

PETER C. MEINIG CHAIRMAN HM International, LLC

Meinig was born in Pennsylvania and graduated from Cornell in 1962 with a Bachelor's Degree in Mechanical Engineering. In 1964, he received a MBA from The Harvard Graduate School of Business Administration. After two years with a steel company in Pittsburgh, Meinig was transferred to Mexico City where he directed a small tool manufacturing business. Subsequently he was Managing Director of one of Mexico's largest auto parts businesses, which fabricated leaf and coil springs and industrial fasteners. He moved to Tulsa in 1979 and founded HM International, LLC. The company has started and acquired numerous manufacturing businesses including ones involved in oil field valves, optical character recognition letter sorting equipment, ethnic frozen foods and pipeline security and communications systems. A past member of the boards of the Williams Companies and Purolator Inc., he served on the Tulsa Library Commissions and was inducted into the Library Hall of Fame. Meinig also was elected to the Oklahoma Hall of Fame in 2004. With his wife Nancy, who he met while in high school, Meinig has endowed two professorships and the women's tennis coach position at Cornell University and the Meinig Family National Scholar Program, which supports entering Cornell students who have displayed leadership potential.

A member of Cornell's Board of Trustees since 1991, he served as chairman of the board from 2002 – 2012.

In 2012, Mr. Meinig spoke with some of the graduating students of Cornell University to give advice and talk about what he took away from his Cornell education that prepared him for his career. He began by telling them that he played freshman football in 1957, #32; that he is just an older version of them, "The only difference between then and now is the haircut." While at Cornell he joined the Phi Gamma Delta (Fiji).

"My first job was with Allegheny Ludlum Steel Corporation. It was a fabulous job. My initial salary was a little less than \$10,000 a year. I'm sure the average Johnson School graduate today comes out making more than \$10,000 a month. I worked for a man who was responsible for all non-steel and international operations. I was basically doing acquisition analysis, reviewing strategic plans, and doing trouble shooting in the subsidiary companies. It was just a fabulous job for somebody coming out of school. I had great



exposure in the company and it really led to my next opportunity which involved one of Allegheny's companies located in Mexico City. The business manufactured tungsten carbide metal cutting tools. We mixed tungsten powder with carbon powder, put it in a pill press, pressed an insert, and then put it in an oven and sintered it at very high temperatures. That produces an insert that is almost as hard as a diamond so it's used in machining steel, machining engine blocks in the automotive industry. The company had about 100 employees, did about \$3 million in sales and was unprofitable. In 1966 my boss said, 'Hey Pete would you go to Mexico? We want to figure out what the problems are with this company. You're good in accounting, you can do production scheduling; let's look at their inventory issues.' It was a neat little consulting type of job and I was game and

ready to do it. We moved to Mexico City and frankly, the problem turned out to be the individual running the company. So here I was, 26 years old, and the folks in Pittsburgh said they had to find a solution to the problem and as it turns out, I was there, I had learned Spanish – so, I got the job. If they had known the problem was the person running the business, I wouldn't have been the person they sent.

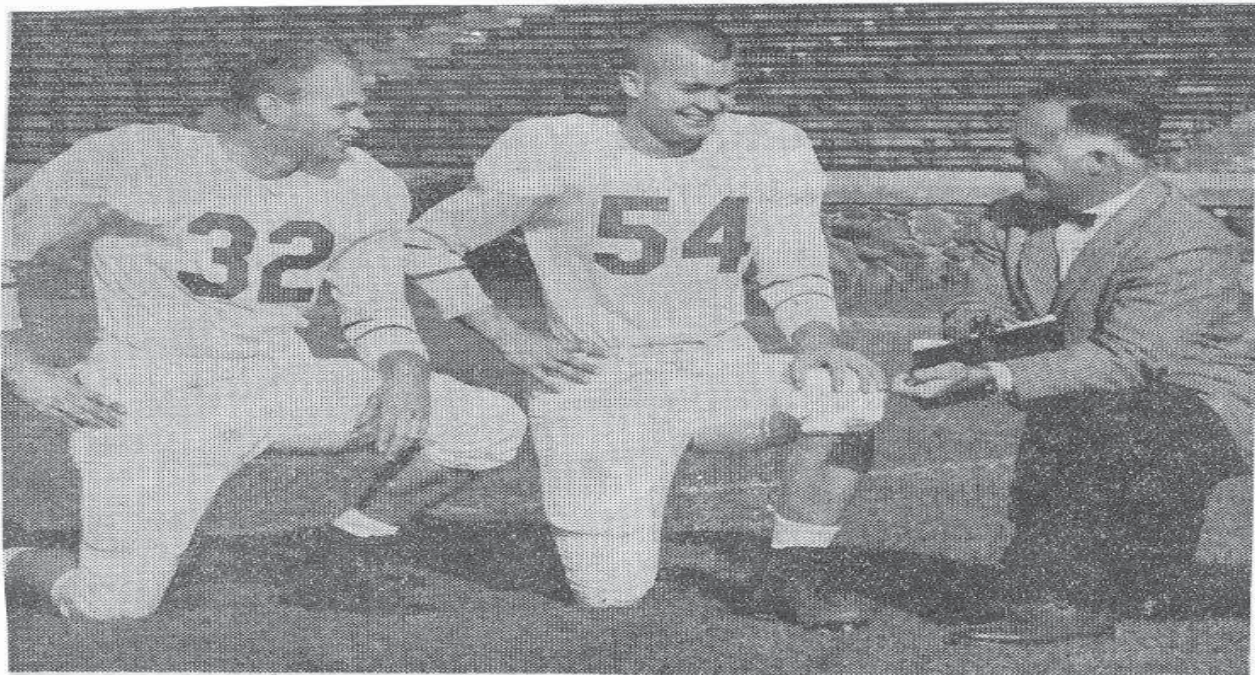
I think there is a lesson here for everyone to think about. Here we were [he and his wife] with a 6 month old baby, we were willing to uproot our family, move to another country, and frankly it's the best move of my life. I got the job, one because I guess I was capable, but I got the job because I was there."

He thinks you should give back, that you can give back with your treasure or with your time. He states, "It doesn't mat-

ter whether you can write a big check or not, but be involved, look for opportunities to give back. Cornell is a great place. All of us who are graduates of the university need to find an area either with our time or treasure that we can support and give back to the university."

In May 2007, Meinig donated \$25 million to fund research grants to Cornell faculty in the life sciences. Meinig is also a member of the Sphinx Head Society which is the oldest senior honor society at Cornell University. Sphinx Head recognizes Cornell senior men and women who have demonstrated respectable strength of character on top of a dedication to leadership and service at Cornell University.

The Meinigs have three daughters, two of whom are Cornellians, and eight grandchildren.



BERKS COUNTIANS AT CORNELL—Two Berks County scholastic products will be in the Cornell University Freshmen football lineup in its opener against Yale Freshmen Saturday at Ithaca, N.Y. They are fullback Pete Meinig (left), Wyomissing High grad, and center George Hoffman (center), former Central Catholic High athlete. At right is Paul Patten, coach of the Cornell yearlings.

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