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ST. LOUIS BUSINESS JOURNAL

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BUSINESS PULSE SURVEY: [Who are you going to vote for in the U.S. senate election?](#)

Shoptalk

Quick start

St. Louis Business Journal - July 15, 2005 by [Joe Dwyer](#)

In April, Saint Louis University's Jefferson Smurfit Center for Entrepreneurial Studies put out the call for a few good entrepreneurs to participate in this summer's academy: "Jump-Start Your Independence: Learn to Be Your Own Boss." The enthusiasm shown by one student is bowling over faculty and staff at **SLU's John Cook School of Business**. Corrina Crandall, who begins her senior year at Parkway South High School this fall, wanted to attend the July 25-29 session at SLU but saw the \$345 cost as a major hurdle. She qualified for a \$125 scholarship but still needed \$220, so she worked out a deal with Center Director Kevin Schulte to receive \$50 for each student she referred to the program. Then, Crandall designed a T-shirt and asked local business owners to donate \$25 to sponsor her. The T-shirt reads: "My course existence is made possible by the following entrepreneurial business supporters" and will feature the names of her nine sponsors.

On the move

Jim Thompson is leaving his fund-raising post at **Washington University** in September to become senior vice president and chief advancement officer for the University of Rochester in Rochester, N.Y. Thompson was the No. 2 fund-raising executive during Washington University's recent \$1.55 billion capital campaign, raising more than \$300 million. He had been a development officer at Washington University since 1991. Thompson was recruited to Rochester by Joel Seligman, the former dean of Washington University's law school, who left last December to become president of University of Rochester.

News byte

Datotel has opened a \$7 million IT collocation facility in the Globe Building, 710 N. Tucker Blvd. Also known as data hotels, collocation facilities provide companies with a place to store data off site, disaster recovery services and network redundancy and connection options in case of a network outage. Datotel Principal and Executive Vice President David Brown, says his new client base includes companies who prefer to invest in people and talent rather than in data centers which might be outmoded in a few years. Datotel is an operating unit of NetLabs, LLC.

Family support

The Schnuck family has contributed \$25,000 to the new **Southern Illinois University Edwardsville School of Pharmacy**, scheduled to open its doors Aug. 15. Philip Medon, dean of the pharmacy school, said the university will honor the Schnucks by naming the school's main conference room after the family. **Schnuck Markets Inc.** has more than 60 in-store pharmacies in the area. The SIUE School of Pharmacy recently accepted 83 students into its first class for 2005-2006. The school is expected to be at capacity with 300 students by 2008.

In the pipeline

Walter Bilgram, vice president of engineering and technology at **Insituform Technologies Inc.**, will be featured on an upcoming History Channel special. The program, part of the History Channel's "Modern Marvels" series, will air Wednesday, July 27, at 7 p.m. It focuses on the history of sewers and their evolution from the 1300s to the present day, including Bilgram's expertise -- emerging technologies in sewer rehab. Insituform generated revenue of \$542 million last year by rehabilitating water and sewer pipes without digging and disruption.

Face place

Aeterna, a skin care and laser treatment business launched here in February, is about to cut a deal for a fourth location on Brentwood Boulevard south of Highway 40. The physician-owned business is working with Mike Towerman, president of TriStar Business Communities, on the deal, said Fred Sussman, who co-manages Aeterna with Dr. Ron Chod. Earlier this year they assembled \$4.5 million in a private placement. About 60 of the 80 investors in the company are St. Louis area physicians. Aeterna's next location will be in Chesterfield, followed by a site in the Metro East, before taking the concept to other cities, Sussman said.

Bowling for dollars

Kip Harm of Columbia, Ill., is hoping to cash in with his latest invention -- **TP Mister**. TP Mister mounts discreetly on the side of toilet bowls and delivers a fine mist to toilet paper, but won't over-saturate it, so the toilet paper will not tear or break apart. TP Mister sells for \$24.99 on the company's Web site and is expected to be in retail outlets soon.

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