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Clarke Medallion

Friends in Deed



Dean Larry Pulley, Charlie Banks and Professor Todd Mooradian

Clarke Medallion Awarded to Charles Banks, Dane Brooksher

The Mason School of Business awarded its highest honor — the T.C. and Elizabeth Clarke School of Business Medallion — to two great partners this fall bringing together friends and colleagues of the Mason

community.

Charles Banks and K. Dane Brooksher (below), were honored for their distinguished careers in management and commitment to the highest ethical standards.

“We think of this as our Nobel Prize,” said Dean Lawrence Pulley. “It is something we care deeply about and take very seriously.”

On September 7, Charles Banks, retired CEO of Wolseley PLC, and a great friend to the Mason School of Business, received the Clarke Medallion at an evening filled with stories of friendship.

“I love William and Mary, and no matter what I may have achieved in the business world, this is one thing I will cherish, this award and what it stands for,” Banks said.

Banks’ extraordinary career spanned nearly 40 years with Ferguson Enterprises, and its parent company, U.K.-based Wolseley plc, the world’s leading distributor of plumbing, heating, and building supplies. Ferguson Enterprises, based in Newport News, Virginia, was acquired by Wolseley in 1982 and is the nation’s largest distributors of plumbing and heating supplies.

Banks began with Ferguson in 1967 and was appointed CEO in 1989. He served in that role until 2001, when he was appointed Group Chief Executive of Wolseley. During his tenure with Ferguson, the company grew from \$600 million in annual sales to more than \$3 billion annually. Under Banks’ direction, Wolseley’s annual sales doubled to more than \$26 billion and the company’s share price rose from approximately \$5 to more than \$20. After five busy and successful years, Banks retired in July.

Charlie played an equally active role with William and Mary, serving on the School of Business Sponsors, Inc. — now The William and Mary School of Business Foundation Board — since 1989. He served as board chairman from 1992 – 2001 and was named an Honorary Alumnus of the College in 2005.

Charlie will continue his service to The Mason School and business students as a Senior Advisor to the Foundation, and was recently named by Governor Kaine to serve on the Board of Visitors.

“In the end all this is about an institution that has a special place in the history of America, about a place that you care about because you can do some good, and help young people. We have a great mission and opportunity here. Let’s keep moving it forward because we can do great things,” said Banks before a crowd of friends and colleagues.



K. Dane Brooksher BA'61

Driven By Passion

On November 2, K. Dane Brooksher received the Clarke Medallion. Brooksher, a 1961 graduate of the College of William and Mary, is Chairman of ProLogis, a \$15 billion company that he founded in 1993. Based in Denver, Colorado, ProLogis is the world's largest global provider of distribution services and facilities, with more than 2,400 facilities owned, managed and under development in 81 markets throughout North America, Europe, and Asia.

Before founding ProLogis, Brooksher was with the accounting firm KPMG Peat Marwick (now KPMG LLP) for 32 years, serving as Mid-West Area Managing Partner and Chicago Office Managing Partner. He was a member of the firm's Board of Directors and Management Committee and was the International Development Partner responsible for Belgium, The Netherlands, and Netherland Antilles. He was the Chief Executive Officer for ProLogis from 1993 through 2004.

Like Charlie Banks, Dane Brooksher knew T.C. Clarke.

"I had the pleasure of working with T.C. before his passing. He was Chairman of the Board of Sponsors, which I also served on," Brooksher said in a phone interview from Colorado in early October. "It is a very special honor for me to receive an award that has his name on it."

Brooksher also has a long association with the College of William and Mary. He received his Bachelor of Arts degree in 1961 with a concentration in business and accounting — there was no business school at that time — and has played an important leadership role at the school over the ensuing years. He is a trustee of the William and Mary Business School Foundation and served as a past Chairman of the Board of Sponsors of the School of Business (predecessor to the Foundation). He is also a Trustee Emeritus and past Treasurer of the William and Mary Endowment Association, a member of the President's Council, and a recipient of the 1991 Alumni Medallion.

"The Clarke Medallion is awarded by the faculty and recognizes principled business achievement at the highest levels. It is given to someone whom we wish to hold high as a role model for our students and for us," said Dean Pulley. "No one better epitomizes the ideals of the Clarke Medallion than Dane Brooksher. He is highly regarded both for his integrity and for his acumen as a business leader and manager."

Brooksher credits supportive and creative professors for his success — and passion. He believes that in anything you do, personally or professionally, you must be passionate about it or not bother doing it at all.

"Pretending just comes across that way," he said. "The passion you generate is directly proportional to the success and satisfaction you get from your endeavors."

The Clarke Medallion award was established in 1975 as an honor bestowed upon exceptional individuals who epitomize the characteristics the College seeks to instill in its Business School students. Award recipients are selected by The Mason School of Business faculty. A special committee submits nominations for a faculty-wide vote. The award was named in 1989 in honor of Thomas Clifford and Elizabeth Clarke in recognition of their exemplary generosity and support to the Business School and The College of William and Mary. Previous recipients of the Medallion include Thomas J. Watson, Jr. of IBM, the late Kathryn

Graham of the Washington Post Company, Sam Walton of Wal-Mart Stores, Inc., and Frank Borman of Eastern Airlines, Inc.



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