

## Introduction

Excellence is defined as “the fact or state of excelling; superiority.” We strive for excellence in the College of Business at Northwestern State University.

Opportunities are endless in “the world of business”.

For the 37<sup>th</sup> Annual J. Walter Porter Forum, we are focusing on “Exploring the World of Business.” We have invited four speakers to come and relate their particular fields of expertise to our business students.

Thank you for joining us in this year’s forum. We hope to learn more about “the world of business and the endless opportunities.



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## The Thirty-Seventh Annual

# J. Walter Porter *Forum*

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Wednesday, October 22, 2003

## *Exploring the World of Business*

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*Sponsored by the College of Business and made possible by the endowment established by the family and friends of the late J. Walter Porter in recognition of his interest in improving the image of business as a career field for college students and of his concern for moral and ethical standards as expressed in his philosophy of business. The forum is an effort to translate the textbook into practice by bringing capable, successful business executives to the campus to speak on selected topics in their area of expertise.*

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*College of Business  
Northwestern State University  
Natchitoches, Louisiana*

*Schedule of Events*  
**2003 J. Walter Porter Forum**

**10:00 a.m.**

Glen Parker, C.P.M., A.P.P.  
Cleco

**10:30 a.m.**

Michael Allain, Vice President  
Sandel Medical Industries

Magale Recital Hall

**11:00 a.m.**

Ed Antie, Owner/CEO  
Central Telephone

**11:30 a.m.**

Dr. Ralph Kauffman, Ph. D., C.P. M.  
University of Houston--Downtown

Magale Recital Hall

**12 Noon**

The Natchitoches Room

Luncheon  
(Guests, Faculty, and Seniors)



**J. Walter Porter**  
(1900-1965)

A native of Kaufman County, Texas, Mr. Porter graduated from Texas A&M, class of 1922, and took a Master's Degree in Civil Engineering at Harvard in 1924. In 1931, he helped organize the Gifford-Hill Pipe Company in Grand Prairie, Texas. Mr. Porter saw the need to sell business to the college and to bridge the gap between the college campus and industry. Mr. Porter felt that many people in the academic, professional, governmental, and even in the business world, fail to understand the workings of the competitive system and the motivation force behind it. He was determined to contribute to a better understanding of that system among his own employees, associates, and where he could, on college campuses. His death came on the eve of a scheduled three-day lecture program at Southwestern College in Winfield, Kansas. The J. Walter Porter Forum is a continuation of that effort.

About this year's Forum Speakers...



**Michael Allain, Vice President of Corporate Accounts**

Mr. Allain manages Sandel Medical Industries' sales efforts. This sales effort includes two of the largest specialty dealers comprised of 44 sales representatives. He received a **Bachelor of Science in Business Administration and a Master of Business Administration** from Northwestern State University, Natchitoches, Louisiana.



**Ed Antie, Owner/CEO**

A Louisiana native, Mr. Antie graduated from Central Louisiana Academy and immediately attended Northwestern State University where he received a BS in Electronic Engineering and Technology with a minor in Aviation Science. Approximately two years after graduating Mr. Antie founded Louisiana Communications a service organization operating as a support facility to Motorola Communications and Electronics. Upon selling Louisiana Communications Ed established Central Telephone Corporation specializing in providing telecommunications circuits to rural markets and major petroleum organizations. While operating Central Telephone Mr. Antie organized Network USA a provider of specialized transmission facilities to the cellular industry and a provider of digital communications circuits to major corporations throughout the southern states. Mr. Antie and various investors recently purchased Sun America Communications, a provider of high capacity digital communications circuits via fiber optic transmission cables. With two full power television stations under construction Mr. Antie and his affiliates are aggressively involved in both telecommunications and broadcast. He is an active member of IEEE (Electrical and Electronics Engineers), resides in Lafayette, Louisiana and attends First Baptist Church of Lafayette.



**Ralph G. Kauffman, Ph.D., C.P.M.**

Dr. Kauffman is an Associate Professor of Management and Coordinator of the Purchasing and Supply Management Program at the University of Houston-Downtown. He received his Ph.D. in management science from the University of Texas at Dallas. Prior to entering academia he had over 27 years of purchasing and supply management experience with Oryx Energy Company, Sunoco, and Monsanto, including Manager, Procurement and Materials Management for Oryx.

Currently Kauffman is Chair of the Non-Manufacturing Business Survey Committee of the Institute for Supply Management (ISM) and prepares the monthly Non-Manufacturing *ISM Report On Business*®. In 2002 he was the recipient of the most distinguished award that ISM presents, the J. Shipman Gold Medal.



**Glen Parker, C.P.M., A.P.P.**

He has earned two certifications--Certified Purchasing Manager and Accredited Purchasing Practitioner -- from the Institute for Supply Management. Recently, he completed a two-year term on the ISM Regional Leadership Training

Committee. He holds membership in the local ISM affiliate, NAPM-Northwest Louisiana, based in Shreveport. Glen received his M.B.A. and B.S. in Business Administration from Louisiana State University in Shreveport. Also, he has served as an adjunct instructor for NSU at Alexandria and Ft. Polk.