



## Paul Guilderson

FIRM: N.H. DIRECTOR OF INDUSTRIAL DEVELOPMENT  
BORN: BOSTON 1925  
EDUCATION: DARTMOUTH COLLEGE 1947

From a high school trumpet player to the job of blowing New Hampshire's horn is the story of personable Paul Guilderson, who, after graduating from Dartmouth, joined Ryerson & Son, a national steel warehousing firm, the largest in the country. For 16 years he travelled all over the Eastern seaboard calling on companies, big and small, and in 1963 returned to the Dartmouth College area as Executive Director of the Upper Valley Development Council, which consisted of three Vermont and four N.H. towns. After two years of organization, Paul moved onto a State Industrial Representative job and in August of 1966, he was appointed Director of Industrial Development for the entire State. "Over the years this State has been highly successful because it has had the assistance of qualified professionals and it has stayed away from politics. We have a profitable climate, a good amount of seasonable employment because of our vast recreation industry and an Industrial Park Authority which offers a 100% financing program (one of the first such Authorities in the nation). Up until 1954, the State was 50% higher in unemployment than the country; today we are 50% below the national average. Our primary objective is to prepare the Northern sections of the State for the new business and industry which will follow the new roads which are opening up our State. Many of the old mill towns will be coming back in the next decade. Some of our assets are available land at a low cost, uncrowded communities, good work habits, stable political climate, no personal, sales or corporate income tax."

Paul is married with five children and lives in Bow. His hobbies include fishing and skiing. He is a member of the Northeast Ind. Developers Assoc., past president of Lebanon College and a past member of the Lebanon City Council.