

### **Paul W. Robey III**

*Executive Vice-President for Vision, LLC  
Class of 1964*



Paul Robey describes his life as a student at Needham High School as one of constant highs and lows. When test scores were good, life was good; when a girl he was interested in did not acknowledge him as they passed in the corridor, life was not so good. The High School for Paul was a testing ground for his confidence. The football and baseball teams that he played on exceeded their potential, so Paul and his teammates were especially proud of their achievements. During the 60's, Needham won the Bay State League trophy several times.

In Paul's day, there were no cliques: students "hung" in groups. The High School provided many varied activities, so that students had opportunities to meet and interact with their peers. Paul remembers that everyone had a nickname, usually stemming from a specific incident, physical appearance, or an amusing connection with a name; for example, Greg Stone was known as Rocky Stone, "don't take him for granite."

Paul admired his high school teachers. They all were, he says, conscientious and hard-working. Studies were certainly challenging, a major reason Paul and his friends looked forward to classes that were not only informative but also humorous, such as, Mr. Griffin's psychology class or Uncle Horace Herlihy's physics class. Academically, one of Paul's most valuable experiences was writing a term paper. The process gave him the organization skills he has made use of in both his professional and personal life.

Paul credits Needham High School with providing him many valuable life lessons. In high school, he learned to accept people for who they are and not to prejudge others on the basis of religion, race, or personality traits. He also learned to respect people. "What people tell me, I believe," Paul says. "I do not look for double meanings; as a result, my life has been simplified, and stress lessened." His success on the baseball and football fields gave him confidence and helped him shape a solid career in business. The most important lesson he learned from playing sports, however, was the importance of being the member of a team— sharing wins and losses, valuing the friendship of teammates, a lesson that has influenced him in business. One of the keys to a successful career in business, according

to Paul, is the ability to enjoy meeting people.

Paul graduated with a B.S. degree from Providence College in 1968. After graduation, he began his career as a Sales Specialist for the Campbell Soup Company; then in 1975, he was employed as District Sales Manger by Berol, USA, a writing instrument manufacturer. In 1981, he established and served as President of The Robey Company, a new manufacturers' representative group, marketing and selling office products in New England. Three years later, he built a nationally known organization that helped redefine the image, role, and direction of the independent manufacturers' representative organization. This organization was named Robey - Peoples Inc., and Paul served as president. In 2001, this company merged with another manufacturers' representative group to become one of the largest office product representative groups in the USA.

Besides his impressive career as a business man, Paul has made many contributions to his community. Besides managing Little League baseball teams, he has managed all levels of youngsters in Babe Ruth Baseball for 17 years. Paul is also active in the Needham Exchange Club, organizing the Sunshine Special for day trips for seniors, supervising events in the Fourth of July celebration, and working with students from the first to the fifth grade in the American Flag Education Program. He also served on the committee for the 100 Year Thanksgiving Day Game in 1982. In 2001, he was named "Local Hero" in the Needham Times for his volunteer efforts.

Paul Robey is a man of values. He loves his family; he loves his job; he loves his town. Working in various programs in Needham, he has had a positive influence on over 4,000 young athletes and their parents. He is blessed with friends because he believes that positive relationships are keys to success and happiness. At this time in his life, he can say confidently, "I have no regrets." Paul has said that he is humbled and honored to have been nominated for the Distinguished Career Award. It is an award that he has earned through his many years of dedication and service to his community.

*E.B.*