

Name: **Nai-Nan Ko** 柯乃南

Year Graduated: 1966, Electrical

Engineering Alumni Chapter

Region: 新英格蘭地區



柯乃南全家福

#### **Positions Held:**

- President, Toyota / Datsun / Chrysler / Isuzu Dealership in Massachusset

#### **Contributions:**

- . • Served as the member of the Board of Directors ofNCKU-NAAFI, donated generously to the Alumni Association
- . • Served as the President ofNCKU-New England Chapter from 1996 to 1998
- . • Contributed significantly to the welfare of cultural and humanitarian activities in Boston area.
- . • The auto dealership is regularly the benefactor or sponsor of various civic and social programs, particularly in support of the Greater Boston Chinese Cultural Association activities.

#### **Most Memorable Experience:**

It has been more than 26 years since I came to this country in September of 1968. When I came here to attend Boston University as a graduate student in Aerospace Engineering, I never thought I would end up in the automobile business. I arrived here with a briefcase and \$300 in my pocket. Like everyone

else, I needed to support myself. I got a part-time job working for Peter Fuller Imported Cars on Commonwealth Ave. across from B.U. I was paid \$3.25 an hour. Two years later, I got married and was promoted to Parts Manager at a Datsun dealership in Arlington, MA. I took a risk and opened an exclusive Japanese auto repair shop in Cambridge. In 12 years, it grew to a thriving repair center and had developed a solid reputation relying on customer referrals. In 1984, I took another risk and purchased a Datsun dealership in Cambridge and began selling cars. Again, we were successful because we had built a reputation of fair and honest service... and our customers responded. In 1989, I purchased an absentee-owner Toyota dealership in Wellesley, MA. In just one month, we were able to turn the company around and began building a reputation for ourselves. This is a very exciting business, because it changes all the time. In order to stay ahead of the competition, I constantly have to look around and think about my next step... I love my job!

追蹤系列默默耕耘獎得獎人，柯乃南 (謝續雯報導) 2001 年默默耕耘獎得獎人柯乃南是機械系1966 級，北美成大基金會創辦人之一，也是現任基金會董事。他於1968 年來美留學。就學期間，一邊讀書，一邊在修車廠打工。由於打工期間對汽車產生濃厚的興趣，畢業後他選擇自己鍾愛的汽車行業為職，並先後在加油站、修車廠、汽車經銷商服務，也因此累積了豐富的汽車相關知識與實務經驗。柯學長從事該行業已有三十年，成績斐然，在波士頓代理銷售：日產、豐田、克萊斯勒 (Chrysler Jeep) 和50 鈴 (Isuzu) 汽車。不久前才讓出日產代理，專注於豐田和 Chrysler Jeep 的銷售，現有員工一百六十多人。

談到基金會，柯學長表示，大部份華人社團以交友為目的。北美成大基金會則是一個希望做事的組織。成立過程中，現任董事長吳漢南學長曾兩度造訪，提出他

的想法，兩人理念相同，相談甚歡，自此，基金會即獲其全力支持。至於未來基金會的方向，柯學長提出幾點看法：第一，基金會需要足夠的資金，才能發揮最大功能。資金多，利息就多，提供服務才有可能。到目前為止，基金會募款並不順利。美國一般基金會的運作是花五十萬募得一百萬。成大基金會現由義工於工作之餘奉獻心力，要募款確有困難。其實，成大校友有成就的很多，財力也很雄厚，只可惜沒有把力量凝聚起來。只要能找到一千位校友，每人捐一千美元，一百萬美元的實力，就可以讓基金會完全改觀。第二，基金會需要永久地址和一位有給職的負責人，才易於運作。基金會能做的事情，可大可小，但若沒有專人負責，事情很難推動。募得資金的下一步，就是讓捐款人瞭解基金會能做什麼，想做什麼，做過什麼。如果能得到捐款人的認同，財源自然不是問題。所以有專人負責相當重要，永久地址亦然。他特別呼籲在美校友於融入美國社會同時，認清自己的社會責任。給社會更多的關懷，對母校和校友的關注，更不可少。柯學長夫人亦是校友，交管系畢業。夫婦兩人在美攜手打拼，不但事業有成，而且家庭幸福美滿。子女四人皆出自長春藤名校，不但學業傑出，更是體育健將。么兒去年夏天甫自哥倫比亞大學畢業，不日將繼承乃父衣鉢，將汽車事業更爲發揚光大。在不久的將來事業交棒後，柯學長希望更深入美國社會，發揮華人的力量。他認爲華人應關心政治，甚至積極參與，支持華人參政，進而對政治造成影響力。讓華人在美國社會得到應有的重視與肯定。