

DR. DEAN SALUTI AND MARJORIE CAHN BIOS

Dr. Dean Saluti grew up in Quincy, Massachusetts. He earned his undergraduate degree from Boston University, an MED from Boston State College, an MBA from Boston College, and a doctorate from Boston University. Dr. Saluti founded the Saluti Cahn companies in 1978, while he was a Professor of MIS at the University of Massachusetts. Dr. Saluti also held positions as the Chairman of the Management Department and the Dean of Continuing Education. He has published numerous articles and scholarly papers on "Process Flow," and is considered a national authority on this subject. The American Production and Inventory Control Society (APICS) selected Dr. Saluti to develop and publish the undergraduate and graduate curricula for Manufacturing Systems as "Professor of the Year in America." He was also selected to lead a national study group to determine strategies to compete with the Japanese "Just in Time" methods. The Business School accrediting agency (AACSB) selected Dr. Saluti to be the keynote speaker at the national Dean's Conference on "The Use of the Computer in the Business School." Dr. Saluti feels his greatest academic achievement is to have been selected by the student body as "Professor of the Year" for his sensitivity to the needs of his students and the exceptional quality of his teaching.

Saluti Cahn and Company, LLC is one of the leading providers of workflow analysis and procedures for the banking and financial services industry. Its clients include State Street Bank, US Bank, Citizens Bank, Wachovia Bank, Wells Fargo Bank, Fidelity, Schwab, and Rockefeller.

As a Boston resident, Dr. Saluti has received recognition from various community organizations and government entities for his leadership, volunteer activities, and business ethics. For example, the prestigious Pirandello Lyceum presented him with the "President's Award" for "I Migliori in Mens et Gesta" - "The Best in Mind and Deeds." The Saints Cosmas & Damian Society selected Dr. Saluti as "Man of the Year" for his business achievements and ethics. Dr. Saluti has received citations from the Governor of the Commonwealth, the State Senate, the State House of Representatives, the Boston City Council, and from the Mayor of Boston for his business achievements and ethics. The Mayor of the City of Boston designated May 7 as "Dr. Dean J. Saluti Day" in Boston. Dr. Saluti is past president of Boston's historic "First Corps of Cadets," an organization with John Hancock and John Quincy Adams as former "elected" commanders. For the last 16 years, Dr. Saluti has been the president of the Greater Boston Renaissance Lodge of the Sons of Italy. Under Dr. Saluti's leadership, the Renaissance Lodge has become one of the nation's most powerful Italian organizations.

Dr. Saluti has been a reserve officer in the US Army since his commissioning from Boston University ROTC in 1970. His last rank held was Colonel (MA), MMR, Massachusetts Army National Guard. He is one of the few Military Intelligence Officers to have been trained for the highest level of Intelligence command. He is one of the few US Army Officers to have graduated from the US Air Force War College. His last position held was that of "Chief of Staff." He received the Meritorious Service Medal for his exceptional administration of US Army training in New England. He has received numerous Army Commendation Medals and Army Achievement Medals. He was the first US Army reservist in the United States to receive the Volunteer Community Service Medal. He received this Medal for his community leadership and his profile as a US Army Reserve Officer in the City of Boston.

Dr. Dean Saluti lives with his wife, Marjorie Cahn, in their Bay State Road brownstone, in Boston's Back Bay. Marjorie was born in Brooklyn, New York. Her father, William Marel, was a performer in the Broadway theater in his youth. He later became an administrator at the famous School of Visual Arts in New York City. Her mother, Ray Schnitzer Marel, had a professional career late in life with The Psychological Corporation, known for educational testing. Marjorie's family moved from Brooklyn to Brookline, Massachusetts when she was nine years old, where she attended the public schools and graduated from Brookline High School. Later in life, she taught in the Brookline school system.

Marjorie returned to New York to attend Barnard College at Columbia University. Erica Jong and Martha Stewart were classmates. In her college years, she enjoyed singing folk music and playing her guitar. Her guitar teacher tried to convince Marjorie to leave college, and to go on the road to form a trio with two boys named Peter and Paul. She decided to finish college, where she had the lead singing role in the Columbia University production of Gilbert and Sullivan's "The Pirates of Penzance." She later sang for 21 years with Boston's famous choral society, the Boston Cecilia. When she married Dr. Saluti, a recording of her singing "Where Have All the Flowers Gone?" from her college years was played during the ceremony.

Marjorie taught in the Ithaca, New York public school system for three years, during which time she earned a masters degree from the State University of New York. She then returned to Brookline, where she taught for two years in the public school system. When her two daughters, Nancy and Susannah, were born, she stopped teaching. However, as a single mother with very young children, she quickly returned to the workforce, this time as a professional in financial services. She had a successful career in management with State Street Bank. Her career as a young single mother served as a model for her two daughters. Her older daughter, Nancy, is near completion of a continuing education degree in computer science at Boston University, with a 4.0 average. Her younger daughter, Susannah, graduated from Boston University, and has had an extremely successful career in fashion journalism in New York City. She has held editor positions at YM and Elle Girl, fashion director positions at Girl and Seventeen Magazine. She is currently the fashion director at the new celebrity weekly, OK! Magazine.

In 1985, Marjorie Cahn met and went to work for Dean Saluti. At that time, Dr. Saluti was still a professor, and Marjorie quickly took on the responsibility of running the firm, while Dr. Saluti was teaching and writing scholarly articles. Under Marjorie's leadership, the firm grew rapidly, requiring Dr. Saluti to give up his position as a professor in order to devote full time to the business. Marjorie's marketing skills are outstanding. She was responsible for bringing to the firm projects from throughout the country- Fidelity in Boston, Rockefeller in New York City, BISYS in Philadelphia, Key Bank in Cleveland, Comerica in Detroit, Wachovia in Charlotte, Schwab in Akron, US Bank in Milwaukee, Great-West Life in Denver, First Interstate in Phoenix, and Wells Fargo in San Francisco.

In 1987, Marjorie became vice president of the firm and, in 1991, the name was officially changed to Saluti Cahn and Company. On January 1, 2000, New Years Day of the Millennium, Marjorie and Dean were married in a military wedding at the Algonquin Club in Boston. Finally, after many years of being partners in business, they officially became partners in life.

Marjorie Cahn has been a board member of the Pirandello Lyceum for nearly 15 years. She has been a member of the Renaissance Lodge of the Sons of Italy for over 16 years. She is active in the Dante Alighieri Society and the Algonquin Club. She is the only non-Italian and Jewish woman to ever have been selected as "Woman of the Year" by the Saints Cosmas & Damian Society. Also, she is the only Jewish woman to have been honored by Girls Town of Italy at the Camillia Ball at the Ritz-Carlton. She was selected to receive these awards in recognition of her tireless work in support of Boston's Italian community.