



A LITTLE ROAST & A BIG TOAST

TO

JOE ABRAMS

DECEMBER 6, 1990

FROM A FEW OF HIS FRIENDS WHO ARE HERE TONIGHT

Judy Abrams	Sue Luster
Doug Abrams	Mike & Alejandria Marcus
Brad Abrams	Fran Mann
Tillie Abrams	Gerry Markowitz
Alvin & Edie Abrams	Norm Merkin
Hannah Abrams	Len & Barbara Ostfeld
Stan Adelman	Pauli Overdorff
Maria Alaimo	Terry & Ryland Parker
Marty Aronow	Bob & Myrna Paston
Dan Beards	Allen & Lynn Pearl
Bob & Carol Berkin	Bill & Bonnie Potter
Jon & Gail Burley	Jan Queen
Ralph Cafiero	Alan Rosen
Alan & Marsha Costa	Rosemary Rush
Sheldon Dansiger	Leonard & Corine Schwartz
Ellis & Diane Denmark	Larry & Barbara Schoenberg
Luann Digirolamo	Ivan Seidenberg
Ted & Nina Dunn	Jules & Sandy Slotnick
Carl & Bobbie Greenberg	Fred & Stevie Solomon
Albert & Penny Harris	Mike Spring
Rich Huntley	Tony & Jane Stepanski
Gordon Hoffstein	Stewart & Brenda Taylor
Mario & AnnMarie Incalichio	Dick & Susan Thatcher
Howard & Roz Jacobs	Bob & Maggie Trocchio
Armen & Mary Kachoogian	Sandy & Lois Tropp
John & Lori Kalli	Pearl & Ed Turteltaub
Amy Kizer	Mel Weisel
Mike & Sonja Kolba	Bernie & Bashi Weiss
Ira & Lorretta Langenthal	Bill & Patricia Weronick
Chun & Amy Lee	Les Yeamans
David & Linda Levine	Lloyd & Sunny Yellen
Marion Lipton Levine	Phil & Shelia Zaslower

JOE ABRAMS

Tonight we honor a special friend and a unique individual. Unique because he has had an enduring positive influence on the lives of hundreds of people, but is almost embarrassed when someone compliments or thanks him. Unique because he has held virtually the same job for 23 years since he and Larry Schoenberg started AGS Computers in 1967. Unique because together with Larry and Tony Stepanski, he has built AGS into one of the most successful computer software and services companies.

Joe believes in individuals, not committees. Individuals make decisions, take care of clients, get the job done, not committees.

Joe believes in 'MBWA' - 'Management By Walking Around', not in meetings. Joe believes in 'sticking to your knitting' and taking care of the clients who 'buy the sweaters'.

Joe believes in substance; he cares little for form. He believes in results; he cares little for style or process.

These fundamental beliefs were prominent among those identified by Tom Peters and Bob Waterman in their universally read "In Search of Excellence" as critical traits of successful businesses and their leaders. Many found "In Search..." to be a revelation of the 80's. Joe has been doing it since the 60's - all of his business career.

When one thinks of Joe, a variety of words and phrases come to mind:

Integrity	Outward Focused	Traveler
Forth-right	Bottom-line	Reader
Personal, Supportive	Family Man	Gambler
Salesman	Confident	Cigars
Customer Oriented	Fun Loving	
Humorous ("and what were you doing at the time of the accident")		

Friends

Joe is someone we value as a friend!

His personal relationships endure. His family, childhood friends, the poker group, his metropolitan area friends, the Long Beach Island neighbors, his business associates... are hundreds of examples. Each of us here tonight has a special regard for Joe and our relationship with him.

Indeed Joe is special and unique. Here are some facts about our uncommon friend, whom we roast and toast tonight.

Vital Statistics

- Born February 2, 1936, New York City
- Son of Tillie & Samuel

Joe the Student

- Elementary School, PS 177 (6th grade) & JHS 266 (7th & 8th grade) Brooklyn
- Lafayette High School, Brooklyn
- Wharton School, University of Pennsylvania, 1957
- NYU, MBA 1960

Joe the Family Man

- Married Judith Weiss, April 3, 1960
- Sons - Douglas and Brad

Joe the Business Executive

- The "A" of AGS.
- Co-founder of AGS in 1967
- AGS grew to one of the largest and most successful software and services companies
- AGS bought by NYNEX in 1988.
- Director of Merisel Corporation.