

## Glenn Cassell Class of 1952 Owner of Communications Electronics



Glenn was born on November 16<sup>th</sup>, 1934, in a small town near Marion, Va. His parents moved to Poolesville, Md. when he was 8 months old where his father worked on a dairy farm. He thinks he attended half the schools in Maryland! Glenn started at Dickerson, Md. and attended 8 different schools before graduation in 1952 from Franklin. He worked on a farm near Manchester, Md. and was drafted into the U.S. Army in December of 1953. He was selected to attend Electronics school after Basic training and ended up at White Sands Proving Grounds in White Sands, New Mexico where he worked on the “fusing system” of the Atomic Bomb. It was pretty scary stuff for a farm boy from Maryland! While in the service, he married a Manchester, Md. gal who worked at Rus-Joy Inn who he had met soon after he graduated.

After Glenn was discharged from the service in September of 1955, he moved back to the farm where his daughter, Vicki was born. He worked as farm machinery salesman at Wertz Garage in Lineboro Md. and later moved on to set up and run a dairy that pasteurized, bottled and retailed milk in Westminster Md. (Swissvale Dairy) After 5 years as Plant Manager, he finally went into his first job that made use of his army training and started as an equipment installer at Wrights Radio in Hampstead Md. After working there and attending night school, he was able to get his 2<sup>nd</sup> class radio license which authorized him to work on radio transmitters. He then started running service calls on radio equipment all over the state. In 1962, Glenn left Wrights and along with 2 other guys, started North Carroll Communications in Westminster. He did road service and sold radio

equipment for North Carroll for 12 years. At the age of 40, he decided that he wanted to start a business of his own. His children were all still in school and he wanted them to have an opportunity to work with him if they wanted to. He sold his share of North Carroll and parted as friends (and still am) with his partners and 2 years later on April Fools Day in 1976, started Communications Electronics Inc. in the old Farmers and Merchants Bank building in Fowblesburg, Md. It was himself, his wife Ruth, and one other person. His business was two-way radio sales and service all over Maryland. In 1984, he took a huge gamble and moved to a leased building in Timonium in anticipation of the Baltimore/Washington Cellular system turn on. They had 7 people at that time.

In those first 8 years, his 2 sons, Scott and Roger and his daughter Vicki, had decided that they wanted to work in the family business. Vicki was doing all the bookkeeping, Scott was a service technician and Roger was an installer. The business really took off after the move and in 2003 his last son, Mike, who is a graduate of the University of Maryland Electrical Engineering School, came home from Australia and joined the rest of the family in the business. Three of the four children have been in the business for over 30 years!! Glenn now works 1-2 days a week and the company is now run by an executive committee with his son Roger as president and 2 of the 3 other children as members plus 2 other longtime employees. They run the company with very little intervention from him at this point. He says the scary thing is, that they are doing a better job than when he runs things alone!!

Communications Electronics now owns its own 3 buildings in Timonium and has 105 employees with 21 Cellular stores in Maryland and Delaware. They also have a wireless branch in Harrisburg Pa. He is extremely grateful that his children are such hard workers and work together for the good of the business. There is also a grandson who manages 3 cellular stores and one grandson who works as a part-time salesperson. They all have worked together to grow the business over the last 35 years. It is far more than he could have hoped for in 1976!!!

He mentions that he has not had a great deal of time to do a lot for the community over the years because of the demands of the business, however here is a list of a couple of the things that he did manage to do and is proud of:

Past Member of the Westminster Rotary Club  
President of Hampstead Elementary School PTA (1972)  
Chairman of North Carroll High School Building Committee (1974)  
Director Farmers & Merchants Bank (1988-2011)  
Director Piney Branch Golf and Country Club  
President Piney Branch Golf and Country Club  
Chairman of the Board Farmers & Merchants Bank (2006)

**A quote from Glenn:**

“I am grateful to the faculty and classmates at Franklin High School who did as much to influence my life as any other single factor. Mrs. Huttenhaur, Mrs. Seabold and “Sox Seabold” as well as the “Class of 52” were people who helped shape the direction of my life. I am also proud of not only my children but also my 15 grandchildren and last but not least to Ruth, my wife of 55 years who has put up with more than I could ever begin to list. She has supported all the decisions over the years.”