

Class Notes from Alexander N. Rossolimo (Class of 1958)

This is an overview of my main activities since leaving the Lycée after la classe de première. Skipping the details of my wonderful years of graduate school in Cambridge, Massachusetts, I received in 1973 two degrees simultaneously: a Ph.D. in applied physics, with minors in applied math and engineering from Harvard University; and a Master's degree (M.B.A.) from M.I.T.'s Sloan School of Management, with majors in finance and marketing.

The title of my Ph.D. thesis (352 pages long) was: "Atomic Transport and Phase Changes in the Lead-Gold System". My M.B.A. thesis was considerably shorter (65 pages), but carried a much longer title: "The Relationship between the Price Differentials between National and Private Brands of Supermarket Products and the Advertising-to-Sales Ratios of the National Brands".

With these two advanced degrees, I had a choice between careers in Science and Business. I opted for the latter. During the following four decades, I worked for a number of interesting companies that took me around the globe. The key ones were:

- Péchiney SA, a leading aluminum producer. My first job in Paris.
- Boston Consulting Group (BCG), the world's leading firm in business strategy, where I worked on projects in the U.S., Mexico and Japan.
- United Brands Co., in Boston, New York and Chicago, a major food processing company where I served as Director of Planning and Financial Analysis.
- Digital Equipment Corporation (DEC), which was then the world's second largest computer company after IBM. I worked in the Office of the President, who was the legendary computer pioneer Ken Olsen. A most exciting project was one where I proposed that DEC build a state-of-the-art high tech management and control system for Russia's atomic weapons and nuclear materials. These were in danger of "falling into the wrong hands" following the disintegration of the Soviet Union. Ken Olsen's response was: "Write me a proposal!" I traveled to Moscow, where I met with General Sergey Zelentsov who was in charge of Russia's nuclear arsenal; and Frank C. Carlucci, former U.S. Secretary of Defense.
- Intellect Exchange Inc, a dot-com startup where I served as CEO after co-founding it with two M.I.T. Ph.D.'s.

After retiring from business 15 years ago, I turned my efforts to the world of non-profits.

- I was elected president, and then chairman, of the Association for Corporate Growth -- Boston Chapter, the largest ACG chapter in the world focusing on mergers and acquisitions..
- More recently, I was elected President of the Harvard Club of Cape Cod, one year after joining the Club. I owe this rapid ascendancy to my success in recruiting several distinguished and famous keynote speakers for our monthly luncheons. One of the most notable ones was Gov. Michael S. Dukakis. I met him and his wife Kitty at a meeting of the United Nations Association of Greater Boston. Conversing with Mrs. Dukakis, I told her about the Harvard Club of Cape Cod and wondered whether her husband might consider an invitation to address our Club. "Why don't you ask him!" she

quipped; which I did. Following a quick conversation, where I tried the few of words of Greek that I know, Governor Dukakis accepted!



The photograph shows Michael and Kitty Dukakis with me at a dinner meeting of the Harvard Club of Cape Cod, held in Hyannis. Governor Dukakis delivered a riveting speech on the topic, “My growing concerns about national security policy and where it is taking us”. The audience of 300 enthusiastic members and guests set an attendance record for the Club!

- The Harvard Alumni Association has appointed me HAA Director for all the Harvard Clubs located in Southern New England.
- I am also Chairman of a think tank focused on sustainable economic growth, the environment, national security, and overall social progress. Our Advisory Board has included such distinguished individuals as the late Secretary of State Alexander M. Haig Jr., Deputy Secretary of State John C. Whitehead, and H-P co-founder David Packard.

I am married, with three adult children. It’s been an interesting and exciting life!