



NAME: William McKenna
FIRM: Husseman & Company, Boston
BORN: Colorado, 1908
EDUCATION: Harvard, BS 1931

Celebrating his 20th year heading the industrial department of the Husseman Company, Bill McKenna, is just as active today as he was when serving the William C. Colman Co. on Deacon Hill back in 1938. "During the depression years the only jobs available were commissioned salesmen and my selection of real estate for a vocation was no more than coincidence."

World War II found Bill first on an aircraft rescue boat, then shift a destroyer in the Pacific. After three years as a gunnery officer, he became the skipper of his own 200 foot destroyer escort with 200 men. "I still enjoy boating today, but with a much smaller craft and crew."

Losing interest in the residential aspect of the business, Bill found an opportunity in 1946 with Carlton Husseman, an established firm which had grown from a one-man office in the late twenties, to what is today close to 70 strong, to start an industrial department. "People were just beginning to buy land outside of the city and it wasn't long before industrial development and the industrial park became a household word."

In the past several years, McKenna has become a specialist in the research end of industrial development and has dealt with some clients as many as twelve times. "We rely heavily on repeat business. With three other brokers in my department, we manage to cover most of the Massachusetts area. We deal with or without exclusives and work strictly in brokerage. We do no developing."

A national director of the Society of Industrial Realtors, Bill is a former President of the N.E. Chapter, is on the industrial planning committee of the Greater Boston Chamber of Commerce, and is a vice president at Husseman.

Married with two children, the McKennas reside in Lincoln where Bill enjoys tennis, boating, skiing and his favorite hobby, water colors (he has even sold a few---but is too modest to admit it.)