

Doron founder remembered for his honesty

Wenzinger, 79, dies after battling lung cancer

By MY-LY NGUYEN
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Carl J. Wenzinger was among the first to take a pay cut if Doron Precision Systems Inc. of Binghamton experienced tough times in the driving simulation systems business, his son Don Wenzinger said.

"In the good years, the first people to benefit were the employees," Doron President Don Wenzinger said. "He'd make sure that they received bonuses and raises. In the not-so-good years, before layoffs were even discussed, the management starting with him were the first people to take pay cuts. It was very important to him that he was a good provider



WENZINGER

both to the family and to his Doron family." Mr. Carl Wenzinger, a founder, past president and chairman of Doron, died Monday after being diagnosed with lung cancer about four months ago, said his wife of 57 years, Dorothy Wenzinger. He was 79.

In 1970, Mr. Wenzinger co-founded Doron Electronics Inc., which three years later merged into Doron Precision Systems, a company that was formed to acquire the driver training and learning systems business from the Singer Co. Today, Doron operates from its 97,000-square-foot corporate headquarters on Court Street in Binghamton. The company employs about 50 people.

"He was always concerned with not only the bottom line but with his employees' welfare," said Frank Nemia, a labor and employment lawyer at Coughlin & Gerhart in Binghamton, who represented Mr. Wenzinger and Doron since the company's inception. "I have never had a client who was as honest and up front as he was even if it was a detriment to his company. Honesty was his policy. His company grew as a result of that."

It was that guiding principle and others that he passed on to his family and colleagues.

"The first lesson he taught me in business is no deal is a good deal unless everybody benefits," said Don Wenzinger, recalling when he started a woodworking business out of the family garage at around age 13. "What he meant by that is just because you may be in a powerful position in business you should never take advantage of anyone. You should make sure everyone comes out ahead. He had an integrity about him that you don't find in a lot of business people."

When a second son, Ron Wenzinger of Whitney Point, left Doron after nine years to become a pastor, Mr. Wenzinger was supportive.

"It was one of the few times I saw tears well up in his eyes. They were tears of joy," said 50-year-old Ron Wenzinger, pastor of the Whitney Point and Triangle United Methodist churches. "That speaks volumes about him. He liked to bring out the best in everybody, whether it was a family member or employee."

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Mr. Wenzinger was a member of the Broome County Chamber of Commerce board of directors and the Broome County Airport Advisory Board, serving as its chairman for many years. He also served on the executive committee of the American Driver and Traffic Safety Education Association and was a member of numerous other business and civic organizations.

Mr. Wenzinger is survived by his wife, four children and their spouses, a brother, grandchildren and great-grandchildren.

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Memorial Services

The family will receive friends from 2 to 4 p.m. and from 6 to 8 p.m. Friday at the Wm. R. Chase & Son Funeral Home, 737 Chenango St., Port Dickinson.

A memorial service will be held at 11 a.m. Saturday at Vestal Center United Methodist Church.

A private burial will be held at a later date.