

FD-ARH-609  
86030

**MANAGEMENT TRAINING AND ECONOMICS EDUCATION PROJECT  
(EUR-0029-G-00-1061-00)**

**SECOND QUARTERLY REPORT (THIRD YEAR)**

**Period: October 1 - December 30, 1993**

This report covers the second quarter of the third year of USAID support for a private sector development program in Hungary. The project is managed by the State University of New York's Office of International Programs (SUNY/OIP) in Albany, NY, and is based at SUNY's Center for Private Enterprise Development in Budapest, Hungary.

**ORGANIZATION AND ADMINISTRATION**

With AID's formal approval of the extension of SUNY's contract, received on October 4, 1993, program activities were resumed. The previous quarterly report described preparatory activities which were undertaken while we waited for the formal extension.

Peace Corps Volunteer Maria Flynn began work at the Center for Private Enterprise Development on December 13. She has assumed responsibility for small business and entrepreneurship counseling at the Center. She will also advise the Center's partner organizations in several Hungarian cities on their own counseling programs, and she will present seminars on entrepreneurship and small business. Ms. Flynn is a graduate of Marshall University and the Seton Hall University School of Law. She has owned and managed a small business in Venezuela and has broad experience with a number of corporations and law firms in New York and New Jersey.

The official opening of the new Center for Quality Management (CQM) at the Technical University of Budapest (TUB) took place on December 15. The CQM is being supported by the third-year AID grant to SUNY. About 160 professionals (60% business, 40% academic) attended the opening and toured the new facilities. The principal speakers were TUB Provost Dr. Janos Ginzstler, USAID country director David Cowles, TUB Business School Dean Zoltan Boross, and Professor Gabor Csaba Szabo. The speeches highlighted the major achievements of the SUNY program and emphasized Hungary's need for, and growing interest in, quality services and products. SUNY/OIP project director Ronald Oppen of SUNY/OIP, Associate Dean John Thomas of SUNY Buffalo's School of Management, and director of SUNY Buffalo's Center for Industrial Effectiveness Raymond Hunt also spoke at the ceremony and conferred with TUB officials.

SUNY's professor-in-residence at the Center for Quality Management, Ronald Hobson, will remain in Budapest until the end of the current academic year.

SUNY/OIP staffer Donald Ellson traveled to Hungary in early December to explore opportunities for expanding agricultural business training programs. He met with a variety of experts in agricultural production, processing, and international marketing, as well as academic leaders in the field. Both he and the two instructors of the agribusiness course presented in December are preparing needs assessments for SUNY/OIP.

John Bloss is now the permanent Project Associate. He was hired in July for the six-month maternity leave of Virginia Yonkers, but in October Ms. Yonkers indicated she would not return. Mr. Bloss attended an intensive Hungarian language program offered by the SUNY New Paltz Language Immersion Institute in October, and he travelled to Rochester and Buffalo to observe part of the TQM participant training program arranged by SUNY Buffalo's School of Management.

## PROGRAMS

**Training:** By the end of this quarter the Center had conducted 18 training activities: ten short courses and two four-part executive development programs. This compares with seven short courses and one management development program projected for the same period in the Project Implementation Plan.

A total of 277 people participated in the Center's training activities during this quarter. Of these, 76 percent were male and 24 percent female. Ninety-five people (34 percent) said they had previously taken Center courses; the return rate increased significantly over previous quarters. In terms of employment, 96 percent work for state-owned corporations; 3 percent are academics, and 2 percent work in private business (the unusually large number from state-owned corporations includes nearly all of those in the executive development programs). Courses presented this quarter were:

- § Two two-day Regional Business Development (formerly called Regional Marketing) seminars, in Szolnok and Nyiregyhaza (15 and 24 participants);
- § Eight two-day presentations as parts of two two-week Executive Development programs, both at Babolna:
  - Executive Marketing (15, 14)
  - Strategic Management (18, 11)
  - Finance (13, 12)
  - Leadership (13, 15);
- § Three half-day presentations to an entrepreneurial group in Győr (19, 22, 14);
- § One two-day seminar in Total Quality Management in Szolnok (8);
- § Two two-day Agribusiness seminars, in Szolnok and Högyesz (9, 37); and
- § Two two-day seminars on 21st Century Management, in Szekesfehervar and Nyiregyhaza (9, 9).

**Center for Quality Management (CQM):** Six senior professors from the Technical University of Budapest visited SUNY Buffalo, October 11 - November 6, for an intensive four-week program of exposure to Total Quality Management (TQM) in American industry and academics. They will be directly involved in establishing and leading TUB's Center for Quality Management. See Attachment A for additional information on their program; bio data on the participants was submitted last quarter.

**Video Training Series:** By the end of this quarter, the Center had sold 166 sets (including 61 sets to the World Bank) of the 15-segment, Hungarian language video training series on basic accounting, produced by SUNY/OIP. In addition, orders for additional sets of the accompanying workbook series are being received, indicating that some of the videos have already trained more than 20 students each -- the number for whom workbooks were originally provided.

The video series was praised in the "Kudos" section of the regional video trade magazine *Point of View* in November. See Attachment B.

SUNY/OIP has authorized a Hungarian satellite television network, Duna TV, to broadcast the entire basic accounting video series in 1994. Segments will be broadcast twice a week, and a panel of business experts will introduce the series and discuss the segments live once a month. SUNY Center director Arpad Kezdi will participate in the panel discussions. The chairman of Duna TV, who is also CEO of the Hungarian State Holding Company, has promised to urge the managers of HSHC's other enterprises to use the video series to train their employees. Duna TV will also broadcast three other video series made by "Business az Biznisz" with support from the Hungarian-American Enterprise Fund.

## **TRADE DEVELOPMENT/SMALL BUSINESS ASSISTANCE**

As noted above, PCV Maria Flynn began work as the Center's small business adviser on December 13. Her first week on the job was spent at a USAID-supported seminar on financial analysis, held in Debrecen. The six-day seminar, jointly conducted by a Seattle-based consulting firm and Debrecen's Small Business Development Center, presented the same basic material to separate groups of bankers and entrepreneurs. Because of the Christmas/New Years holidays, she had no counseling appointments during December.

## **RELATED PROGRAMS**

In early December, Center director Arpad Kezdi participated in the orientation of the first group of Peace Corps Volunteers who will serve as small business advisers in Hungary. In November, this group of PCVs was shown SUNY's Hungarian language

video series on basic accounting. According to a participant, the eight PCVs assigned to Local Enterprise Agencies are very interested in showing the videos in their centers.

SUNY Center director Arpad Kezdi and Dean Zoltan Boross of the Technical University of Budapest's School of Management attended a major, invitation-only conference in Prague, November 9-11. The conference, entitled *Management Training and Business Education: Building Capacity in Central and Eastern Europe*, was organized by the Washington-based Business-Higher Education Forum.

## **FINANCIAL REPORT**

**Administration:** As the quarter began, the SUNY Research Foundation agreed to the terms of the new AID contract to fund SUNY/Hungary project activities through July 31, 1994. This action allowed OIP to resume normal operations with a total amount of \$1.7 million budgeted for third year project expenditures. Once formal Research Foundation approval was finalized, OIP suballocated \$516,373 to the SUNY Buffalo School of Management for ongoing project work.

**Cost Sharing:** With the high volume of short course activity during this quarter, it is particularly significant that our partner organizations in Hungary made considerable financial commitments to these project activities. Hungarian partner organizations provided \$29,277 in cost shared services by providing conference facilities, escorts, translation, transportation, lodging, meals for participants, and other support services.

The total amount spent by the project on consultant services for the quarter, including airfare, fees, and expenses, was \$21,254. Comparing this to total cost sharing of \$29,277, the breakdown is 57 percent cost sharing and 43 percent project expenditures. While this is a rough estimate, it does demonstrate the notable impact that the Center's partner organizations have on project training operations.

TUB also made substantial cost sharing contributions to project activity during the quarter. For the opening ceremony for the Center for Quality Management, held on the TUB campus, we calculate that TUB spent a combined total of \$3,233 in cost sharing for personnel time, use of facilities, communications, and refreshments.

Additional cost sharing and savings were realized during the quarter when several courses were conducted without additional overseas travel costs. These included two seminars in Győr taught by SUNY faculty on the bridge day between their two sessions at Babolna. A third program at Győr on TQM and a two day TQM short course in Szolnok were taught by Ron Hobson, the resident SUNY faculty member at TUB.

**Procurement:** The process of obtaining audio-visual equipment for the CQM's multi-media room began during this quarter. The estimated cost of the equipment is

\$59,900. A Hungarian firm will coordinate the purchase and installation to ensure compatibility with TUB's electrical system.

**New Programs:** The placement of a Peace Corps Volunteer in the Center for small business counselling will increase Center expenditures, based on the agreement with Peace Corps/Hungary, by about \$800 per month. The Center will pay for an apartment for the volunteer and will also provide half her monthly living allowance.

**Appendix 1: QUARTERLY FINANCIAL SUMMARY**

**Appendix 2: QUARTERLY PROGRAM SUMMARY**

**Attachment A: PARTICIPANT TRAINING PROGRAM FOR T.U.B. FACULTY**

**Attachment B: "KUDOS" FOR BASIC ACCOUNTING VIDEO SERIES**

## Appendix 1

## OIP 2ND QUARTER REPORT

(93/94)

January 31, 1994

Project Expenditures	AID FUNDS		Cost Share Actual	Proj.	Other Sources Mellon		Other Sources Pew		ACCRUED	AID FUNDS REMAINING	PROJ. NEXT QUARTER
	Actual	Proj.			Actual	Proj.	Actual	Proj.			
Instructor - US Salary (Buf. only - 1001-3)	\$0.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$7,723	\$0	\$0
Staff - US Salary (1001,1003)	\$56,253.96	\$59,805	\$5,752	\$4,048	\$0.00	\$0	\$0.00	\$0	\$571,352	\$140,872	\$43,000
Fringe Benefits (1501,1502)	\$19,962.27	\$22,599	\$1,868	\$1,054	\$0.00	\$0	\$0.00	\$0	\$171,673	\$48,643	\$13,330
Salaries Local (1001,2001)	\$20,005.50	\$22,934	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$191,304	\$0	\$25,000
Consultants (2001)	\$8,136.84	\$21,742	\$425	\$50	\$0.00	\$0	\$0.00	\$500	\$150,513	\$188,300	\$20,000
Travel (3501,3502)	\$20,034.41	\$21,875	\$1,522	\$0	\$0.00	\$0	\$0.00	\$500	\$257,786	\$87,418	\$15,000
Equipment (2501)	\$0.00	\$5,000	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$91,255	\$75,304	\$63,000
Supplies (3001,3006)	\$6,798.39	\$11,265	\$1,000	\$250	\$0.00	\$0	\$0.00	\$0	\$40,362	\$59,322	\$11,265
Rent-TUB scholar & SBDC	\$2,019.00	\$3,000	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$0	\$0	\$4,000
Rent-Budapest Office (4003)	\$17,733.00	\$18,088	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$17,733	\$66,622	\$18,088
Indirect Cost (7501)	\$45,858.05	\$27,207	\$1,151	\$3,121	\$0.00	\$0	\$202.27	\$0	\$279,722	\$152,036	\$40,000
Participant Costs (6503,7001,7003)	\$0.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$750	\$117,684	\$337	\$0
Workshops, Conf. (6510)	\$0.00	\$0	\$11,448	\$0	\$0.00	\$0	\$0.00	\$0	\$113,885	\$0	\$0
Video/TV Production (6508)	\$0.00	\$0	\$0	\$0	\$0.00	\$900	\$0.00	\$0	\$361,876	\$0	\$0
Translation (6506)	\$7,571.00	\$25,000	\$150	\$0	\$0.00	\$0	\$0.00	\$0	\$56,498	\$85,679	\$13,500
Scholarships (6501,6502)	\$0.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$36,918	\$0	\$0
Curriculum Development (2001,1001)	\$0.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$0	\$0	\$0
Other Direct (6507,6510)	\$34,100.72	\$7,058	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$221,537	\$55,014	\$13,500
Other (6510)	\$3,714.00	\$1,800	\$5,500	\$0	\$1,858.07	\$0	\$0.00	\$0	\$0	\$5,000	\$2,000
<b>Totals</b>	<b>\$241,987.14</b>	<b>\$247,373</b>	<b>\$28,815</b>	<b>\$8,523</b>	<b>\$1,858.07</b>	<b>\$900</b>	<b>\$202.27</b>	<b>\$1,750</b>	<b>\$2,687,821</b>	<b>\$964,547</b>	<b>\$281,683</b>

BUFFALO 2ND QUARTER REPORT (93/94)

January 31, 1994

Project Expenditures	AID FUNDS Actual	Proj.	Cost Share		Mellon Actual	Proj.	Pew Actual	Proj.	January 31, 1994		
			Actual	Proj.					ACCURED	AID FUNDS REMAINING	PROJ. NEXT QUARTER
Instructor - US Salary (Buf. only - 1001-3)	\$9,578.13	\$26,250	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$127,484	(\$68,313)	\$10,000
Staff - US Salary (1001,1003)	\$12,069.74	\$14,897	\$6,101	\$3,525	\$0.00	\$0	\$0.00	\$0	\$0	\$0	\$14,000
Fringe Benefits (1501,1502)	\$5,507.35	\$4,081	\$1,623	\$1,040	\$0.00	\$0	\$0.00	\$0	\$34,772	(\$18,792)	\$4,340
Salaries Local (1001,2001)	\$0.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$0	\$0	\$0
Consultants (2001)	\$0.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$14,571	\$190,355	\$0
Travel (3501,3502)	\$14,434.50	\$39,007	\$2,350	\$500	\$0.00	\$0	\$0.00	\$0	\$122,454	\$142,761	\$10,000
Equipment (2501)	\$0.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$0	\$0	\$0
Supplies (3001,3006)	\$112.78	\$600	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$2,212	\$5,758	\$600
Indirect Cost (7501)	\$7,623.86	\$21,728	\$2,770	\$2,000	\$0.00	\$0	\$0.00	\$0	\$80,789	\$70,651	\$18,000
Participant Costs (6503,7001,7003)	\$14,300.00	\$40,000	\$7,000	\$3,000	\$0.00	\$0	\$0.00	\$0	\$26,785	\$123,337	\$60,000
Workshops, Conf. (6510)	\$1,141.87	\$0	\$12,200	\$4,000	\$0.00	\$0	\$0.00	\$0	\$17,161	\$0	\$1,500
Video/TV Production (6508)	\$0.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$0	\$0	\$0
Translation (6506)	\$0.00	\$0	\$3,200	\$0	\$0.00	\$0	\$0.00	\$0	\$11,801	\$0	\$0
Scholarships (6501,6502)	\$12,000.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$43,255	\$0	\$0
Curriculum Development (2001,1001)	\$0.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$0	\$0	\$1,500
Other Direct (6507,6510)	\$1,663.86	\$1,876	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$13,615	(\$7,293)	\$1,500
Other (6510)	\$137.00	\$0	\$0	\$0	\$0.00	\$0	\$0.00	\$0	\$0	\$0	\$232
<b>Totals</b>	<b>\$78,569.09</b>	<b>\$148,439</b>	<b>\$35,244</b>	<b>\$14,065</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$494,897</b>	<b>\$438,465</b>	<b>\$121,672</b>

PROGRAM SUMMARY

January 31, 1994

NR	LECTURER	PROG. #	SEMINAR NAME	PLACE	BEGIN DATE	# PART.
1	Lessler	1	Regional Marketing	Szolnok	10/04/1993	24
2	Lessler	1	Regional Marketing	Nyiregyhaza	10/07/1993	15
3	Jain	2	Executive Marketing	Babolna	10/18/1993	15
4	Pegels	2	Strategic Management	Babolna	10/18/1993	18
5	Jain	1	Marketing	Gyor	10/20/1993	19
6	Jain	2	Executive Marketing	Baboina	10/21/1993	14
7	Pegels	2	Strategic Management	Babolna	10/21/1993	11
8	Perry, Phil	2	Finance	Babolna	10/25/1993	13
9	Meindl	2	Leadership	Babolna	10/25/1993	13
10	Perry	1	Finance	Gyor	10/27/1993	22
11	Perry	2	Finance	Babolna	10/28/1993	12
12	Meindl	2	Leadership	Babolna	10/28/1993	15
13	Hobson	1	TQM	Gyor	11/03/1993	14
14	Hobson	10	TQM	Szolnok	11/15/1993	8
15	Buckhouts	1	Agribusiness	Szolnok	12/06/1993	9
16	Buckhouts	1	Agribusiness	Hogyesz	12/09/1993	37
17	Holstein	1	21st Century Management	Szekesfefervar	12/13/1993	9
18	Holstein	1	21st Century Management	Nyiregyhaza	12/16/1993	9
Total Number of Participants:						277

Program Key:

- 1 - Short Courses
- 2 - Executive Development
- 10 - Total Quality Management Training

## ATTACHMENT A

## Center for Quality Management

During this quarter, a team of seven senior Technical University of Budapest professors visited the State University of New York at Buffalo. This visit was followed up by a visit in December by The Technical University of Budapest's dean, Professor Zoltan Boross. The team consisted of the following members:

October 11 - November 6, 1994

Janos Erdei, Assistant Professor  
 Janos Kovesi, Associate Professor  
 Caroline Sugar, Assistant Professor  
 Csaba-Gabor Szabo, Associate Professor  
 Jozsef Topar, Associate Professor

October 23 - November 6, 1994

Janos Kovesi, Head of Computer Laboratory  
 Peter Risztics, Associate Professor

December 1-5, 1994

Zoltan Boross, Dean

Activities during their visit consisted of classroom lectures, seminar and workshops on the following TQM subject areas:

- strategy
- project management
- human resources
  - ... employee empowerment
  - ... training (theory/methods; train-the-trainer)
  - ... team development/management
  - ... interpersonal skills
- leadership
- accounting costs of quality (activity based costing)
- marketing and customer relations
- design and implementation of graduate program
  - ... TQM in educational programming
  - ... AACSB standards
- case writing and development
- teaching via the case method
- TQM in the U.S.
- TQM in non-manufacturing settings
  - ... services
  - ... education

Additionally, the team participated in on-site visits to local Universities and industries specializing in the instruction and implementation of TQM. The University training consisted of the following:

- engineering education and training
- usage of computer and media technologies for TQM instruction and training

- computer applications in quality control and management
  - ... reliability/capability/maintenance analysis
  - ... process improvement and Quality Control tools
  - ... system designs
  - ... simulation methods

On-site visits to local companies from various industries demonstrated to the team the implementation of TQM methods and philosophies. These TQM techniques were illustrated to the team through personal discussions with managers on various topics, such as:

- TQM strategies and planning
- managerial aspects of TQM
- operational and systems application
- human resource applications
  - ... teams/employee involvement
  - ... training
- assessments
- in-company training programs

# October 10 - November 20

## TUB DELEGATION

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
October 10	October 11 8:05pm Szabo, Kovesi, Sugar, Topar, Erdei arrive	October 12 9:00am Banking - Jozsef Bognar will accompany 10:00am Ray Hunt - John Thomas 140 Jacobs 1:00pm - 4:00 pm Graphic Control site visit	October 13 9:00am - 11:00 Don Frase Lecture 1:00pm - 4:00 pm Snyder Tank site visit 6:00pm - 8:00 pm Patrick Connolly - English - 376 Baldy	October 14 9:00am - 11:00 Prof. Jim Meindl lecture 1:00pm Carleton Technologies site visit	October 15 9:00am Joe Torok - Rochester Institute of Technology 1:00pm Wilson Great Batch site visit	October 16 3:00pm Reception - Dr. Peter Forgach - 74 Lincoln Pkww.
October 17 6:00am Atlanta trip	October 18 8:00am RIT - (Rochester overnight) Xerox Tour	October 19 9:00am Tour - Center for Quality & Applied Statistics	October 20 11:11pm SUNY Binghamton (Binghamton overnight)	October 21 9:00am AXON Corp. Tour (Binghamton overnight)	October 22 9:00am Corning Glass Museum (morning) 12:00pm Corning Ceramics Works (afternoon) - Buffalo nite	October 23 10:15pm Risztics/Nagy arrive
October 24 11:11pm New York Trip	October 25 9:00am Lockwood Library - Mike Lavin 1:00pm Dunlop Visit 6:00pm - 8:00 PM Patrick Connolly - English - 376 Baldy	October 26 5:00pm Rick Lesniak, Director, Academic Services/RM. 140	October 27 9:00am - 11:00 AM Prof. Ziolkowski Lecture Jacobs 315 1:00pm Praxair site visit 6:00pm - 8:00 pm Patrick Connolly - 376 Baldy	October 28 9:00am Colin Drury, School of Engineering Jacobs 315 5:00pm - 7:00 PM Prof. Arun Jain 112 Jacobs Hall Lecture 5:00pm Csaba-Szabo talk WNY Quality Council	October 29 9:00am Colin Drury, School of Engineering Jacobs 140 1:00pm Niagara Falls Visit	October 30 San Francisco Trip
October 31 San Francisco	Nov 1 2:00pm Dunnett - Lee - TUB Exchange Meeting 6:00pm - 8:00 PM Patrick Connolly - English - 376 Baldy	Nov 2 10:00am Meetings J. Thomas, R. Hunt 315 Jacobs 2:00pm John Thomas - meetings	Nov 3 7:30am Boston trip - Caroline 1:00pm Galleria Mall 6:00pm - 8:00 pm Patrick Connolly - English - 376 Baldy	Nov 4 8:00am Toronto Trip Boston - Caroline	Nov 5 9:00am Meetings J. Thomas, R. Hunt - 140 Jacobs 1:00pm Galleria Mall 7:00pm Dinner - John & Susan Thomas	Nov 6 12:50pm departure of visitors
Nov 7	Nov 8	Nov 9	Nov 10	Nov 11	Nov 12	Nov 13
Nov 14	Nov 15	Nov 16	Nov 17	Nov 18	Nov 19	Nov 20

# K U D O S

▼ Mountain View Productions, Schenectady, won a CINE Golden Eagle for *A Gazdasági Események Megjelenése A Mérlegben*. The production is one of 15 programs from a series designed to teach free market economy principles to a Hungarian audience.

"Transactions on the Balance Sheet" (in English) was commissioned by the State University of New York (SUNY) Office of International Programs. The series, produced in Budapest, is a nuts and bolts look at how to run a for-profit business.

"The Hungarian free market economy series is a project we are especially proud of," said president and owner James Tusty. "The

feedback we have received on this series is very positive. It is satisfying to work in another country, in another language, successfully teaching concepts that are foreign to a population which has lived under a command economy for 40 years. That satisfaction is bettered when film and television professionals acknowledge your production as tops in its field."

The series was handled in-house by producer Joan Buccigrossi and director Martin Bohunicky. That team worked with content experts from SUNY and Hungary to develop the creative treatment, as well as Hungarian production personnel, country.

Worldfest Houston honored another in the series, *Egy Mindentudó Információs Rendszer* ("An Instant Information System") with a Certificate of Merit. That same program was given a Certificate for Creative Excellence by the US International Film and Video Festival.

▼ EFP Services partners Ernie Urvater and Jim MacAillster were recognized at the National Educational Film & Video Festival with a Bronze Apple in the category of Health Counseling for *On Call*, a documentary about the internship experience at Boston's Beth Israel Hospital. In addition, *Troubled Waters - Plastic in the Marine Environment* took first prize in the Canadian Waterwalker Film Festival of environmental films.



On location in Budapest, Martin Bohunicky directs veteran actor Sandor Soras as part of a 15-video educational series.

## Dawson Joins Boston Film

Michael Dawson, an accomplished creative off- and on-line editor, has left The DI Group to supervise the post production services of Boston Film Company.

Boston Film Company is a growing production company with clients that include BE Aerospace, Footlocker Sports Stores,

Massachusetts General Hospital, New England Journal of Medicine, MCA-Universal Television, CBS and Paramount Television.

Together with Boston Film Company's enhanced Avid Media Composer, Dawson is expected to effectively meet all clients' needs.

## EagleVision Post Debuts Ct's Newest Avid

EagleVision Post has announced the purchase and installation of one of Southern New England's first Avid editing systems. The installation marks EagleVision's entry into the powerful, emerging digital post-production business being seen in leading professional video, film and commercial production houses worldwide.

"The Avid system provides all the advantages of film style cutting and CD-quality audio, with the speed of word processing," says Bruce Colgate, VP and director of technical operations. "The system allows you to focus on the

creative and the content, not the technical. It invites you to try your ideas right away, without waiting. If the idea doesn't work, you can undo it just as quickly."

"We are thrilled to have access to this technology in the work we do on a day-to-day basis," states company president Michael Macari Jr. "Our clients, as well as the other producers using the facility, ultimately create better programs through the freedom to explore their ideas immediately and more fully. We are seeing this technology emerge as the standard for the way we create in this business."

## Broadford & Maloney Relocates

Broadford & Maloney has relocated its expanded operations to a new and larger office facility.

A member of the 4As, Broadford & Maloney is a full-service national agency whose clients include Procter & Gamble; Madison Paper Industries, a division of the New York Times Company; Boise

Cascade Corporation; Sullivan Communications; The SC Council; American Signature; New York University; Polychrome Corporation; and Webcraft Technologies.

The agency is now located at 8 Greenwich Office Park, Greenwich, Ct 06830-5103. The agency's new phone number is (203) 661-2900.