutions portfolio includes the brands Cannon, VEAM, BIW, and Sealectro. ITT Interconnect Solutions is part of ITT Corporation, an \$8 billion global engineering and manufacturing company.
<b>Kodak</b>	Wayne Didas, '92 Brockport Major: Mathematics	Eastman Kodak Company has led the way with an abundance of new products and processes to make photography simpler, more useful and more enjoyable. In fact, today's Kodak is known not only for photography, but also for images used in a variety of leisure, medical, business, entertainment and scientific applications. Its reach increasingly involves the use of technology to combine images and information--creating the potential to profoundly change how people and businesses communicate.

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<b>Legg Mason</b>	Seth Stuart, '98 Brockport Majors: History & Political Science	Legg Mason, which is headquartered in Baltimore, is a global asset management firm with \$932 billion in assets under management around the world. Through its domestic and international subsidiaries, the firm serves institutional, mutual fund and wealth management markets.
<b>Liberty Mutual</b>	Travis Winter '06	Boston-based Liberty Mutual Group is a diversified global insurer and sixth largest property and casualty insurer in the U.S. based on 2006 direct written premium of largest corporations in the U.S. based on 2006 revenue. They offer a wide range of insurance products and services, including personal auto insurance, homeowners insurance, workers compensation, commercial multiple peril, commercial automobile, general liability, global specialty, group disability, assumed reinsurance, fire and surety.
<b>Lockheed Martin</b>	Matthew Mullen, '08 Brockport Major: Business	Headquartered in Bethesda, MD, Lockheed Martin is a global security company that employs about 140,000 people worldwide and is principally engaged in the research, design, development, manufacture, integration and sustainment of advanced technology systems, products and services. The corporation reported 2007 sales of \$41.9 billion.
<b>Marriott</b>	Joshua Ruckheim	Marriott International, Inc., is a leading lodging company. Its heritage can be traced to a root beer stand opened in Washington, D.C., in 1927 by J. Willard and Alice S. Marriott. Today, Marriott International has about 3,000 lodging properties located in the United States and 67 other countries and territories.
<b>MetLife</b>	Frank Mead '98	For 137 years, MetLife has been insuring the lives of the people who depend on us. Our success is based on our long history of social responsibility, strong leadership, sound investments, and innovative products and services.
<b>Partner Concepts</b>	Paul Cohen, '89 Brockport Major: Recreation & Leisure	Partner Concepts LLC is a full-service travel-marketing firm. Headquartered just outside of Washington, D.C., we have representatives in Southern California, Shanghai, Hanoi and Bangkok. We are a team of seasoned marketing professionals whose experience encompasses national tourism offices, international airlines, travel industry associations, financial services, and major media organizations.

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<b>Paychex</b>	Robert Poles Francine Miller* Marty Millner*	Paychex, Inc. is a recognized leader in the payroll and human resource industry, serving approximately 561,000 businesses nationwide. With president and chief executive officer Jonathan J. Judge at the helm, the Paychex commitment to customers remains as strong today as it was when the company was founded by B. Thomas Golisano in 1971.
<b>PICS Telecom</b>	Robert Atkins	PICS Telecom has specialized in the sale of new and used telecommunications equipment for their Investment Recovery clients since 1992. We sell the excess inventory and decommissioned networks of some of the largest carriers around the world. We have warehouses full of data, transmission and central office equipment including products like Nortel SONET, Cisco routers, Tellabs DACS and Lucent Technologies switches. We are the premier resource for companies that need to save money on their purchases of telecommunications equipment or generate a better return on the sale of equipment they no longer need.
<b>RBC-Dain Rauscher</b>	Christopher Leverett '84	RBC Dain Rauscher Inc., a wholly owned subsidiary of Royal Bank of Canada (RY: TSX, NYSE), is one of the nation's largest full-service securities firms with more than 1,650 financial consultants and 5,000 employees. The company serves individual investors and businesses through offices coast to coast, and capital markets and correspondent clients in select U.S. and international markets.
<b>RBS Citizens Bank</b>	Jeff Morse, '06 Brockport Major: Business	Citizens Financial Group, Inc. is a \$161 billion commercial bank holding company. It is headquartered in Providence, R.I., and, through its subsidiaries, has more than 1,600 branches, more than 3,500 ATMs and more than 24,000 employees.
<b>RIT – MBA Program</b>	Rupa Thind	The master of business administration degree provides students with the capabilities for strategic and critical thinking needed for effective leadership in a global economy where creative management of both people and technology is vital. The curriculum begins with a solid, mainstream grounding in the functional areas of business and combines that foundation with the flexibility that allows students to specialize in one or two areas of expertise. In the classroom, students learn the latest theories and concepts, and how they can be immediately applied to solve problems in the workplace.

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<b>Rochester Police Department*</b>	Jesse Green	The police exam is being held on November 15 and the deadline date to file is October 8. You can get an application at: <a href="http://www.rochesternypolice.com">www.rochesternypolice.com</a> . You must be: US citizen, high school graduate, 20 years old by appointment date, licensed NYS driver, no felony convictions.
<b>State Farm Insurance</b>	James Brunig	State Farm insures more cars than any other insurer in North America. They are the leading U.S. home insurer. More than 17,000 agents and 68,000 employees serve over 75 million policies in the United States and Canada. They also provide their customers with a wide array of financial products and services to help them manage today and prepare for tomorrow.
<b>T.F. Buckley Communications/Mary Kay</b>	Tara Buckley, '02	Mary Kay distributor.
<b>Target</b>	Thomas Schumacher '07 Sarah Peters '07 Nick Gunther	Target operates approximately 1,500 stores in 47 states, including more than 175 SuperTarget® stores that add an upscale grocery shopping experience. In addition to the photo processing, pharmacy and Food Avenue® restaurants found in almost every Target, SuperTarget includes an in-store bakery, deli, meat and produce sections.
<b>Travel &amp; Leisure Magazine</b>	Ann Brown, '03 Brockport Majors: English & Marketing	Travel + Leisure is a travel magazine based in New York City. Published 12 times a year, it has 4.8 million readers. The magazine specializes in leisure travel and often features articles written by novelists, poets, artists, designers and non-travel journalists. It is known for its travel photography.
<b>Travelers</b>	James Britton, '92 Brockport Major: Health Science	The Travelers Companies is the second largest writer of commercial property casualty and personal insurance in the U. S. Travelers, through its subsidiaries and approximately 14,000 independent agents and brokers, provides commercial and personal property and casualty insurance products and services to businesses, government units, associations, and individuals.
<b>UB Communication School, PhD</b>	Ashley Anker, '04 Brockport Major: Business	The Department of Communication offers graduate education leading to a doctoral degree or terminal master's degree. The program emphasizes the scholarly study of the communication process, with coursework focusing on communication theory and research methodologies. The program prepares students to assume positions in academia, business and government.

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<b>Walt Disney World</b>	Campus Representatives	Since its founding in 1923, The Walt Disney Company has remained faithful in its commitment to producing unparalleled entertainment experiences based on its rich legacy of quality creative content and exceptional storytelling. Today, Disney is divided into four major business segments: Studio Entertainment, Parks and Resorts, Consumer Products, and Media Networks. Each segment consists of integrated, well-connected businesses that operate in concert to maximize exposure and growth worldwide.
<b>World of Good</b>	Jeffrey Abbamonte, '07 Brockport Major: Business	World of Good, Inc. was founded in 2004 to create sustainable, market-based solutions to global poverty alleviation. Through a series of strategic relationships with online and offline retail partners, we create opportunities for thousands of marginalized artisans around the world to gain access to a rapidly growing segment of consumers who are looking to make informed, educated, and socially-responsible decisions when they shop.
<b>Xerox</b>	Lauren Kerwawycz, '05 Brockport Major: Communications	Xerox Corporation is the world's leading document management technology and services enterprise. A \$16 billion company, Xerox provides the document industry's broadest portfolio of offerings. Digital systems include color and black-and-white printing and publishing systems, digital presses and "book factories," multifunction devices, laser and solid ink network printers, copiers and fax machines. Xerox's services expertise is unmatched and includes helping businesses develop online document archives, analyzing how employees can most efficiently share documents and knowledge in the office, operating in-house print shops or mailrooms, and building Web-based processes for personalizing direct mail, invoices, brochures and more.