

PEOPLE IN BUSINESS

■ Beck, Redden & Secrest announced that **Troy Ford, Geoff Gannaway and Matthew Whitley** have become partners in the firm.

■ Mustang announced the appointment of **Gordon Stirling** as regional director for Europe, North Africa, Middle East, India and Russia, and **Chet Nelson** as regional director for Asia-Pacific. **Michele McNichol** has been named president of Mustang's upstream operations. **Eric Wensel** has been named upstream regional director-Americas.

■ **Kim Bishop** has been promoted to vice president, business development, for McCoy Workplace Solutions.

■ Senior Quality Lifestyles Corp., parent company of the Buckingham retirement community in Houston, has named **Wayne Holtzman** to the board of directors of the SQLC Charitable Foundation.

■ **Andrew L. Fono** has joined Winstead as a shareholder in the energy and environmental practice group.

■ **Dennis Kroll** has joined Custom Rubber Products as director of new product development.

■ Former astronaut **Jose Hernandez** has joined MEI Technologies as executive director, strategic operations.

■ Trammell Crow Co. announced that **Aaron Thielhorn** has been promoted



FORD



GANNAWAY



WHITLEY



STIRLING



NELSON



McNICHOL



WENSEL



BISHOP

to managing director with the firm's Houston business unit.

■ **Darin Reeser** has been promoted to vice president of national accounts at Allstate Benefits.

■ **Will Condrey** has joined the Cushman & Wakefield team led by David Cook and Jeff Peden as an associate who will provide tenant representation services for industrial clients and disposition strategies for owners of distressed properties.

■ **Michael Ciancarelli** has joined Commonwealth Engineering and Construction as director of business development.

■ **Timothy P. Schier** has been promoted to managing director at Cain Brothers & Co.

■ **Lucy Plant** has been named international marketing manager at Fugro Multi Client Services.

■ **Dale D. Smith** has joined the Houston office of Locke Lord Bissell & Liddell as part of its energy and finance practice groups.

■ **Alejandro Colom** has joined Walter P Moore as senior associate and business development manager for its structural diagnostics services group.

■ HFBE, a valuation and investment banking firm, announced the appointment of **Robert L. Moore Jr.**, senior managing director, and **Shishir R. Khetan**, senior managing director, as shareholders of the firm.

■ **Robert Smith III**, senior vice president in charge of the Federal Reserve Bank of Dallas' Houston Branch, will retire effective April 1. **Daron Peschel**, currently vice president at the Houston Branch, will be promoted to vice president in charge of the branch.

■ The U.S. Department of Labor announced its appointment of **Richard Turner**, VALIC vice president and deputy general counsel, to its 2011 Advisory Council on Employee Welfare and Pension Benefit Plans, otherwise known as the ERISA Advisory Council.

■ Hoover Slovacek announced the election of

Paul A. Pilibosian and Dylan B. Russell to partner. Both Pilibosian and Russell are members of the firm's civil litigation section.

■ W.L.S. Asset Management Co. has appointed **Marc Silverstein** as director of business development.

■ **Art Morales** has joined Siebert Brandford Shank & Co. as a managing director in the firm's Houston office.

■ Lutheran Social Services has named **Kathy Johanns** executive director of the Village at Gleanlock Farms.

■ **Chuck Miller** has been appointed global director of sales and marketing for the oil and gas industry solutions group of Emerson Process Management.

■ **Greg Parsons** has been promoted to senior vice president of operations at Benchmark Hospitality International.

■ **Gandy Sorrels**, a partner at Abraham, Watkins, Nichols, Sorrels, Agosto & Friend, has been elected vice president of finance for the Texas Trial

Lawyers Association.

■ **Lauren M. Williams** was appointed senior vice president and chief operating officer of Travis Software Corp.

■ BBVA Compass announced that **Silvia Salle** has been appointed senior vice president and director of portfolio management for its asset management group with a focus on international clientele.

■ **Brandt Waller** has been promoted to first vice president at Trustmark National Bank in Texas. He is a commercial lender in Houston.

■ **Richard O. Faulk**, chair of the litigation department at Gardere Wynne Sewell, has been elected to the American Law Institute.

■ **Pamela Guillote**, owner of America Commercial Real Estate, has been appointed to the board of governors of the Realtor Commercial Alliance for the Texas Association of Realtors.

■ **Michele L. Gibbons** has joined Jones Day as counsel in the banking

and finance practice.

■ Stewart & Stevenson announced the appointment of **Steve Fulgham** as chief executive officer and board member.

■ **Robert F. Corrigan Jr.** has been named vice president, general counsel and corporate secretary of Baylor College of Medicine.

■ **David Moncure** has joined Donovan & Watkins, a Willis Group, in its legal solutions division, as executive vice president of e-discovery services and general counsel.

■ **Grace Nichols** has been elected to the board of directors of the Men's Wearhouse.

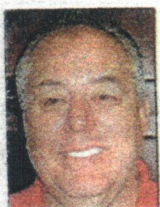
■ **Henry Bragg and Owen Murray** have become partners at Horizon Advisors, a wealth management firm.

■ **Michael Frenkel** has been appointed vice president of research and development at Offshore Hydrocarbon Mapping.

■ **Lori Jamail**, director of marketing at McConnell Jones Lanier & Murphy, has been appointed president of the Houston Chapter of the Association for Accounting Marketing for 2011.

The Chronicle lists appointments to executive-level positions in Houston. Send announcements to katherine.fiser@chron.com.

PEOPLE IN BUSINESS



RAINWATER



FIELDS



SCHLAK



GUILLOTE



ERLICHMAN



JONES



WALTON



WRIGHT

■ LeTourneau Technologies Drilling Systems has named **Phil Rainwater** as senior vice president and general manager.

■ DataCert has promoted **Chris Fields** to chief technology officer and **Curtis Schlak** to vice president of engineering.

■ Realtors Commercial Alliance of the Texas Association of Realtors has appointed **Pamela Guillote**, owner of America Commercial Real Estate, to its board of governors.

■ Blue Horse has promoted **Narkis Erlichman** to vice president, director of media strategies.

■ American Society of Interior Designers/Texas Gulf Coast Chapter has elected **Lynne Jones** as president.

■ Memorial Hermann Northeast Hospital has appointed **Brian J. Walton** as chief financial officer.

■ Omni Houston Hotel Westside has promoted **Elizabeth Wright** to director of finance.

■ Cypress Creek Hospital has hired **Brian Brooker** as chief executive officer.

■ Jones & Carter has promoted **Bobby G. Jones** to senior vice

president, corporate land development; **Thomas M. Stroh** to senior vice president, corporate operations; **Larry A. Weppier** to vice president, corporate construction/QA/QC; **Bryan Jordan** to senior vice president, Houston operations manager; and **Lisa M. Bonham** to land development department manager, Houston office.

■ Walker Parking Consultants has named **Casey Wagner** as managing principal.

■ Comsys IT Partners has named **Amy Bobbitt** senior vice president and chief accounting officer and **Brian Westphal** senior vice president, customer service.

■ **Alice Macfarlane** has joined Ziegler Cooper Architects as senior project manager, workplace studio.

■ Mattress Firm has hired **Dan Palmisano** as media director.

■ AIM Investments has named **John Cooper** as head of U.S. sales.

The Chronicle lists appointments to executive-level positions in Houston. Send announcements to: People in Business Editor, The Houston Chronicle, 801 Texas Ave., Houston, TX 77002. Pictures submitted cannot be returned.

Top honor

Aldine YMCA Volunteer of the Year is named

By **MIKE WARREN**
ThisWeek Correspondent

The Aldine extension of the YMCA recently named commercial real estate agent Pam Guillote as Volunteer of the Year.

Guillote was recognized in early November with other Volunteers of the Year at the YMCA of Greater Houston's 109th annual meeting.

After the Aldine extension was destroyed by fire a year ago, Guillote — a member of the extension board of directors — was instrumental in helping to find a temporary building, said Abel Bush, director.

Guillote chaired the Partners in Youth Campaign, which is the annual fund-raiser for area YMCAs. This year, the campaign raised \$34,000.

"Pam has been very committed in tying the YMCA in with the Greenspoint business district," Bush said. "She has gotten us leads with community and business leaders who have given us donations."

'If it wasn't for volunteers in the community, we wouldn't be able to provide services to families in need in this area.'

Abel Bush, director

Bush said the YMCA relies heavily on volunteers such as Guillote.

"Eight-five percent of our program support comes from volunteers," she said. "I was talking to our board (of directors) this morning and relaying the importance of volunteers."

"We lack the funding to hire new staff people. If it wasn't for volunteers in the community, we wouldn't be able to provide services to families in need in this area."

Guillote, who has served as a board member at the Aldine extension for the past two years, said she hopes she can help provide leadership in the Aldine area. She has been successful in bringing the needs of the extension before Greenspoint area businesses.

"The residential portion (of the area) is low-income housing, but it is adjacent to Greenspoint, which has high-profile businesses," she said.

"The Greenspoint business community is a community of people who have a good volunteer spirit."

In addition to serving as a board member, Guillote can be found each holiday season at Greenspoint Mall, wrapping presents at the YMCA's gift-wrapping store.

Guillote said she volunteers to help provide a place for area children to be involved in constructive activities and away from crime.



Guillote

"The 'Y' has always been there to do that for children," she said. "It's very important to have that available to children."

She said she was surprised and honored to be named Volunteer of the Year.

"The board I serve on has some very fine individuals," she said.

A Port Arthur native, Guillote works for Ingram & Associates, Realtors. Her past honors include being named Progressive Professional of the Year by the Houston Association of Realtors, and she has served on the board of governors of the Texas Association of Realtors commercial investment division.

YMCA director

Pam Guillote has been appointed to the board of directors of the Al-dine YMCA. She remains active in many other civic and charitable associations, as well as in her full-time profession as a commercial Realtor with Ingram & Associates.

Guillote is a past recipient of the Houston Association of Realtors "Progressive Professional" of the Year award.

She served on the board of governors of the Commercial In-



Guillote

vestment Division of the Texas Association of Realtors, which is comprised of 32 governors from throughout the state. Guillote also has been a director of the same organization.

Recently, she also served on the Criminal Justice Committee of the Greater Greenspoint Management District.

In north Houston, she serves on the Economic Development Committee of the North Houston/Greenspoint Chamber of Commerce.

Young Realtors name Guillote 'Progressive Professional'

Pam Guillote, a commercial leasing agent for Ingram & Associates, has been named the Progressive Professional for 1990 by the Houston Association of Realtors. The annual award honors a member of the Houston Young Realtors organization who is well-rounded and exemplifies high ideals of professionalism.

Guillote served as 1987 chairman of the Young Realtors committee, a group of HAR members who are less than 40 years old or who have been in real estate for less than five years. The 300 members of Young Realtors sponsor a variety of social and community activities such

as a recent Make-A-Wish Halloween party for critically ill children, and the children's fingerprinting campaign which Guillote chaired.

She currently serves on the Commercial Multiple Listing Service (CMLS) and the Commercial Services committees of the Houston Association of Realtors. She was responsible for the creation of the CMLS orientation video introduced in the fall of 1989. Guillote also served as a member of the CID task force, a group which determined that a Commercial Investment Division be instituted within the Houston Association of Realtors.

Guillote is also vice chairman of the Texas Association of Realtors Commercial Services committee and has been instrumental in the development of several new statewide forms for use by commercial leasing professionals. Guillote has also planned programs and seminars presented to commercial Realtors at several TAR state functions and has served as a TAR director in 1989 and 1990.

She has been active in her community as a Girl Scout troop leader, publicity chairman of the Klein Oak High School Band, and in charitable and religious volunteer work through her church.

The Progressive Professional Award was presented to Guillote at the annual Houston Association of Realtors award luncheon as was a plaque honoring the 1989 Progressive Professional, Steve Coad of Memorial Realty. Coad was the first recipient of the annual award.



Pam Guillote, Lowery Nabb

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Lukens



Guillote



Soffer

People in business

Max L. Lukens was appointed president of Hughes Tool Co. ... Robin King Mueck was appointed president and chief operating officer of House Hunters Inc. ... Laila M. Asmar has opened an office for the practice of law ... Steven Soffer was named vice president/senior legal council for Stewart Title-Houston division. ... Pam Guillote was appointed vice chairman of the Commercial Services Committee of the Texas Association of Realtors for 1990. ... Gale L. Galloway of GLG Energy Inc. has been elected to the board of trustees of Baylor College of Medicine.

T.W. "Tommy" Hines and P.E. "Paul" Anderson were named vice presidents at Brown & Root U.S.A. Inc.

Shirley McVay Wiseman was elected to the board of directors of U.S. Home Corp. ... Edward H. Bodde III was named senior vice

president of Sakowitz Inc. ... Fred Ferreira was elected president and a member of the board of directors at Allied Waste Industries Inc. ... James E. Startz has been named vice president, account supervisor at Eisaman, Johns & Laws Advertising. ... Mary Simpson was named vice president and cashier of Tanglewood Bank, Houston. ... John F. Goetz was appointed president of Valve Systems & Controls. ... John H. Gray has joined Torch Energy Marketing Inc. as president.

Cindy L. Lehman has been named vice president of GasTrak Corp. ... Henry J. Gruy of Gruy Engineering Corp. has been elected to the National Academy of Engineering. ... Lloyd H. Sidwell has been named chief executive of Family Service Center. ... Mark A. Wallace has been appointed chief executive director of Texas Children's Hospital.

Business



TOP LEASING AGENT.
Pamela Guillote of Cypresswood, is executive director of leasing for Americana Realty Mart at 1101 Post Oak Blvd. She has been placed in the top 5 percent of commercial leasing agents in Houston.

PAM GUILLOTE IS AN A.C.R.E. MEMBER TO KNOW

Pamela Guillote is Executive Director of Leasing for Americana Realty Mart at 1101 Post Oak Blvd. The company, which is owned by Pam's family, also has an office in Port Arthur, Texas.

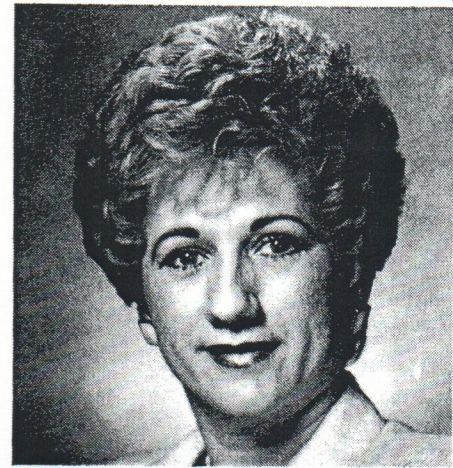
Pamela has been the Director of Leasing for the past four years. During the last twelve months she has leased approximately 70,270. sq. ft. of office, retail, and industrial space in the Houston area.

Pam's family also owns Americo Deco, and Pam is able to meet all of her client's needs: selling or leasing them real estate and doing the build out and interior design work as well.

Prior to working with American Realty Mart and Americo Deco, Pam worked in residential real estate with Perry Story Realtors and American Executive Realty.

She received her formal education at Central Texas College, North Harris County College, and the Gulf Coast School of Real Estate. She has also attended many real estate seminars in the past few years.

Pam is a member of A.C.R.E., N.A.R., T.A.R., H.B.O.R., and the C.M.L.S. She is currently serving as Chairman of the H.B.O.R. Young Realtors Committee. She was recently appointed by Bill Stinson, President of T.A.R. to serve on the Commercial Services Committee of the T.A.R.



She has also been appointed by Buddy Beverly, Chairman of the 1988 Commercial Services Committee, to spearhead the planning of the Commercial Services Committee Seminar which will be held at the June T.A.R. Convention in Corpus Christi.

Pam, married and the mother of two children, is extremely active in various real estate areas. However, she also has a very wide variety of other interests, including charitable works. She served as a troop leader with the Girl Scouts of America, as a Catholic religious education teacher, and as a writer for her subdivision newspaper. She was publicity chairman for the Klein Oak High School Band, and provided her local newspaper with information about the awards and achievements of the children in various schools in her area.

In addition to all of these activities, Pam also enjoys music, dancing and theater arts. She is also a former member of the Johnny Daenen Dance Academy, The Ada Duck-et Modeling and Charm School, and the Melody Maids.

Pam Guillote is most certainly an A.C.R.E. member to know.



Selling real estate becomes family tradition

By ROB BERRY
Staff Writer

Don't ask them why they sell property.

Don't ask them why they rent space. Just like Hank Williams Jr., they'll smile and tell you it's a family tradition.

They, in this case, are the women of the Barbin family, and the tradition is one of success in the world of real estate.

Barbara Barbin and her two daughters, Pam Guillote and Myrtis Miller, have been causing quite a stir in the Texas real estate market.

The tradition began in 1975 when Barbin started Americana Realty Mart in Port Arthur.

"I guess I started all this," Barbin said. "I had four children and was a housewife when I got into this. I leased this building, and I bought it the next year."

That was the beginning of a business that has come to include her two daughters and a smattering of other family members over the past 10 or so years.

Barbin and Guillote are now in Houston, selling and leasing commercial real estate, while Miller remains in Port Arthur selling single-family homes.

Each has achieved more than just a measure of success:

- Barbin has not only survived the tumultuous years of the oil bust in Houston, but has thrived.

"Oil and real estate bombed out, but because of diversification we survived," said Barbin, who also operates interior design, beauty and travel businesses. "We are located in a multistory office building, and I'm anticipating buying that building, now."

- Guillote was so busy during 1987 that she never put a pencil to just how much commercial space she had leased during the year. When pressed to do so, the total came to more than 70,000 square feet.

"I had not been in the business



Staff photo by Dave Cruz

Pam Guillote, left, Barbara Barbin and Myrtis Miller discuss the relationship between family and business

long enough to know what was a good year," Guillote said.

It was good enough to place her in the top five leasing agents in the city for the year.

- Miller entered the real estate

field because of what she described as a strong motivational force — her monthly bills.

"When raising five kids, you have some pretty big overhead," Miller said. Her work in 1987

earned her the "Realtor of the Year" award from the local Board of Realtors.

All three women claim the secret of their success comes from a genuine love of people.

"People are very important to me," Barbin said. "If I can't give them all of my time, then I don't want to give them any of it."

"I do not believe in putting people in homes that they are going to call me back a year later and want to list it because they can't make the notes," Miller said.

"We all have common traits," Guillote said. "Our children come first, and we will put a customer on hold — but not for long."

All three believe in putting something back into the industry that has been good to them.

All are members of professional organizations and work to upgrade the educational and ethical standards of the field.

"I got very annoyed last year at

an article that said Realtors were overpaid and did not work hard enough for their money," Barbin said.

"This is a profession that is constantly upgrading itself, but it also is a profession that has an image problem," she said.

The image of the fly-by-night real estate agent who will sell a person a house beyond the person's means or who will sell a building with hidden problems haunts all ethical agents, Barbin said.

"Sooner or later, it catches up with them," she said. "Unfortunately, personalities are a problem in this business."

As for the future, the three women say they want to continue doing what they've been doing in the past — taking family members and making successful real estate professionals out of them.

"I'm still working on more," Barbin said. "I expect to work my two sons into this endeavor."