

## Success by the Numbers

Thanks to his Stetson education, Randy Ware knows the value of numbers, especially that they “don’t lie.” He began at Stetson in 1980 as an accounting major before a switch to marketing while also taking finance courses.

“The Stetson experience was important,” says Ware ’85.

Years later, he received another lesson about numbers — this time as a 49-percent company owner, with the 51-percent owner, a childhood friend, calling the shots, eventually leaving Ware on the literal short end.

Then in 1997, Ware started WestCMR and entrepreneurial success took hold, finally. Today, his surgical supply company, based in Clearwater, Florida, is a \$20 million operation in all 50 states and approximately 60 countries with 55 employees. Also, this summer the company was voted among the top 150 Great Places to Work in Healthcare by *Becker’s Hospital Review* for the fifth consecutive year.

Ware didn’t hire his first employee until 2009 and, at the time, remembers thinking, “Would I want to work here?” He wanted people to emphatically answer, yes.

As the company moves past its 22nd anniversary, Ware offers further insight to Hatters everywhere:

- *Have accountability.* “Look in the mirror. Your success and where you go are about what you do about it.”
- *Hone your interpersonal skills.* “While you might get that job, you’ll need to communicate.”



Creating a marketplace for unused surgical supplies, Randy Ware and his WestCMR recently celebrated their 22nd anniversary.

- *Be productive.* “You don’t get recognized just for showing up to work; you have to contribute.”
- *Seek advice.* “Surround yourself with mentors, and don’t be on an island.”
- *Dream.* “You need to dream; you need to have goals; you need to have vision.” — *Michael Candelaria*

## In Memoriam

### 1940s

Eloise Kennedy Adcock '40  
Sarah Register Johnson '49  
Suzanne Hopper Weaver '49

### 1950s

John W. Booth, LL.B. '51  
Laird Meffert Manning '51  
Tom O. Tenney '51  
John W. Edwards '53  
Margie Brooks Harth '53  
Hoke H. Shirley '53  
Richard L. Greaves '54  
Arthur A. Fritz '55  
Harvey V. Delzer, LL.B. '58  
Harvey J. Abel, LL.B. '59  
Miles C. McDonnell Sr., J.D. '59  
John S. Oldham '59

### 1960s

Kenneth R. Evans '60, J.D. '67  
John L. Green Jr., J.D. '60  
Peggy Curry Leonard '60  
J. P. Cheek '61  
W. Roger Turner, LL.B. '61  
Jack W. Jones '62  
Richard Hagin, LL.B. '64  
Joanne Bennett Brown '65  
Kenneth C. Deacon, LL.B. '66  
Lawrence P. Hastings '66  
Donna Healy Martin '66  
Donald G. Anderson '67  
Robert S. Reese '67  
Frank J. Rouse, J.D. '67  
Elsa Caskey '69  
Wilton L. Strickland, J.D. '69

### 1970s

Stephen F. Lanier '71  
William Leffler III, J.D. '74  
James Williams '76  
Patricia Pantaleoni, J.D. '78  
Dwight E. Brock '79

### 1980s

Ruth Schmidt '80  
Elizabeth Mannion, J.D. '81  
Nancy Goldhamer '83  
Dorothy Pessillo, J.D. '83  
Monica McDonough '86  
Kevin H. Bridges '88  
Douglas W. Grissinger, J.D. '89

### 1990s

Madeline Mellers '98  
Deborah Bergin, M.B.A./J.D. '99

### 2000s

Susan Charles, J.D. '04, LL.M. '08  
Jhaysonn V. Pathak '07

### 2010s

Gregory T. Holtz, LL.M. '16