

ROBERT E. CAIN - Class of 1949

Business - Inducted 2003

Post High School Achievements and Distinctions

A self-employed businessman who has channeled his entrepreneurial energy into success in several businesses beginning with his early years. He sold Easter eggs at the age of ten, began selling newspapers at age eleven, and by the conclusion of high school had a lawn cutting business with more than a dozen regular customers.

In 1954 he began his career in the shipping department with Samson Paper Co., a paper converter serving the legal profession, based in Philadelphia. By 1956 he was involved in sales and management. In 1961, after the death of the owner, he became Executive Vice President and Chief Operating Officer at the the age of 31. He immediately took steps to set Samson on a path to growth and self-sufficiency. In 1962 he purchased a print shop with six presses to enable the firm to do all printing in house. In 1964 he purchased a building and supervised the move of the office, warehouse and print shop to the same location in Conshohocken. In 1975 he purchased the Fidelity Engraving Co. in Philadelphia, eliminating the need to out-source engraving business. The purchase of a pantograph machine in 1976 and hiring of a full time die cutter completed the move to self-sufficiency. At this time Samson had expanded its sales territory south to North Carolina and Tennessee, west to Kentucky and Ohio, and north to New York. In 1980 he commenced the major effort of his career with Samson by purchasing a 33,000 square foot building in the West Norriton Industrial Park. The following year he managed the relocation to the firm's current home on Industry Lane. He acquired majority ownership of Samson in 1983 and retired as CEO in 1995.

He has transformed a long interest in real estate into a successful secondary business. He has been involved in real estate transactions in St. Croix, California and Florida, as well as the Pennsylvania area and especially in Ocean City, NJ. He is currently President of Diliberto and Murphy Realtors in King of Prussia.



High School Activities

Vice President, Home Room, 12th grade; standout linebacker on Football team; member of 1948 PIAA State Basketball championship team.

Professional/Personal

Member First Presbyterian Church, Elder and President of Trustees.

PA National Guard, 1948-1957; Vice Moderator Philadelphia Presbytery, 1984-'85. East Norriton Little League Director, Treasurer and Coach, 1963-1969. Member of Freemasons - Norristown Lodge 620 and Ben Franklin Consistory. Member NAHS Hall of Champions Association and NAHS Alumni. In 2001 started the annual Turkey Shoot to raise money for the NAHS Alumni. Active in the Republican party at the local, state and federal levels.

He maintains residences in West Norriton and Jupiter, FL and he has four children, Robert Jr., Cynthia Serratore, Sherry Cain-Ordway and Sandra. and seven grandchildren.