

TRANSCRIPT: GLENN COLLINS, III INTERVIEW

Dr. Glenn S. Collins, III · Serial Entrepreneur

TRANSCRIPT

An interview with Dr. Glenn S. Collins, III, Founder of Neodyme Technologies Corporation. Collins is a 1980 graduate from Texas A&M and an inducted member of the Tyrus R. Timm Honor Registry.

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Could you please introduce yourself and tell us a little about your career?

My name is Glenn Collins, and I'm a 1980 graduate of Texas A&M University with a PhD. I got my BS and MS degrees at Oklahoma State University, and I stayed on, they asked me to stay at Texas A&M, where I taught the two PhD courses in quantitative methods, and I went on from there. I left after three years and started building my own companies, and I've had a very long run and built some very large companies, companies over 100 million dollars, and I used, predominantly, my experience that I had a Texas A&M University in economics.

What activities at Texas A&M most helped your career?

Well, there's no question the quantitative methods was a big help, and also the software, and being able to write and code software because it makes things very logical. When you run a business, okay, you need to be very logical about the way you run things, and those experiences, especially the courses they teach, you know, help develop that logic to make it a very good program.

What specific advice do you have for those looking to start their own businesses?

I'd say the main thing is treat people right, and if you treat people right then basically good things happen. And the secret of making any company is that you've got to be energetic, and you've got to work harder than everybody else in a company, and you've got to treat people very well so they want to be part of the company. When we had our companies, okay, most of the people in that community would want to work for us, okay, because they liked the lifestyle that they live, and they also like the type of work we did.

What advice do you have for students looking to match your own successes?

Oh, I would definitely say you definitely want to enter in the field of economics...and, but it's from that you understand what the economic picture is, which is becoming a very important part of today's world, and by doing so, okay, you build the blocks that you're going to need to be successful in any endeavor you make take in life.

What advice do you have for students unsure of career decisions?

I would say go and talk to your advisors. Okay, you sit down and look at all the different courses that each particular advisor talks to you about, and basically weigh those opportunities about what you want to do the rest of your life, and if you're not certain, okay, like there were many times I was uncertain what I want to do. At first, I wanted to be a vet, okay, but once I started look—taking courses and economic curriculum, especially Ag Econ, okay, it changed all of that, and once, once you've got that, I think economics drives the world and especially in this day and age with—with all the tech stuff.

How can one maintain the flexibility necessary to handle multiple businesses?

Well, a lot of businesses are all basically the same but we were basically service businesses, and so they're very, very similar. The main thing is getting a handle, okay, on what your objectives are for that business, and what the goals are for that business, and whether or not you have a product that's marketable. If you don't have a product that's marketable then you're not going to be very successful, and that's where the economics comes in, and that's where your training and your background, especially from someplace like Texas A&M University, comes in.

What are your thoughts on being inducted to the Tyrus R. Timm Honor Registry?

Oh it's very—I'm very honored, and it came as a complete surprise of me, and I think it's great, and my whole family thinks it's wonderful, and it shows that basically there are...there can be some very successful candidates that come out of Texas A&M University, okay, and that can pursue excellence in everything they try to accomplish.

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How have you managed to balance time for family, work, and other commitments?

Well, if you ask my family, they'll say I don't balance it very well, and because I'm one of these individuals that tend to work very long hours, and get very excited, and I tend to, you know, have my fingers in all different sorts of things. So, it becomes a balance, and usually when I get out of balance is when the family usually says, you know, "You're working too many hours," and so then I'll cut back and I'll redesign where I'm involved in so that I don't have to spend so much time.

Is there anything else that you would like to tell viewers?

Oh I would definitely say that the people involved in Texas A&M University, especially in Ag Econ, have been great to me, and they've been great you know for my family, and they're a wonderful place to attend, and it's a great place to get an education.

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