

Curriculum Vitae

THOMAS JAMES ADAMS

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EDUCATION

University of California	Berkeley	Ph.D.
San Francisco State University	San Francisco	M.S.
Thunderbird Graduate School of International Management	Phoenix	B.F.T.
Kent State University	Kent, Ohio	A.B.

TEACHING EXPERIENCE

9-65 to 6-99	Business and Economics, Sacramento City College, Sacramento, California
9-69 to 6-76	Marketing and Business Finance, California State University, Sacramento, California (part-time)

BUSINESS EXPERIENCE

8-78 to 11-88	Tolovino Farm, 10047 East Acampo Road, Acampo, California Owner-Manager --Bought run-down 90-acre vineyard and renewed it. Replanted 35 acres of new tokay and cabernet sauvignon vines. Installed 30 HP turbine pump and furrow irrigation system. Did all necessary work attendant with farming including pruning, disking, spraying, sulfuring, irrigating, welding, repairing tractors and implements, and record keeping. Renovated 4,000 square foot ranch house. Managed as many as 70 workers at height of season. Was contract-grower for Gallo Winery.
2-63 to 9-64	Pacific Hydro Corporation, 420 Bryant Street, San Francisco Vice President and Partner --Assumed management of 60-year-old pump wholesaling company of 15 employees; revised accounting and inventory procedures; built new dealer organization throughout Northern California and Nevada; developed new lines of products including water treatment systems, sewage lift stations, and portable-gasoline driven pumps; hired, trained, and directed new sales force; increased sales by 105 percent and doubled profits first year after takeover.

- 12-61 to 2-63 Douglas Aircraft Company, Santa Monica, California
Administrative Analyst--Initiated, gathered, analyzed, and coordinated inputs of manufacturing, tooling, planning, engineering, testing, fabrication, and facilities elements to arrive at final bid figures. Negotiated with and justified prices to NASA and USAF officials.
- 7-59 to 8-61 Getz Bros. and Co., San Francisco, California
Export Commodity Trader--Handled the export to the Far East of an assigned group of commodities which included steel, copper, pipe, valves, pumps, lead, zinc, plumbing fixtures, and miscellaneous building materials.
- 11-55 to 7-59 A-T-O Corporation, Youngstown, Ohio and San Francisco
Contracting Engineer--Contacted architects, engineers, governmental agencies, and plant owners in an effort to sell or influence the specification of a line of fixed fire protection equipment from sales office in San Francisco.
Assistant Export Manager--Managed the export of a line of fixed fire protection systems to Latin America from headquarters in Youngstown, Ohio.
Engineering Troubleshooter--Engineered foam systems for crude oil pumping stations, managed the setting of a 1,000 GPM dual-drive fire pump, and erection of a 225,000 gallon concrete water reservoir in Caracas and El Tigre, Venezuela.

PUBLICATIONS

Books

Instructor's Manual to Accompany Colander's Economics, 5th ed. (Burr Ridge, IL: McGraw-Hill, 2004).

Study Guide to Accompany Stanton-Walker-Etzell, Fundamental of Marketing, 13th ed. (New York: McGraw-Hill, 2004).

Instructor's Manual to Accompany Etzel-Walker-Stanton, Fundamentals of Marketing, 13th ed. (New York: McGraw-Hill, 2004).

Study Guide for Use with Walton and Wykoff's Understanding Economics Today, 7th ed. (Burr Ridge, IL: Irwin, 2001).

Instructor's Manual to Accompany Walton and Wykoff's Understanding Economics Today, 7th ed. (Burr Ridge, IL: Irwin, 2001).

Manual of Tests to Accompany Walton and Wykoff's Understanding Economics Today, 7th ed. (Burr Ridge, IL: Irwin, 2001).

Instructor's Manual to Accompany Colander's Economics, 4th ed. (Burr Ridge, IL: McGraw-Hill, 2000).

Study Guide to Accompany Stanton-Walker-Etzell, Fundamental of Marketing, 11th ed. (New York: McGraw-Hill, 1997).

Instructor's Manual to Accompany Etzel-Walker-Stanton, Fundamentals of Marketing, 11th ed. (New York: McGraw-Hill, 1997).

Study Guide for Use with Walton and Wykoff's Understanding Economics Today, 6th ed. (Burr Ridge, IL: Irwin, 1998).

Instructor's Manual to Accompany Walton and Wykoff's Understanding Economics Today, 6th ed. (Burr Ridge, IL: Irwin, 1998).

Manual of Tests to Accompany Walton and Wykoff's Understanding Economics Today, 6th ed. (Burr Ridge, IL: Irwin, 1998).

Study Guide for Use with Walton and Wykoff's Understanding Economics Today, 5th ed. (Burr Ridge, IL: Irwin, 1996).

Instructor's Manual to Accompany Walton and Wykoff's Understanding Economics Today, 5th ed. (Burr Ridge, IL: Irwin, 1996).

Manual of Tests to Accompany Walton and Wykoff's Understanding Economics Today, 5th ed. (Burr Ridge, IL: Irwin, 1996).

Study Guide to Accompany Fundamentals of Marketing, Sommers-Barnes-Stanton, 7th Canadian Ed. (Toronto: McGraw-Hill Ryerson, 1995) (with Roy Morley).

Study Guide for Use with Walton and Wykoff's Understanding Economics Today, 4th ed. (Homewood, IL: Irwin, 1994).

Instructor's Manual to Accompany Walton and Wykoff's Understanding Economics Today, 4th ed. (Homewood, IL: Irwin, 1994).

Manual of Tests to Accompany Walton and Wykoff's Understanding Economics Today, 4th ed. (Homewood, IL: Irwin, 1994).

Study Guide to Accompany Stanton-Walker-Etzell, Fundamental of Marketing, 10th ed. (New York: McGraw-Hill, 1994).

Study Guide to Accompany Fundamentals of Marketing, Sommers-Barnes-Stanton, 6th Canadian Ed. (Toronto: McGraw-Hill Ryerson, 1992) (with Marc Gonthier).

Manual of Tests to Accompany Walton and Wykoff's Understanding Economics Today, 3rd ed. (Homewood, IL: Irwin, 1991).

Study Guide to Accompany Stanton-Walker-Etzell, Fundamental of Marketing, 9th ed. (New York: McGraw-Hill, 1991).

The Business of Business, 3rd ed. (Singapore: Harper & Row, Publishers Asia, 1989).

Study Guide to Accompany Fundamentals of Marketing, Sommers-Barnes-Stanton-Futrell, 5th Canadian Ed. (Toronto: McGraw-Hill Ryerson, 1989) (with Thomas B. Clift).

Manual of Tests to Accompany Walton and Wykoff's Understanding Economics Today, 2d ed. (Homewood, IL: Irwin, 1989).

Business: Production for Sale (Dubuque, IA: Kendall/Hunt, 1988).

Study Guide for Business: Production for Sale (Dubuque, IA: Kendall/Hunt, 1988).

Study Guide to Accompany Stanton and Futrell, Fundamentals of Marketing, 8th ed. (New York: McGraw-Hill, 1987).

Study Guide to Accompany Fundamentals of Marketing, Sommers-Barnes-Stanton-Futrell, 4th Canadian Ed. (Toronto: McGraw-Hill Ryerson, 1985) (with Thomas B. Clift).

Study Guide to Accompany Stanton, Fundamentals of Marketing, 7th ed. (New York: McGraw-Hill, 1984).

Study Disc to Accompany Stanton, Fundamentals of Marketing, 7th ed. (New York: McGraw-Hill, 1984).

Study Guide to Accompany Fundamentals of Marketing, 3rd Canadian Ed. (Toronto: McGraw-Hill Ryerson, 1982) (with P. Noel O'Dea).

The Business of Business: An Introduction, 2nd ed. (Singapore: Harper International Edition, 1982).

Study Guide to Accompany Stanton, Fundamentals of Marketing, 6th ed. (New York: McGraw-Hill, 1981).

Study Guide to Accompany Stanton, Fundamentals of Marketing, 5th ed. (New York: McGraw-Hill, 1978).

The Business of Business: An Introduction, 2nd ed. (San Francisco: Canfield Press, 1976).

Study Guide for The Business of Business, An Introduction, 2nd ed. (San Francisco: Canfield Press, 1976).

The Business of Business: An Introduction (San Francisco: Canfield Press, 1973) (with Bayard O. Wheeler).

Study Guide for The Business of Business: An Introduction (San Francisco: Canfield Press, 1973).

Articles

"In Remembrance of a Sweet -- But Unknown -- Philanthropist," *Akron Beacon Journal*, July 5, 1994, p. A7.

"The Morality of Imposing Informal Work Standards," *Quality Digest*, June, 1994, pp. 63-64.

"Under His Rough Exterior, the Junk Dealer Had a Soft Spot," *Sacramento Bee*, May 1, 1994, p. D4.

"Army Guard Detail at WAC Unit Was a Test of Mettle," *Sacramento Bee, South Neighbors*, March 3, 1994, p. 2.

"Sulfuring the Vines," *Agrichemical Age*, December, 1988, pp. 10-11.

ADDITIONAL ACTIVITIES

Over the years, donated 65 gallons of blood to Sacramento Blood Source.

Veteran, U. S. Army, High Speed Radio Operator.

Built 1,400 sq. ft. cabin, 1,100 sq. ft. house, and 1,800 sq. ft. shop with my two sons.

Reader for the National Federation of the Blind of California.

Jack London Award, California Writers Club