

## **Roger Kiel (GenE 58)**

Mr. Roger Kiel, PhD, spent his early career years with Bell Telephone Laboratories. His technical expertise included atmospheric physics with a concentration on the dynamics of bodies in rarefied gases. Kiel subsequently joined Xerox Corporation, where he advanced from technical program manager to program business manager for desktop copiers and large duplicators. Later he held positions as vice president of the printing systems division and vice president of electronics division for business development.

While at Xerox, Kiel developed a new concept for prediction of product reliability. He demonstrated that the reliability, as measured at customer sites, depended more on product pricing than product design. This concept became known throughout Xerox as the "Truth Curve". Roger continued leadership roles as chief operating officer of Color Systems Technology, co-founder and CEO of Accuprint Corp., and executive officer and senior vice president of Symbol Technologies Corp. Symbol became the worldwide leader in bar code scanning products during this time, with revenues growing from \$90 million in 1990 to \$1.2 billion in 1996.

During his professional career, he also published fifteen peer-reviewed papers in the Journal of Applied Physics and the Journal of Aeronautics and Astronautics.

Kiel was raised in Highmore South Dakota and earned a bachelor's degree in general engineering from the South Dakota School of Mines. He earned a master's degree and a doctorate in aeronautics, astronautics and engineering science from Purdue University.

Kiel's numerous hobbies include photography and travel. He has served SD Mines as a campus recruiter, national co-chair of the Foundation's "Building the Dream" campaign, and member of the Alumni Association Board of Directors. In 1985, was recognized as a "Centennial 100" alumnus in celebration of the university's centennial and was selected as a Distinguished Alumni in 2013.