

5-14-2003

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### Recommended Citation

Hart, Denise, "UNHs Whittemore School Honors Paul J Holloway Jr for Distinguished Service" (2003). *UNH Today*. 1926.  
<http://scholars.unh.edu/news/1926>

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# UNH's Whittemore School Honors Paul J. Holloway Jr. for Distinguished Service

By [Denise Hart](#)  
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May 14, 2003

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DURHAM, N.H.-- Exeter business leader and entrepreneur Paul J. Holloway, Jr. was honored by the University of New Hampshire's Whittemore School of Business and Economics with the Laurence F. Whittemore Distinguished Service Medal at an awards banquet May 2, 2003.



**Paul Holloway,**  
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The medal is the highest honor given by the Whittemore School and recognizes an individual from industry, government or education who has made significant contributions over a period of time to the school's programs, faculty and students, transforming it in a substantial way. Steven Bolander, dean of the Whittemore School, presented the medal to Holloway.

"Paul Holloway has been a strong and consistent supporter of the Whittemore School," says Bolander. "He and his family have been active participants in the Holloway competition for 15 years. He has served as a member of the School's Advisory Board for many years as well as in numerous roles on behalf of the university. Paul's mentoring, leadership and involvement in the school have contributed to making this a better place."

"I have worked with Paul Holloway for 13 years," notes Bill Naumes, associate professor of management and entrepreneurship at the Whittemore School. "He helped us to develop what has become one of the best entrepreneurship programs in the region. He sponsors one of the oldest business plan competitions in the country. Paul also came forward with funds that enabled us to bring in a wealth of external speakers that now comprises the Holloway Seminar Series in Entrepreneurship. The series, which is open to the public, exposes our students to business leaders with a greater depth of experience than what we can give them from our academic background. Paul has always been an innovator willing to share his knowledge, expertise and resources to improve the teaching process."

Holloway began his career in the automotive industry, following his graduation from Temple University, as a district manager for Buick Motor Division. In 1967, Holloway invested all his assets in a Buick-Pontiac dealership in Exeter, renaming it Dreher-Holloway. At that time, the dealership sold 90 new and used cars a year. Holloway sold 650 cars in his first year, launching a business that today has revenues of \$170 million and employs more than 200 people at five dealerships.

As he built the business into one of the largest dealerships in New Hampshire, Holloway always stressed customer service and client satisfaction. He has won numerous industry awards, including Pontiac's Five-Star Service Achievers Award and the Buick Customer Satisfaction Award.

Holloway was president of the 19,500-member National Automobile Dealers Association from 1998 to 1999. One of his goals as president was to rebuild trust between dealers and car manufacturers; another was to take the lead on legislative matters for the organization by maintaining ties with key legislators in Washington.

He went on to apply his business acumen in new directions and became a pioneer in the development and management of eldercare facilities, creating new standards of excellence in the field. For many years, he was a partner in the Clipper Nursing and Retirement Homes, a business he sold in 1997.

Holloway has also demonstrated a strong commitment to public service throughout his active and busy career. He has served as chair of the University System of New Hampshire (USNH) Board of Trustees and spearheaded fund-raising programs at Temple University, Governor Dummer Academy, and the New Hampshire Charitable Foundation. Holloway has many times been recognized for his work on behalf of education in the state. He has received the Robert Frost Contemporary American Award, the University of New Hampshire Alumni Association Profile of Service Award, the USNH Chancellor's Award, and an honorary doctorate from UNH.

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