

even began taking some classes at the University of Rochester.

But by that time he was working just about every other hour of the day, getting a kick out of paying income taxes, and showing a marked talent for business. He sold canned foods and then kosher pickles to grocers and restaurants. Next, he caught on to a new wholesaling trend: the placing, or "rack jobbing," of health and beauty aids in food stores. He started with goods from Lever Brothers, Pacquin, and Ben-Gay; spread into phonograph records and housewares; and eventually got beyond mom-and-pop stores into the bigger spreads serviced by Independent Grocers Alliance (IGA). But the time he was 23, in 1952, his company, which he owned with a partner, had sales of \$1 million. And in another ten years he was minus the partner and on his own, raking in good profits on sales above \$3 million. From a street in Rochester on which he rented a building, he'd also lit on a Yankee-sounding name for his company, Clinton.

In business he had all the right entrepreneurial instincts and disciplines. "Cash is king" was a motto, meaning that he unequivocally expected his invoices to be paid when due. Big or not, J.C. Penney, to which Konar wholesaled records, got axed as a customer when it proved to be a slow payer. Konar also habitually worked like a demon. He wife, Sheila, whom he married when he was 24, rolls her eyes at the memory: "He was crazy; I didn't have a husband." Once, she says, her house caught on fire and he was too busy to come home, so he sent one of his managers to help instead.

Konar might have stayed at rack jobbing forever had not his biggest customer, IGA, decided in 1962 to go "direct," which meant it would cut out his middleman and his profits and instead itself supply the goods he'd been selling. The move caught Konar at a terrible time—he'd just bulked up in warehouse space—he was too independent and too riled to accept IGA's offer to buy him out. Said Konar to IGA's president: "I've been through the war, and I'm not going to take any crap from anybody."

He and IGA began gradually to phase out their dealings, and within months Konar simply went into an entirely new business: owning and operating discount drugstores (which, of course, could be fed from some of his spare warehouse space). His first two stores were in Muskegon and Traverse City, Mich., and from there, he added on another 80 stores stretching east to Rhode Island. His business formula was simple: very low prices, overseen by store managers who got a cut of the profits. It all worked well enough to get him to \$12 million in sales in 1968 and \$1 million in profits, earned from 64 drugstores and a small but still profitable rack-jobbing business.

And at that point, Konar took Clinton Merchandising public, in a sale that reduced his ownership of the company from 100% to 67% and also brought about \$2 million into the company. On paper, the deal made Konar worth about \$9 million, not bad considering where he'd come from. But he was no happier with public ownership than was Nathan Shapell, and he soon started listening to acquisition propositions. The eventual buyer was Melville Corp., which in 1972 acquired Clinton (by then up to 84 stores) for about \$21.5 million. On paper this deal raised Konar's net worth to more than \$14 million.

Melville combined Clinton's retail operations with its own chain of discount drugstores, CVS, and used many of Konar's merchandising ideas to build the highly successful chain that exists today. Konar himself stayed around, working part-time, for nine years. And then, at age 52, he "retired."

His hair has a retirement look, having long ago turned white. But a life of complete lei-

sure has no charms from him; he has spent the past couple of decades building a real estate business in Rochester, William B. Konar Enterprises. The business owns apartments, townhouses, and warehouses, and is constructing an industrial park on the edge of Rochester.

Konar's own house, on the Erie Canal in suburban Rochester, is very nice but not lavish. Nearby, though, is the large and elegant new home of Konar's daughter, Rachel, her husband (who works for Konar), and their two children. Konar played tour guide through the house recently, clearly enjoying the moment. As he finished up and headed for his car, he looked back at the home with a grin, shook his head in wonder at it all, and said, "What a country!"

RETIREMENT OF STEVE McNEAL

HON. BOB SCHAFFER

OF COLORADO

IN THE HOUSE OF REPRESENTATIVES

Thursday, April 23, 1998

Mr. BOB SCHAFFER of Colorado. Mr. Speaker, I rise today to commemorate a constituent of mine, Mr. Steve McNeal of Fort Collins, Colorado upon his retirement after 36 years teaching music in the Poudre School District. Hired in 1962, his last year marks the longest term of service to the district of all teachers presently employed. During his long career, he has gained the respect and admiration of generations of students, parents, teachers, and administrators.

For his commitment to excellence, Steve was recently awarded the National School Orchestra Association Director of the Year. Even though the Fort Collins High School auditorium bears his name, Steve's legacy cannot be contained in a place or told in a word. As notable historian Henry Brooks Adam once said, "A teacher affects eternity; he can never tell where his influence stops." Steve McNeal is one such teacher, a person who touched lives through teaching music.

To teach a young person to love music is to give that person a lasting virtue. To teach a person to play music is to give that child the ability to make something beautiful and the confidence to carry through life even when the instrument is put away.

Although I can convey gratitude to match that which sounded forth last Sunday during a musical commemoration for Steve McNeal, I would like to impart to Congress a note of my appreciation for this special Colorado teacher. His devotion to music and his students has brought nearly four decades of song.

HONORING DEAN E. MCHENRY

HON. SAM FARR

OF CALIFORNIA

IN THE HOUSE OF REPRESENTATIVES

Thursday, April 23, 1998

Mr. FARR of California. Mr. Speaker, today I rise to honor Dean E. McHenry, a visionary who achieved his dreams for public higher education in California and, in so doing, empowered a legion of students to achieve their dreams.

Dean McHenry's leadership in California institutions of high education can be traced from his position as student body president at Uni-

versity of California at Los Angeles. He attended the best schools, both public and private, that our fine state can offer, earning a master's degree from Stanford University and doctorate from University of California at Berkeley. A noted scholar in his field of political science, he authorized many books, was a Carnegie Fellow in New Zealand and Australia, and a Fulbright lecturer at the University of Western Australia.

Dean McHenry held a number of administrative posts at the University of California at Los Angeles. But his life took a significant turn when his former roommate, Clark Kerr, who had just been appointed to the presidency of the University of California system, tapped into his abilities to conceptualize an innovative system of higher education, asking him to serve as the University representative on the team developing California's Master Plan for Higher Education. It was then that Dean McHenry designed a college system accessible to all high school graduates, with standards for the University, the state college system, and community colleges that allowed students to advance from one institution to another.

In 1961, Dean McHenry was appointed founding chancellor of the University of California, Santa Cruz which would become the tangible expression of the philosophies he shared with President Clark Kerr. Together they envisioned a university at which major academic research was done in an intimate small-college environment, a constellation of colleges, each with a specialized academic focus, and attendant dining halls, classrooms and meeting facilities. During the four planning years, eminent scholars were recruited to the faculty. The University of California, Santa Cruz opened to students in 1965. Upon opening not all of the construction had been completed, so the students were housed in mobile home trailers. They were pioneers with a visionary leader.

In the McHenry years, the University of California, Santa Cruz flourished. After his retirement in 1974, Dean McHenry monitored additions such as the arboretum and Long Marine Laboratory, supporting the University as a member of the UC Santa Cruz Foundation.

In his retirement, the nurturing aspect of his nature turned to family, friends and vinticulture, and those too were very good years. He is survived by his loving wife and helpmate, Jane, and four children, Sally MacKenzie, Dean McHenry Jr., Nancy Fletcher, and Henry McHenry, as well as nine grandchildren and seven great grandchildren.

Mr. Speaker, the far-sighted concepts of Dean McHenry have set the course for public education in California, with the University system as its crown jewel. His spirit imbues the campuses of the University of California with fairness and lofty standards. The University's students carry with them, throughout life, a bit of Dean McHenry's enthusiasm and passion for learning.

WORKERS MEMORIAL DAY: LEADERSHIP AWARD

HON. BOB FILNER

OF CALIFORNIA

IN THE HOUSE OF REPRESENTATIVES

Thursday, April 23, 1998

Mr. FILNER. Mr. Speaker, I rise today to recognize Phil Saal, Secretary-Treasurer of