

SCHEDULE FOR SENATOR & ELIZABETH
November 10, 1988
Speech to the Westport Group
Waterbury, Connecticut

3:45 pm Depart Butler Terminal - National Airport

Lear 35A
Tail # 35AK
Pilot: Timothy Dettinger
Copilot: Gary Hodouser
Manifest: Senator Dole
Elizabeth Dole
Cong. John Rowland
David Matthews
Bob Matthews
Steve Fournier

4:50 pm Arr. Waterbury, Conn. airport
Will be met by limo for drive to Mattatuck Museum

(Note: Senator, Elizabeth & Cong. Rowland will be in
separate limo)

5:20 pm Arrive Mattatuck Museum - Waterbury, Conn.
(possible photos w/Matthews & Fournier)

Phone: 203/753-0381

5:30 pm Reception - Mattatuck Museum (meet & greet guests)

6:00 pm View video on Westport Company

6:15 pm Speeches by Senator and Elizabeth (15 min. each)
followed by Q & A

Audience will consist of business execs. from
throughout the community (list of acceptances
attached)

7:30 pm Depart Mattatuck Museum via limo enroute to airport

7:50 pm Depart Westbury, Conn. via Lear 35 (same as outbound
trip)

8:45 pm Arr. Butler Terminal - National Airport

(Wilbert will meet you on arrival)

NOTE: Dress is business attire for both Senator & Elizabeth

CONTACT: David Matthews 203/575-9335

SCHEDULE FOR SENATOR & ELIZABETH
November 10, 1988
Speech to the Westport Group
Waterbury, Connecticut

3:45 pm Depart Butler Terminal - National Airport

Lear 35A
Tail # 35AK
Pilot: Timothy Dettinger
Copilot: Gary Hodouser
Manifest: Senator Dole
Elizabeth Dole
Cong. John Rowland
David Matthews
Bob Matthews
Steve Fournier

4:50 pm Arr. Waterbury, Conn. airport
Will be met by limo for drive to Mattatuck Museum

(Note: Senator, Elizabeth & Cong. Rowland will be in
separate limo)

5:20 pm Arrive Mattatuck Museum - Waterbury, Conn.
(possible photos w/Matthews & Fournier)

Phone: 203/753-0381

5:30 pm Reception - Mattatuck Museum (meet & greet guests)

6:00 pm View video on Westport Company

6:15 pm Speeches by Senator and Elizabeth (15 min. each)
followed by Q & A

Audience will consist of business execs. from
throughout the community (list of acceptances
attached)

7:30 pm Depart Mattatuck Museum via limo enroute to airport

7:50 pm Depart Westbury, Conn. via Lear 35 (same as outbound
trip)

8:45 pm Arr. Butler Terminal - National Airport

(Wilbert will meet you on arrival)

NOTE: Dress is business attire for both Senator & Elizabeth

CONTACT: David Matthews 203/575-9335

Nov. 10

Washington Speakers Bureau, Inc.

310 S. Henry Street Old Town Alexandria Virginia 22314 (703) 684-0555 FAX (703) 684-9378
888 Seventh Avenue New York, New York 10106 (212) 541-7980 FAX (212) 586-1602

★★★

★ Exclusively
★ Representing ★

★ Peter Jennings
★ George Will
★ Hugh Sidey
★ Art Buchwald
★ Lou Holtz
★ Jim Valvano
★ Paul Laxalt
★ Pete du Pont
★ Robert Bork
★ Chris Wallace
★ Roger Mudd
★ John Palmer
★ Willard Scott
★ Charles Gibson
★ Sally Ride
★ Tom Sullivan
★ John McLaughlin
★ McLaughlin Group
★ Mark Shields
★ Ann Compton
★ Robert Novak
★ James J. Kilpatrick
★ Carl Rowan
★ Nancy Austin
★ Bob Waterman
★ Stew Leonard, Jr.
★ Frank Meeks
★ Ron Zemke
★ Charlie Plumb
★ Arthur Miller
★ Marvin Cetron
★ Ray Brady
★ Robert Krulwich
★ William Freund
★ Mike Jensen
★ Terry Bradshaw
★ Joe Theismann
★ Dick Vitale
★ Patricia Neal

Joyce
Contact
October 12, 1988
203/575-9335
David Matthews
Westport Group
121 Turnpike Drive
Drawer 808
Waterbury, CT 06762

Dear David:

As per our conversation, Elizabeth and Senator Dole would be able to accept your invitation for the cocktail party and speech on Thursday, November 10, 1988.

The following conditions and schedule would need to be met.

1. 3:45 P.M. departure from National Airport, Washington, D.C.

2. Elizabeth and Senator Dole will require a lear jet or larger, fully equipped including radar and de-icer, and two fully FAA certified pilots.

Flight time would be one hour and ten minutes with a twenty minute ride to Waterbury. It would be appropriate for the three of you to meet and talk with them in the limousine. With this number of people we will need a stretch limousine. This should get Elizabeth and the Senator to the cocktail party at 5:10 P.M. in time for photographs.

Both Elizabeth and Senator Dole would stay through the reception and address your invited guests at 6:30 P.M. Both would need to return to Washington, D.C. immediately following the address.

SEP 27 '88 16:34

WESTPORT GROUP OF COS. 203-753-0698

**WESTPORT
GROUP**

The Westport Group of Companies
Westport Capital Group Inc.
Matthews/Westport Inc.
Westport Securities Group Inc.
Member NASD, SIPC

Nov. 10
Thurs.
121 Turnpike Drive
Drawer 808
Middlebury, CT 06762
Facsimile 203-753-0698
203-575-9335

September 27, 1988

Senator Robert Dole
Washington, D.C.

Attention: Ms. Betty Meyer

Facsimile: 202-224-8952

Dear Ms. Meyer,

Millbrook Museum

I enjoyed speaking with you this morning. As I mentioned at that time, my partners and I would like to schedule Senator and Mrs. Dole as guest speakers at a cocktail party to be held on the evening of November 10, 1988 at the Sheraton Hotel in Waterbury, Connecticut. A \$10,000 honorarium would be available for Mrs. Dole and a \$10,000 honorarium would be available for Senator Dole.

Bob Matthews, Steve Fournier and myself are forming a new company, The Excalibur Financial Group. This party is our official notification to the community at large.

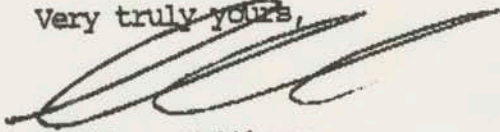
Individually we each have been very successful, primarily in real estate development. We have seen our combined net worths change from less than \$100,000 seven years ago to more than \$25,000,000 today. Now we are joining forces in a new venture as partners.

I've enclosed biographies on each of us and other information you may find helpful and relevant.

Ms. Meyer, for us "The American Dream" has come true. We want to celebrate this and would be profoundly moved if Senator and Mrs. Dole could join us.

I hope to speak with you soon.

Very truly yours,


David C. Matthews

Jane Stansfield

9/28 Copy to Molly for Elizabeth

in Conn.

WESTPORT GROUP

The Westport Group of Companies
Westport Capital Group Inc.
Matthews / Westport Inc.
Westport Securities Group Inc.
Member NASD, SIPC

121 Turnpike Drive
Drawer 808
Middlebury, CT 06762
Facsimile 203-753-0698
203-575-9335

David C. Matthews, 37, is the President of the Westport Group of Companies. His primary focus is real estate development in Connecticut.

He is a past director of the Rotary Club, Waterbury YMCA, American Red Cross, Jaycees and Big Brothers.

He is married to Patricia Moffitt Matthews. They have two children - Kelly, 15, a student at The Hotchkiss School and Joshua, 16, a student at The Gunnery.

His avocations include mountain, ice and rock climbing, flying, and skiing.

SEP 23 '88 16:36 WESTPORT-GROUP OF COS.2037530698

P.4

Connecticut Factors, Inc.
65 Bank Street
Waterbury, Connecticut 06701

(203) 575-0780

Real Estate Development

PROFILE OF ROBERT V. MATTHEWS

Robert V. Matthews, 30, is the president of Connecticut Factors, Inc., a Waterbury real estate development firm. The company currently owns 12 commercial buildings in the downtown Waterbury area. Matthews also owns other commercial buildings outside Waterbury, and is involved in several land and development projects in and around the area.

Mr. Matthews is on several boards: The Easter Seals Rehabilitation Center, The American Indian Archeological Institute, Centerbank's Advisory Board, the St. Vincent de Paul Society of Waterbury, Inc., Common Green and the Chamber of Commerce.

Matthews was educated at the University of Massachusetts at Amherst.

Outside activities include polo, fox hunting, flying his airplane & helicopter, golfing, tennis, running, skiing, sailing and scuba diving. He is a Middlebury resident.

RESUME OF

STEVEN A. FOURNIER, C.P.A

Employment:

Partner with the firm of
Deloitte Haskins & Sells
Waterbury, Connecticut

(Resignation
effective
November 1, 1988)

Member of the following
Professional Organizations:

American Institute of Certified Public
Accountants since 1977

Connecticut Society of Certified
Public Accountants since 1977

International Group of Accounting Firms
Tax Committee - Past Member

Continuing Education Committee - Past Chairman

Greater Waterbury Area Certified Public
Accountants - Past President

Extensive Experience In:

Real Estate Developers

Real Estate Limited Partnerships

Civic Organizations:

Watertown Rotary Club - Past President

Board of Directors of the American Cancer
Society-

Chamber of Commerce

Board of Directors - Visiting Nurse's
Association, Inc.

Flanders Nature Center Inc. - Treasurer

College:

Bentley College, Waltham, Massachusetts
B.S. in Accounting,

Family:

Married and resides in Watertown, Connecticut
with his wife and two children

Clubs:

The Highfield Club, Inc., Middlebury,
Connecticut since 1983

Waterbury Club since 1978

Country Club of Waterbury since 1985

Mr. Fournier graduated from Bentley College Magna Cum Laude in 1975 and began his professional career as a staff accountant in a small local firm in Middlebury, Connecticut. Within two years Mr. Fournier passed the CPA exams and in August 1977 received a CPA certificate at the age of 23. In October of 1977 Mr. Fournier left the local firm to establish his own accounting firm in Watertown Connecticut. In November 1980 Mr. Fournier merged his firm with the practice of Zucker, Pacowta and Company, in Waterbury, Connecticut. The merged firm had a total staff of eight people. Pacowta, Fournier & Maunsell was established through a later acquisition. During the period from 1980 through 1988 the firm grew to approximately 40 people and relocated its offices to the prestigious One Exchange Place. In April of 1988 Pacowta, Fournier & Maunsell merged with the international accounting firm of Deloitte, Haskins & Sells. Mr. Fournier and Mr. Pacowta were admitted to the firm as partners. Prior to it's merger Pacowta, Fournier & Maunsell was one of the largest accounting firms in CT. Mr. Fournier is also Chairman of the Board of the Heritage Bank, a state chartered bank which is in the process of raising 6.5 million dollars in capitalization. Mr. Fournier is also a general partner in Monterey Marina Associates, a general partnership consisting of himself and two other partners, having assets of approximately nine million dollars of marina property in Stewart, Florida. Mr. Fournier is also a share holder in Filwood Capital Associates Inc., a corporation consisting of himself and three other partners, which developed and constructed 46 condominium units in Winsted, Connecticut.

Magazine

THE SUNDAY REPUBLICAN

Sunday, April 3, 1988

NEW FEATURES INSIDE



RIDING HIGH

with Waterbury's Bob Matthews



NY, CT 06811 • (203) 748-1662

ercorp

MARK

Continued from page 49
spring."

Fulco praised Matthews' dedication to restoring historic buildings. "He's taken the time to give it due care and diligence," Fulco said, noting that Matthews steam-cleans instead of sandblasts the outside of buildings so as not to loosen the mortar.

"It appears he gets into very quality-oriented projects," added Howard Plomann, director of the Waterbury Renewal and Economic Development Agency. "He doesn't nickel and dime things." He agreed that Matthews is "young and very energetic, kind of a dynamic

personality. He's rapidly gaining his stature in Waterbury."

As for his age, Plomann said, "It's probably unusual to see someone his age accomplishing the things that he has." But his youth certainly hasn't hurt him, Plomann said: "Talent and experience certainly can make up for age."

Fulco added that Matthews has a reputation for being honest and for consummating deals on a handshake alone. "If he shakes your hand and says he'll do something, I'm told he will perform," Fulco said.

"I think the most important thing in the world is to do what you say you're going to do," said Matthews. "You're only going to get out of life what you put into it."

Matthews, who lives in Middlebury, has focused on Waterbury because "it's been a really good town to me." He owns property elsewhere, but "mostly Waterbury's just been my thrust."

Waterbury has undergone a dramatic revival in recent years, and Matthews attributes the revival to the city's location — near Route 8 and Interstate 84, between Danbury and Hartford — and to real estate investors and other buyers exiled to the area by high prices elsewhere.

"I've never seen more investors in my life, coming into the area in the past six months," he said. "The demand for apartments is absolutely incredible."

The market for office space has been soft lately, he said, but he is confident it will rebound.

For the future, Matthews plans to keep doing what he's been doing, and possibly expand his business to other areas of the state; he already owns property in Danbury and Torrington. "I have to find out where the next Waterbury's going to be," he said.

CROSS & BROWN COMPANY



We Cover Commercial Property From the Ground Up.

When it comes to marketing commercial space, Cross & Brown covers it all. Whether you're buying, selling or leasing, there's a Cross & Brown professional to handle all your needs.

See how Cross & Brown can cover your needs from the ground up.

**CROSS
&
BROWN**
Company

All The Right Dimensions.

Westport (203) 226-8989

Stamford (203) 348-5800

©1986 Cross & Brown Company

**LOOKING FOR OFFICE, HIGH TECH, R&D OR MANUFACTURING SPACE,
RESEARCH PARK EAST IS THE ONE PLACE FOR YOU.**

*Now
Leasing*

You get the location, price, quality and flexibility you're looking for at Research Park East in East Windsor. Like ceilings which range from 21' in high tech areas to 8'6" in office areas. Tenant controlled heating and air conditioning. Plenty of parking. And more. Plus all tenant areas are separated by fire-rated masonry walls and feature both wet sprinkler and alarm fire protection systems.

Research Park East is centrally located between Hartford and Springfield -- just two minutes from I-91 and ten minutes from Bradley International Airport. The first of eight buildings on this 92-acre site is now available for lease.

Whether you're looking for 275,000 square feet or a little less, Research Park East is the one affordable place for you.

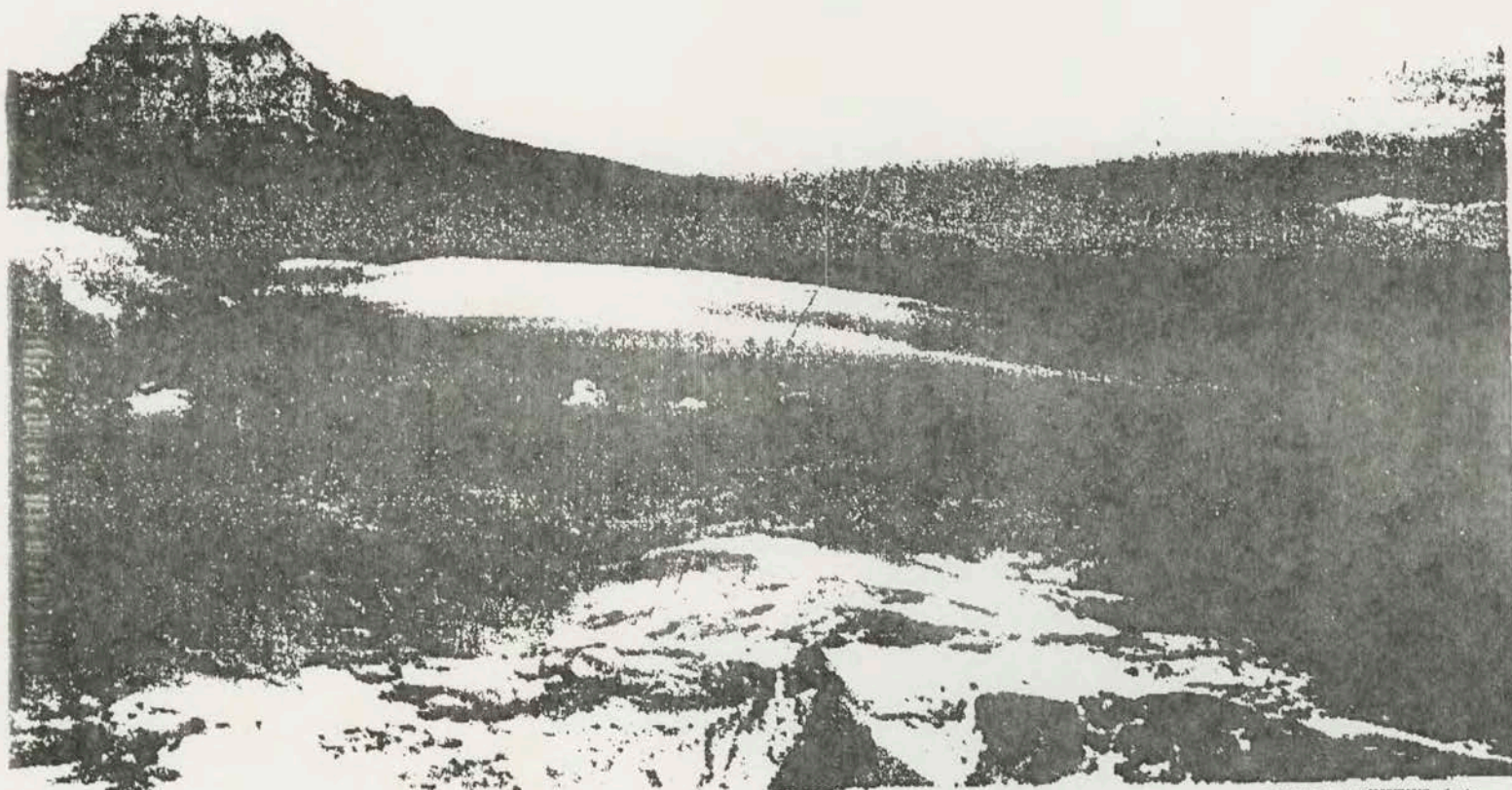
A.J. LANE & CO.

Credit union system targets realty market

NEW LONDON — Credit unions are settling into the battle between America's financial institutions over real estate lending services to its credit union members.

Offering real estate services to their members is bringing credit unions a step closer to matching full-service financial institutions and other financial giants like Coldwell

The American - Thursday, June 9, 1988 No. 113 P. 1 + 11



DAVID MATTHEWS photo

Majestic Kilimanjaro

Developer David Matthews of Waterbury took this photo of Mount Kilimanjaro in Tanzania last March and continued on to climb peak.

Climber's Goal: Tops Of The World

By CLARK JOHNSTON
Staff Writer

WATERBURY — Taking elevators to the top of the Empire State Building doesn't require the same exertion as climbing Mount Kilimanjaro to the resting place of the frozen leopard, but Dave Matthews prefers doing it the hard way.

The mild-mannered Waterbury businessman who is comfortable tooling about in a stretch limousine, donned hiking boots and heavy jacket, endured bad water, worse food, bitter cold and stomach illnesses climbing 18,630 feet to the crest of the mountain just to say he had done it!

Despite weariness and illness on each stage of the climb, Matthews put a daily diary, capping it off as he inched towards the top last March 30.

"Six hundred feet from the top, one could see," he wrote. "It was citing, Daniel (another climber) and I were faster than the guides. We were there about 6 to 8:10 and spent about a half hour there. The guides

would not take us to the Uhuru peak because of unstable snow...I was thrilled, absolutely overwhelmed by making it, and the vistas."

Matthews had reached Gilman's Point, 18,630 feet up on the rim of the crater. From there he could see vast plains below but the guides blocked him from Uhuru Point, which is 19,320 feet high.

Though he had to walk up, he decided to slide part-way down — using his backside as a sled:

"After coming down about 500 feet, I decided to glissade as far as I could. I curled one leg under me, sat on my butt, and used my poles like the end of an ice ax.

"I dropped over 1,000 feet in less than two minutes. It was the most fun I've had on the trip. You should have seen the expression on my guide, 1,000 feet above me, arms in the air.

"The bottom half gave no opportunity for a repeat. I made it down to Kibo hut (a way station) in one hour, 15 minutes. The average is two hours, 30 minutes.

(See Page 11, CLIMBER)



The V-for-victory sign by Waterbury businessman David Matthews means he has achieved one of the higher goals in his life, climbing Mount Kilimanjaro in Africa, one of the world's highest peaks. Here he sits at 18,630 feet.

Climber Aims For The Top

(From Page One)

"I was really hot on the way down and unbuttoned all of the jacket layers. At the hut...changed into dry clothes, packed my duffle, and left for Harombo (another way station, about eight miles.) I made it here at 10:45. Two hours, 15 minutes, exhausted and, thankfully, 6,000 feet lower."

Like a kid with a prize Christmas toy, Matthews can't wait until his next mountain.

Matthews knows what he wants and is determined to get it.

Later this year he's off to Russia, and in a couple of years, if the plan still holds, he will have dropped in on South America, Australia, Antarctica, the western United States and Asia.

He is a collector of mountains — the best and biggest on each continent. Matthews' goal is to climb the highest mountains on each of continent and he seems to have organized his life sufficiently far in advance to achieve the goal.

Now 37-years old, Matthews plans to have collected six or seven summits by the time he is 40.

Certainly nothing in his first career has discouraged him.

"I'm an optimist, but I'm not

Matthews, who heads the Westport Group, companies developing real estate, has been a major success and his home life follows the usual pattern, a wife, Patty, whom he several times mentions in the diary, daughter Sophia and sons Kelly and Joshua.

They aren't anti-outdoors and they have made a number of trips together, none, however, as spectacular as Matthews' journey through the clouds and wind swept face of Kill, as he called Kilimanjaro in his diary.

Ten years ago Matthews dabbled in politics and was the unsuccessful Republican candidate for state representative in Waterbury's 73rd District.

Matthews was gone nine days and it took him a day longer to get from the bottom of Kilimanjaro to the top than it took to go from Waterbury to Tanzania by Concorde.

He isn't interested in big-game hunting on his outings, explaining "the only thing I shoot with is a camera. I have no heart to kill."

As his business success has escalated, Matthews has been taking more time away from it and "in the last couple of years I've taken

On March 26, Matthews began his climb to a hut 9,000 feet up near a volcanic cone. He was warned about 4:38 a.m. by "the bells of the porters being calls to their duties...Well, I'm ready. I think..."

"Very cloudy. Had breakfast at 7. I should not have eaten the eggs...It's 2 p.m., I couldn't eat my 'box lunch,' — ask me what it was..."

By the next day he admits "I'm losing track of days...I used to keep track of bowel movements, one a day and know when it was. Using that as a guide, it must be late May!"

"Lots of hills; I had to slow down a few times to keep my heart under 160. Occasionally I could see down in the plains to the cultivated land...At 10,500 feet it was in and out of clouds. At 11,000 feet I put on my storm coat. Still no sign of the peak. Wouldn't it be awful if I got there and it wasn't there!"

His last actions on the day he returned from the peak:

"I practically collapsed on a picnic table and finally took my shoes off. For practical purposes, I've been up for over 20 hours, traveled 24 miles, climbed and so..."

Leominster High alumnus donates scholarship funds

By Richard Medeiros
Staff writer

LEOMINSTER — Many teachers dream about one of their students coming back as a great success years after graduation.

That is exactly what happened when one of Carl Baker's former social studies students returned to Leominster High School as a multi-millionaire with a \$10,000 donation for the school. David C. Matthews, a 1968 LHS graduate, is now president and owner of the Westport Group real estate development company in Middlebury, Conn.

"It's something that makes it all worthwhile when a former student comes back and says you were a key factor in his life. It kind of picks you up a whole bunch," said Baker, who still teaches social studies at LHS.

"He was one of those people you could always talk to," Matthews said of his former teacher.

Matthews requested that Baker help with the final decision on how to spend \$5,000 of the donation. After consulting with teachers and department heads, high school Principal George Antonioni said a wish list was formed. The list in-



DAVID C. MATTHEWS

cludes a laser printer, portable wall petitions for the science area, mural paintings for the main entrance and a large screen television for video presentations in the auditorium.

Baker, Antonioni and guidance counselor Patricia Pothier will choose one of the items from the wish list in the near future.

Matthews made the rest of his donation in the form of two \$2,500 scholarships. Matthews chose graduating LHS seniors Robin Cormier and Samuel Massoni as the

recipients.

"It's definitely going to help out," said Cormier. Her three other scholarships total \$1,675, she said.

Cormier has been accepted to the University of Massachusetts in Amherst as a psychology major, she said. She plans to attend eight to 12 years of college in order to obtain a master's or doctorate in psychology.

Cormier's father is dead and her mother disabled, but Cormier still found time to teach catechism classes to deaf students and perform in LHS musicals, Matthews said.

Massoni has been accepted as a biology major at Northeastern University and hopes to become a doctor, according to his mother Donna Fricault.

Matthews was also impressed that both students worked during the school year to help support their families. They also enrolled in accelerated courses, which could have dragged down their grade averages, he said.

Matthews wanted the money to go to students who were hardworking but overlooked for financial aid because they were not at the top of their class academically.

"I was not looking for a jock and I was not looking for an egghead. I

was not either one of those things," Matthews said.

"Mr. Matthews himself was not one of the top students but he was hardworking," Antonioni said. "He wanted to give someone the break that he didn't get."

Matthews said he worked full-time while taking business courses at the University of Massachusetts and had to drop out before graduating.

"I got where I am because of persistence and not brains," Matthews said.

Matthews said he formerly lived on Third Street on a lower middle-class income with his parents Barbara and David.

Matthews said he decided to make the donation this year because he could afford to and because it was the 20th anniversary of his graduation.

Returning to his alma mater 20 years later conjured memories of hippies, drugs and the Vietnam War for Matthews. He said he was amazed at how much the school has changed since those trying times.

"It was so good to go back to the school and see the caliber of the students coming out of there," Matthews said. "Whatever the parents or School Committee is doing, they're doing right."

7/88 Leominster Fitchburg
Sentinel

Young developer makes his mark on an old mill city

By Michael Rapoport
WATERBURY — At age 22, most young professionals are either still in school or just taking their first steps into the working world. When Robert Matthews was 22, he was a real estate developer. His youth made it hard for people to take him seriously, but that's not the case now.

Having just turned 29, Matthews is one of Waterbury's most prominent developers. He's gone from \$2,000 in savings to a personal net worth of more than \$10 million.

And for a young man, Matthews has a proper respect for age — he specializes in renovating and restoring historic buildings in downtown Waterbury.

"That's one of my favorite things, doing the old historic buildings," he said. He makes his money in apartment buildings, he said, but "I like to go down and clean up the old faces of the building. It's the 'before and after' of it — cleaning it up and making it look like a lady." Of course, he conceded, the possibility that higher rents could be charged after renovation doesn't hurt.

In 1983, Matthews bought Bohl's Block on Bank Street, an example of Romanesque Revival architecture and the state's tallest building when constructed in 1888. It's now on the National Register of Historic Places. Matthews spent \$972,000 renovating it into office space, putting in a computerized talking elevator and a marble entrance way. His company, Connecticut Factors Inc., now has its offices in a penthouse suite there.

Matthews also spent \$900,000 to restore the Farrington Building, a Romanesque-detailed 19th century brick structure on the Waterbury Green which he bought for \$385,000 in 1985. He restored the original stained glass windows on the front, as well as the original foyer.

His current projects include the Rectory and Frederick buildings on Waterbury's East Main Street, two more historic buildings, which Matthews is redoing top to bottom. In the Rectory, for example, Matthews plans to put in new storefronts and a new elevator.

Matthews began his career as a developer in 1980, while still in college at the University of Massachusetts at Amherst. He purchased a four-family house in Belchertown, Mass.

"I was looking for a passive investment to put myself through school," he recalled. I was just trying to make a buck. Little did I know there was no such thing as a passive investment."

He wasn't looking for a career in real estate, but he ended up there. Then, for

visions, tract housing, and commercial and residential property management.

Today, Connecticut Factors owns and operates 10 downtown buildings; according to Matthews, that's more than any other developer.

Matthews attributes his success to luck and hard work. "You have to be in the right spot at the right time," he said. But, he added, "if you put in your 12-hour days, I think you can do whatever you want to do."

Even his youth has served him well, he said. "Older people will give you good advice,"

he said.

He describes himself as a Type A person, a workaholic, although he's trying to slow down. "I'm a very competitive person," he said. "Whatever I do, I want to be good at it."

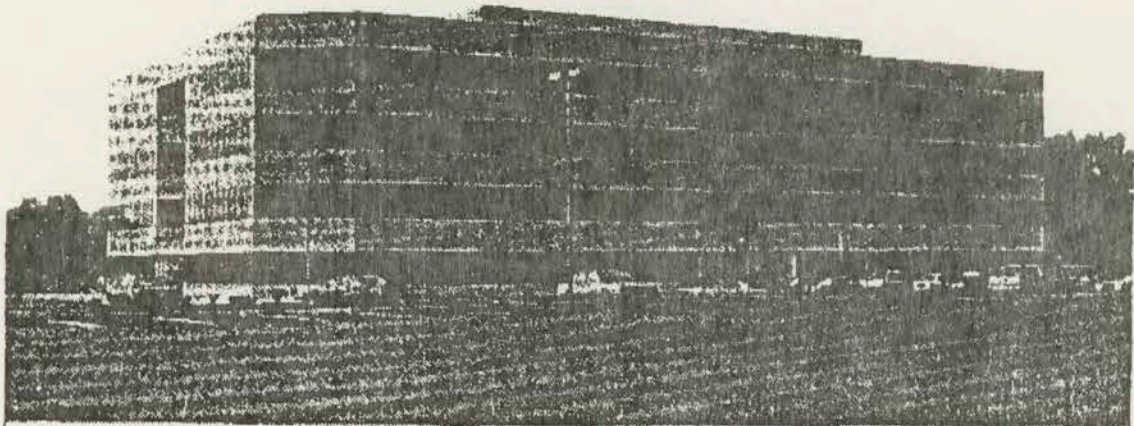
Frank Fulco, the president of the Greater Waterbury Chamber of Commerce, said Matthews is "a human dynamo. I think he's the young, aggressive whirlwind, and he's made his mark on this community." He said Matthews had a "very high energy level — he's like a wound

Please turn to page 50



Developer Robert Matthews: Passive investments don't exist.

LAN Executive Centre



Seldom has opportunity knocked louder or more clearly!

Those who are most successful in business are typically those who combine the ability to recognize an opportunity with the courage to act on it!

For them, there is the LAN Executive Centre on the Enfield, East Windsor line, the first structure to be completed in the dramatic 225-acre Metro Park North. Among the more obvious benefits of locating in the LAN Executive Centre are:

Outstanding Location

One-half mile from Interstate 91, midway between North/South Exits 45 and 46, and convenient to Routes 5 and 140. In the midst of the rapidly-expanding Northern Quadrant Commercial Industrial Sector, there are ample reserves of personnel available in the immediate area.

Exciting Design

The four cantilevered levels at LAN Executive Centre are now complete and ready for tenant occupancy. The striking exterior is of imported, polished granite and energy-efficient, wrap-around solarized glass. The attractive, contemporary design is enhanced by the dramatic, panoramic views offered from all sides.

Prestige Amenities

Ample on-site parking, gracious entrance foyer, twin elevators, and highest-quality carpeting, doors, and fixtures throughout will assure tenants of an address in which they can take pride. Responsive on-site management will be provided by the building's owner, who will occupy some 13,000 square feet on the upper level.

Room to Grow

LAN Executive Centre includes 113,000

square feet, with 26,500 to 30,600 square feet on a single level. The master plan for Metro Park North includes a variety of industrial and office buildings which will be built and/or finished to tenant specifications. No matter what your present or future space requirements may be, they can be attractively, economically and efficiently accommodated within Metro Park North.

Affordable

Those who act earliest will enjoy the most attractive rates for comparable quarters available anywhere in the Greater Hartford area. With the building owner acting as general contractor, custom completion can be achieved most economically and quickly.

For further information call:

lan associates

Joseph Reale, Executive Vice President
Bob Kelly, Assistant to General Partner
1 Corporate Road, Enfield, CT 06082-6499 (203) 623-6000

Exclusive Leasing Agent

CUSHMAN & WAKEFIELD
A Rockefeller Group Company

65 Kane Street
West Hartford,
CT 06119
(203) 236-694



John J. Pacowta, left, W. Edward Dowling, Edward F. Paquetta and Steven A Fournier, right, discuss the merger of Pacowta, Fournier & Maunsell with the international accounting firm of Deloitte, Haskins & Sells.

City Accounting Firm Expects Little Will Change With Merger

By REBECCA NEVERS
Business Writer

The local accounting firm Pacowta, Fournier & Maunsell has merged with the international company of Deloitte, Haskins & Sells, bringing Waterbury its second Big Eight accounting firm.

No dramatic changes will result from the merger, according to John J. Pacowta, the partner-in-charge of both the old and new firms.

"Nothing will change," he said. "Management is still the same and the clients are still the same."

The 40 employees at the company should be able to provide better service to clients as a result of the merger, Pacowta said.

"We will be able to provide more tax resources," he said. Because of the size of Deloitte, vast resources are available worldwide to assist the accountants with any problems that may arise. Deloitte employs more than 26,000 people in 430 offices in 71 countries.

"There's a limit to how much one entity can do," Pacowta said, noting

that difficult technical problems should be resolved quicker because of those resources.

"It will be a big timesaver," said Steven A. Fournier, a partner in the old firm. He remained through the transition and is a real estate accountant.

Deloitte now has seven offices in New England, four in Connecticut. Other state offices are in Hartford, Stamford and New Haven, said W. Edward Dowling, partner-in-charge of the New Haven office.

"If you were to compare our operations in New Haven to Jack's operations here, it is exactly the same," he said. "So it's a good fit."

The merger should prove to be profitable for Deloitte and Pacowta.

"We believe this area is the next growth cycle in the state," Dowling

said. "It's going to be a bonanza up here in five years."

Growth of Pacowta's firm is what prompted him to merge with Deloitte.

"We had grown substantially," he said. "But we began to see the marketplace change."

Customers would be better served by the merger, he said, because of Deloitte's resources, which are available to all company employees.

Not only will Pacowta's accountants have access to a large network of company accountants who specialize in different areas, they will benefit from the big company's relationship with the Internal Revenue Service, Dowling said.

Because Deloitte is a large firm, officials there communicate regularly with IRS rule writers and interpreters, he said. So the accountants do not have to waste time trying to figure out complicated tax law changes.

The merger also will make the firm more visible, which hopefully will attract more clients, Pacowta said, adding that he hopes to double the size of the company during the next five years.

Deloitte has executive offices in New York City. The first Connecticut office was opened in 1960 in New Haven. The Hartford office opened in the early 1970s and another office opened in Stamford in the late 1970s.

Pacowta, who worked with Dowling at Deloitte in the 1960s, came to Waterbury in 1972. He acquired a small accounting firm that experienced little growth until 1980. Fournier joined the firm in 1980. The firm's third partner, Michael Maunsell, left after the merger to pursue other interests.

Area Stock Quotations

Furnished By
Fahnestock

BANKS

LOCAL	BID	ASKED
American Bank	18 1/4	
Bank Of Boston	24 1/4	
Banking Center	11 1/4	11 3/4
Bank Of New England	38	
Bank Of Waterbury	11 1/4	12 1/4
Citytrust	48	46 1/4
Shawmut National	28 1/4	23 1/4
North American	11	
Security Savings and Loan Assoc	13 1/4	15
Webster Financial	11 1/4	11 3/4

INDUSTRIALS

Aetna Life	45 1/4	
Alternative Health Care	1 1/4	
Alternative Health Unit	5 1/4	6 1/4
Barnes Group	34 1/4	
Buell Industries	50 1/4	61
Cadbury-Schweppes	18	
Cigna	3 1/4	
Coleco	37 1/4	
Eastern Company	37 1/4	

10.9%

\$15,272,400. The tables won \$6,831,600 and the slots won \$8,440,900. Table drop of \$44,189,600 was ninth and developed a drop per table unit per day of \$12,504.1 and a win per table unit per day of \$1,933.1. The table hold percentage of 15.46 percent was down from February's table hold of 16.60 percent. Credit play of 19.9 percent was up from February's 15.8 per-