

Giovanni Gaglianese  
Entrepreneurship

Mike Nuticelli is the CEO and President of Parlec, Inc. He first started working for this company beneath his father, the owner. Given Mike's background and upbringing, it can truly be said of him that he's no stranger to hard work. He attended Aquinas Institute- his dream of schools. Mike first began his livelihood in his father's shop sweeping floors and then worked his way up to selling hot dogs, hamburgers and lemonade to workers putting in the new city sewer system at the age of seven. He began selling apples at the age of eight, cutting lawns and performing various other peculiar jobs from age nine to eleven. But it was when he turned thirteen that he was given his first "real" job, an experience that would forever change him. He was employed by his father to come and work at Nationwide Tool & Die on Exchange Street in Rochester. In this first job Mike was paid \$2.50 an hour to wash the windows, a figure that seemed astronomical to him at the time. He would later become CEO no less and diversify his customers. Even though Xerox was their top customer and that made them prosperous he knew that if they were to collapse his company will too. He would then go on to get contracts from other businesses in an attempt to diversify.

What really made this experience working in his father's shop such a turning point, nonetheless, is that Mike was able for the first time to see all kinds of different personalities at work, and perceive how they each helped to contribute to the overall success of the company. Mike was a risk taker and whether you failed or not didn't matter as long as he saw you striving for success. This quote best defines Mike's turning point, "To exist is to

change, to change is to mature, to mature is to go on creating oneself endlessly." Mike often adapted, took risks and saw the positive in striving for success.

Parlec was established in 1948. Since then the company has developed products and services which have become well known and recognized in the industry. Occupying over 100,000 square feet of manufacturing space and distribution space, our five major product lines consist of more than 8,000 individual products, most of which are manufactured at a facility in Fairport, New York, just outside of Rochester. Parlec has developed a global network of sales, engineering, manufacturing, and service throughout North America, Europe, and Asia, with more than 750 distributors throughout the world.

Giovanni LiDestri, president and CEO of LiDestri Foods Inc. in Fairport was destined for business. Today LiDestri Foods is the largest tomato-based manufacturer in the United States. However, this didn't pop up out of nowhere. Moving here from Italy when he was fourteen his life would soon change. He and his family were astonished with the liberal ways of America and he would eventually get a job along with his mom. He first recognized the value of hard work when his family bought a house of their own-the American dream. He started work in the same base industry for the majority of his career one that practiced the value of company loyalty. It all started when Ralph Cantisano, president of Ragu Packing Company asked him if he would like to change his long-held part time position at the company into a permanent position. Giovanni was able to demonstrate the real practical value of his work ethic and drive to succeed. The company would later be bought but the two of them decided to return to the pasta sauce business. Ralph would put up the money for the equipment and Giovanni would manage the business. Their business would

eventually become successful making sauces for many other well-known companies such as Heinz, Frito-Lay, Nestle and Newman's Own, as well as store brands like Wegmans. His devotion more than anything else is what has brought him to where he stands today as one of the most successful entrepreneurs of his generation. It was a dream that first began to materialize with that house purchased by his parents and their attempt at a better life something that can be summed up by a quote, "You miss 100% of the shots you never take."