

Found in Translation

Carlos and Robert Santiago manage an award-winning agency, founded by their mother, that provides translation services for numerous industries.

It's the opposite of sibling rivalry at Para-Plus Translations in Barrington, New Jersey. Vice president Carlos Santiago CC'98, GSE'06 and his brother, chief operating officer Robert Santiago ENG'92, reveal how they manage the family business that provides interpreters and translators in more than 100 languages.



Brothers Carlos, standing, and Robert Santiago, right, helped grow Para-Plus Translations, which their mother, Sonia, left, founded out of their home in 1980, into a thriving small business.

Rutgers Magazine: *Who are some of the people you've helped?*

Carlos Santiago: We do a lot for the legal, medical, and education industries. There are a lot of first-generation parents who are not proficient in English. So school systems will request interpreters when there are meetings about a child.

Robert Santiago: We also completed a translation for an American couple looking to adopt a Russian child.

RM: *What language is requested most often?*

CS: Spanish. We also do a fair amount of business with sign language, Vietnamese, and Indian dialects.

RM: *How does being brothers affect your working relationship?*

CS: We've both watched Para-Plus develop from a small thing our mother, Sonia, started in 1980 in the back of our house into the successful company it is today. Working together has actually brought our family closer. The daily interactions we have aren't only about work, but also about our lives.

RM: *Para-Plus recently won a contract with the State of Delaware and, in 2011, received the Small Business Growth Success Award from the New Jersey Small Business Development Centers. What are your goals?*

RS: Carlos and I don't sit down and say, "We want to make this a \$20-million company." I'm fine with controlled and managed growth, but I think it's more important to keep the values of the company intact.

CS: We want to run our organization in such a way that our employees are happy. Everything follows from that—good work and good service to our customers.

— Molly Petrilla

► Does Rutgers run in your family? Tell us at Ralumni.com/update if any of your relatives are alumni.

69 Fredric P. Lavinthal RC'69, NLA'72 was included in the 2012 edition of *Best Lawyers in America*. He works at Wolff and Samson PC and is recognized in the areas of real-estate litigation and law.

Class Column: *Tad Kallini RC'69, the self-titled "leisure-skills development specialist," and his wife, Susan, enjoy occasionally sunny Champions Gate in central Florida. He managed to get his entire family together from five different states for Thanksgiving in Maryland. Tad attained the rank of second-degree black belt and certified instructor in tae kwon do after four years. He has to spar against equally experienced students who are younger than his kids. He says, "I don't go down easy, and when I do, it's someone at a higher rank."*

On March 31, John Baker RC'69, RBS'81 was one of 10 alumni inducted into the RAA's Loyal Sons and Daughters of Rutgers at the annual installation banquet. He is the third member of the Class of 1969 to be so honored for his volunteer service to the university, most recently as the "Voice of the Rutgers Scarlet Knights" from 1999 to 2010.

Keep those emails coming.

— John Baker RC'69, RBS'81: jbaker8809@cs.com

70 Ludeman A. Eng RC'70 is a faculty member at Virginia Tech. He is chair of the Department of Basic Sciences and the director of Block I curriculum at the university's Carilion School of Medicine. He previously was the assistant dean for strategic innovations and is currently an associate professor in the Department of Biomedical Sciences at the university's Virginia-Maryland College of Veterinary Medicine.

John J. Healey GSNB'70 was unanimously appointed as a fellow in the American Society of Civil Engineers. It is an honor less than 5 percent of all society members receive. He is currently chair of the Industry Advisory Board in the Rutgers Department of Civil and Environmental Engineering.

David Hyman RC'70, NLA'73, a lawyer at Wolff and Samson PC, is included in the 2012 edition of *Best Lawyers in America* in the corporate law area.

John Moulette GSE'66, '70 retired after a 55-year career in professional education, training, and consulting at various organizations, among them The Ohio State University, Washington State University, and Rutgers. He has five children and seven grandchildren. His wife, Lillian, is deceased.

Class Column: *Gene Fricks ENG'70, our class correspondent for 35 years, retired from that post and is now class vice president. We owe him and Charlie Carroll RC'70, who has been our class president for more than 25 years, a debt of gratitude for their work on our behalf. When Robert McGarvey RC'70 asked if I would fill in for Gene, how could I refuse? It was Robert's father, longtime Home News writer and editor Bob McGarvey, who gave me a start in journalism more than 40 years ago.*

Robert also was instrumental in helping to establish