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ROSWELL ANGIER / 65 PLEASANT STREET / CAMBRIDGE / MASS. 02139
(TELEPHONE 617-876-0526)

Education

Harvard, B.A., 1962
University of California (Berkeley), M.A., 1964

Employment History

Instructor, Dept. of Comparative Literature, U.C. (Berkeley), 1966;
Instructor, Dept. of Humanities, Division of General Education,
Boston University, 1968-72;
Curator of Audio-Visual Resources, Division of General Education,
Boston University, 1969-72;
Photography Editor, Fusion Magazine, 1969-72;
Freelance photographer, 1972-present;
Instructor, Photography Department, Art Institute of Boston, 1975-present;
Assistant Chairman, Photography Department, Art Institute of Boston,
1978

Publications (selected)

The Patriot Game (with Norman Hurst), Godine Press, 1975;
work included in The Photographers' Choice (edited by Kelly Wise),
Addison House, 1976;
"A Kind of Life": Conversations in the Combat Zone, Addison
House, 1976;
photographic essays published in Boston magazine, the Boston Globe
Sunday Magazine, Photo (France), After Dark, Close-up (the external
organ of the Polaroid Corporation)

Professional Organizations

Boston Visual Artists' Union, 1974-77;
Chairman, Gallery Committee, BVAU, 1976;
Alternate Secretary-General, BVAU, 1977;
Artists' Advisory Council, Mass. Arts and Humanities Foundation
(member), 1977-78;
Founding member, Voices Gallery (Boston), 1978

Exhibitions (selected)

ASUC Gallery, Berkeley, California, 1968;
MIT Creative Photography Gallery, 1972 (group show, "The Metropolitan Middle Classes");
Cambridge Street Artists' Cooperative, Cambridge, Mass., 1972, 1973;
The Brockton Art Center, Brockton, Mass., 1974 ("Daredevils and Showgirls," with Susan Meiselas, Richard Rogers, and Mark Silber);
Enjay Gallery of Photography, 1975 (photographs from The Patriot Game);
Institute of Contemporary Art, Boston, 1975 (photographs from "Works in Progress," a NEA-funded public art project);
Museum of Fine Arts, Boston, 1976 ("Recent Acquisitions");
Addison Gallery of American Art, Andover, Mass. (photographs from Boston's Combat Zone), 1976;
Boston Visual Artists' Union Gallery, 1974, 1975, 1976, 1977;
Boston University Art Gallery, 1976 (photographs from the Combat Zone);
Witkin Gallery, New York, 1976 (photographs from The Photographers' Choice);
Museum of Fine Arts, Boston, 1978 ("Fourteen New England Photographers");
Fogg Museum, Cambridge, 1978 ("New Presences in the Fogg");
MIT Creative Photography Gallery, 1978 ("Facades," with Robert Adams, Lewis Baltz, Philip Trager, Robyn Wessner, Neal Rantoul);
Voices Gallery, Boston, 1978 (a gallery co-operatively owned with Eugene Richards, Jerry Berndt, and Donald Dietz);
Fiolet Gallery, Amsterdam, Netherlands, forthcoming

Work in Public Collections

Museum of Fine Arts, Boston;
Bibliotheque Nationale, Paris;
Fogg Museum, Cambridge

Grants and Awards

"Works in Progress," a NEA-funded public art program which enabled twelve area artists to work in public places during the summer of 1975;

Artist-in-residence, Mass. Arts and Humanities Foundation, 1977 (as a part of the AIR program, I spent six months photographing in the city of Lynn, Mass., with the assistance of the Polaroid Corporation. The work has been exhibited by the Museum of Fine Arts, Boston, and the Fogg Museum, Cambridge);

"Eight Massachusetts Photographers," a statewide travelling exhibition sponsored by the Mass. Council on the Arts;

NEA-FUNDED SURVEY PROJECT, OUTER BOSTON, GRANT AWARDED IN 1980 (ONE OF FOUR PHOTOGRAPHERS)

RECEIVED
MAR 9 12 51 PM '81
OFFICE OF THE
CITY MANAGER

THOMAS A. FLOERCHINGER

382 Commonwealth Ave. Apt 51
Boston, Massachusetts 02115

Job Objective:

A senior management position with a company with growth and leadership aspirations in it's industry, where my experience will be used to increase performance in all areas.

Work Experience:

May 1980 - Present Advent Corporation, Cambridge, MA

Vice President Finance, Treasurer

Advent Corporation is the leading manufacturer of video projection systems in the U.S. with sales of approximately \$30,000,000. Recruited as part of a new management team with the objective of bringing Advent to it's potential in the video industry in the 1980's.

As chief financial officer, direct responsibility includes the following functions and departments:

Strategic Planning	Personnel
Financial Accounting - Budgeting	Treasury
Cost Accounting	Taxes
Order Entry	Purchasing
Credit	Inventory Control
EDP and Systems	SEC Reporting

In my short time with Advent I have focused on the following problem areas: raising additional capital, Materials Control and lack of an MRP system, delinquent collection of Accounts Receivable, staffing and training of qualified first line managers. Results have been good; we have raised \$3,250,000 in Debentures, collected \$807,000 of delinquent accounts receivable, hired new management for Controllershship, Credit, EDP and Manufacturing, and developed a strategy for growth and leadership in the 1980's.

THOMAS A. FLOERCHINGER

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July 1979 - May 1980

TAF Associates, Chesterfield, MO

Self-employed as a consultant to small businesses.

As a consultant to small retailers, my principal contract was with a \$40,000,000 retailer in Houston, Texas, where I developed a system of financial management control. When I started working with this organization, they were six months behind in closing their books. I completely reorganized the financial staff, and was able to have the general ledger maintained on a current basis by October. The staff was reduced from 43 people to 26, computer controls were installed for physical and perpetual inventory covering sixty different retail locations. Negotiated a new credit line with the financial institutions and helped set up revolving credit terms with trade suppliers.

Additional customers included automotive distributors and law office, where controls were established and I assumed all operation responsibility for the businesses.

1973 - June 1979

CMC Corporation, St. Louis, MO

Senior Vice President, Director

CMC Corporation is a major audio and video equipment retailer. During my association with CMC we expanded sales from \$8million to \$50 million dollars and opened 50 stores in five major metropolitan area markets (to a total of eight). To eliminate the manual phone polling of store inventory, I created and implemented the system starting with inventory control, which tracked every piece of equipment and included a reconciliation of monthly physical inventory. Controls are indispensable to this industry; in 1979 the inventory shrinkage was reduced to 0.14% of sales (\$55,000 of \$40 million); total bad checks and accounts receivable writeoffs for the year were 0.16% (\$61,000) which is at or near the best in this industry.

In 1974 I received expanded responsibility to include all financial management (accounting, treasury and finance functions). During the 6 years the bank line of credit was increased by 6 times and the rate was reduced based on the confidence in the financial management of the company. The annual audit reflects the quality of records maintained; total cost for 1979 was \$16,000; this included all tax work and there were no qualifications.

THOMAS A. FLOERCHINGER

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In 1978 I assumed additional responsibility for all purchasing. This entailed direct negotiations and product selection with suppliers based on features, price and saleability. Marketing plans for each product category were prepared. These included price-feature tables, turnover analysis, projected purchases and sales by line, plans for the sale of old models and a display plan for each store.

A complete system of procedures for store operations was established. These manuals included bookkeeping, security, banking, hiring/employment, legal requirements, in store advertising, store display and selling strategies, yielding uniformity of operation regardless of location. This uniformity was essential for continued growth.

During my six years the company managed it's growth very well and was prepared for further expansion.

1970 - 1973 May Department Store Company St. Louis, MO

Corporate Economist

Responsible for forecasting and presenting to Board of Directors economic conditions on both a macro and micro level with interpolations of the impact on regional business projections. Designed a macro model of the economy based on computer simulation techniques working with Otto Eckstein of the President's Council of Economic Advisors.

I worked with each of the store companies in the preparation of seasonal and long range plans, including both financial and marketing plans. Based on individual store plans, I prepared the corporate plan for the year and 5 years into the future.

I was also responsible for analysis on new ventures and potential acquisitions. Two of my major analyses were Consumer Distributing (retail catalog showrooms) and the consumer electronic business. The research was done completely in my area and the results presented to the Board of Directors.

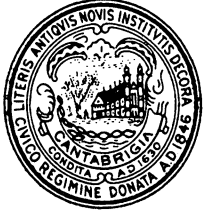
Education:

St. Louis University	MBA	1970	Finance
St. Louis University	BS	1967	Physics & Math

Personal:

Age 35 Single 6'2, 180 lbs.

Business and personal references will be furnished upon request.



CITY OF CAMBRIDGE

CAMBRIDGE, MASSACHUSETTS 02139
Tel. 498-9011

EXECUTIVE DEPARTMENT
ROBERT W. HEALY
City Manager

September 14, 1981

To the Honorable, the City Council:

Please be advised that I have appointed the following persons to the Cambridge Arts Council:

Roswell Angier, 65 Pleasant Street, Cambridge

Thomas A. Floerchinger, 382 Commonwealth Avenue,
Apt. 51, Boston, Mass.

Resumes are attached.

Very truly yours,

Robert W. Healy
City Manager

RWH/b

Agenda # 2 A-87

Appointments of Roswell Angier and Thomas A.
Floerchinger to the Cambridge Arts Council.

In City Council,

September 14, 1981

9/14/81

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