

1970's Style Horatio Alger

# Word Warren - Termpaper, Inc.

by Brooks Roddan

BERKELEY (CPS) —Ward Warren is 22. He is the youngest "self-made" millionaire in the country — perhaps in the world. He started Termpaper, Inc. in Boston just one year ago with a staff of four; "just me, two ex-VISTA workers, and a legal secretary." Now there are 100 offices in America and Canada.

In two years Warren expects to "go over the counter" (stock market parlance for issuing stock on the New York Stock Exchange) and in two years after that, in 1976, he anticipates having amassed a fortune of 20 million dollars.

There is money in termpapers.

It would be easy, then, to say Ward Warren is in it for the money. But he isn't. At least he says he isn't. And some fairly hard evidence would indeed testify that this young man has other things up his sleeve. Things like completely revolutionizing the American university/college system.

"I started Termpaper, Inc. with the idea of bringing about massive educational reform. I want to make the American university defunct by 1976. By '76 I will have the means, the technology, and the manpower, (he claims his company has more Ph.D's and M.A.'s employed proportionately than the Rand Corporation) to do it. My system will thoroughly

restructure the student-teacher relationship and, consequently, the system."

But let's regress momentarily. Right now Warren is engaged in buying and selling termpapers — a controversial subject among American educators and students.

"We're strictly a research service," says Warren, a chubby, every-mother's-son-type who was dressed for this interview in an unfashionable blue sport coat, a tieless psychedelic shirt, and chunky black 1950 malt shop shoes.

One is inclined to think of Warren's business as a "research service" in the same terms one regards a garbage collector who calls himself a "sanitation engineer" — with extreme skepticism. But he stresses the point; "Look," he points to a sign on the far wall of Termpaper, Inc.'s sparsely settled, functional San Francisco office "that's our motto — 'We Don't Condone Plagiarism!'"

"We are a research facility. It's been proven that very few of the students who buy a paper from us immediately turn it in. They invariably re-structure it, re-write it, or use it for reference. If a student comes in here and it's obvious that he is going to use the paper stupidly, or dishonestly, then we won't do business with him. We keep extensive files on every paper we turn out and we are extremely careful about re-cycling them."

Termpaper, Inc. has about 2,000 people writing for it now. Once accused of having a style that, according to one professor, "you could smell a mile away" this diversity of contribution has made it hard for teachers to spot them.

Also, where they once devoted their efforts almost entirely to undergraduate research papers, they are expanding now — in fact, only 60 percent of their business is built around undergraduate papers. The expansion lies in several interesting fields: graduate papers, doctorate thesis, corporate research, and finally, Wade Warren's special

project — an advanced, unique education system that, in his words, "will make the university in America defunct by 1976."

"You know, it's the lazy teacher who is afraid of us. The teacher who uses the term paper to constrict the student or who uses it because it is the conventional thing to do.

"The term paper is often just a procedural smokescreen for the professor to hide behind — they don't have to face the hazards of dealing with the student on a human level, on a level that would contribute to the student's education, to his awareness of life. This termpaper business is just a small step in the process of restructuring the university in the United States.

How would he go about re-structuring the university?

"I am developing plans right now for a series of computerized memory banks which would enable a student to do research in a matter of moments," said

Warren. "Say he wanted to know something about William Shakespeare — he'd press a button and on a screen would be all the references listed that pertained to Shakespeare."

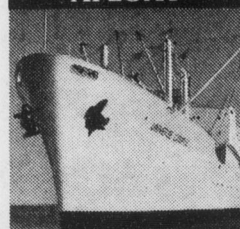
"Then the student could pick out which ones he wanted and press another button for them. Classes could be taught by this method. It would eliminate professors who could not compete with it and it would make libraries obsolete — all of which would cut tuition in half. The teachers who really teach, who really relate to the students and make education a challenging and meaningful experience would stay," he said.

"It's an extremely elaborate, complicated system and I can't get into it yet in detail. As far as I know only Mr. White (the former president of Xerox who died last month) and Buckminster Fuller know much about it. And Bucky Fuller is 77 years old. The whole is up to me."

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