

DIGITAL EQUIPMENT CORPORATION

SALES FORCE PHOTO ALBUM

(CONFIDENTIAL: DO NOT COPY OR REMOVE FROM PREMISES)

This photo album is for use by the Operations Committee, Product Line Managers, and marketing personnel. Its purpose is to aid in improving the quality of communications between field representatives and the home office by making these representatives more familiar to our management and marketing people.

It is to be used under strict control of the assigned copy holder, who will be held responsible for keeping this information from being duplicated or otherwise distributed.

Ted Johnson
Vice President
Sales & Service

Serial # 13

Copy Holder Ed Kramer

TABLE OF CONTENTS

0.0	Home Office
0.1	Field Service
0.2	Software Support
0.3	Sales Support
1.0	<u>Northeastern Regional Office</u>
1.1	Waltham District Office
1.2	Cambridge District Office
1.3	Connecticut District Office
1.4	Rochester District Office
1.5	Syracuse Service Center
2.0	<u>Mid-Atlantic Regional Office</u>
2.1	New York District Office
2.1.1	New York Branch Office
2.1.2	Long Island Branch Office
2.1.3	New Jersey Branch Office
2.2	Philadelphia District Office
2.2.1	Princeton Branch Office
2.2.2	Philadelphia Branch Office
2.2.3	Wilmington Branch Area
2.3	Washington D.C. District Office
2.3.1	Washington D.C. Branch Office
2.3.2	North Carolina Branch Office
2.4	Southeast District Office
2.4.1	Huntsville Branch Office
2.4.2	Knoxville Branch Office
2.4.3	Florida Branch Office
2.4.4	Atlanta Branch Office
3.0	<u>Central Regional Office</u>
3.1	Chicago District Office
3.1.1	Rockford
3.1.2	Chicago Branch North Office
3.1.3	Chicago Branch West Office
3.1.4	St. Louis Branch Office
3.1.5	Indianapolis Branch Office
3.1.6	Minneapolis Branch Office
3.2	Pittsburgh District Office
3.2.1	Pittsburgh Branch Office
3.2.2	Cleveland Branch Office
3.2.3	Dayton Branch Office

3.3 Ann Arbor District Office
3.3.1 Ann Arbor Branch Office

3.4 Houston District Office
3.4.1 Houston Branch Office
3.4.2 Dallas Branch Office

4.0 Western Regional Office
4.1 Northern California District Office
4.1.1 Palo Alto Branch Office
4.1.2 Oakland Branch Office

4.2 Southern California District Office
4.2.1 Anaheim Branch Office
4.2.2 West Los Angeles Branch Office

4.3 Southwest District Office
4.3.1 Albuquerque Branch Office
4.3.2 Phoenix Branch Office

4.4 Rocky Mountain District Office
4.4.1 Salt Lake City Branch Office
4.4.2 Denver Branch Office

4.5 Northwest District Office
4.5.1 Seattle Branch Office
4.5.2 Portland Branch Office
4.5.3 Eugene, Oregon Service Center

5.0 European Regional Office
5.1 United Kingdom District Office
5.1.1 United Kingdom Programmers
5.1.2 Manchester Branch Office
5.1.3 London Branch Office
5.1.4 Southwest Branch Office

5.2 Paris District Office

5.3 Swiss-Italian District Office
5.3.1 Geneva Branch Office
5.3.2 Milan Branch Office

5.4 German District Office
5.4.1 Munich Branch Office
5.4.2 Cologne Branch Office
5.4.3 Hannover Branch Office
5.4.4 Frankfurt Branch Office

5.5 Benelux District Office
5.5.1 Belgium Branch Office

5.6 Scandinavia District Office
5.6.1 Sweden Branch Office

6.0 Canadian Regional Office

6.1 Ottawa District Office

6.2 Toronto District Office

6.3 Montreal District Office

6.4 Western District Office
6.4.1 Edmonton Branch Office

7.0 Australian/Japan Regional Office

7.1 Australian District Office
7.1.1 Sydney Branch Office
7.1.2 West Perth Branch Office
7.1.3 Brisbane Branch Office
7.1.4 Melbourne Branch Office

7.2 Japan District Office

HOME OFFICE



Ted Johnson
V. P. - Sales



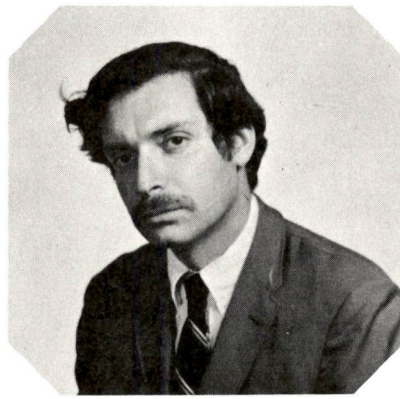
Jack Shields
F. S. Manager



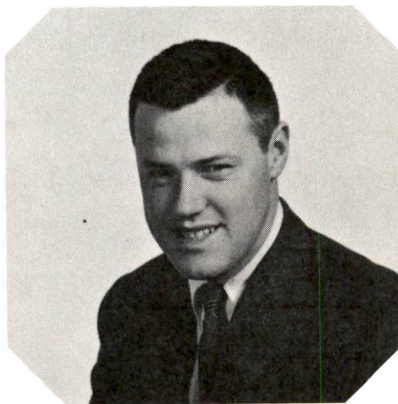
Ron Smart
Mgr. Sales Support



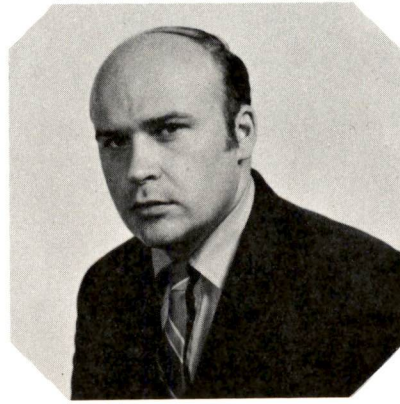
Ken Stone
Mgr. SS



Don Berman
Mgr. Computer Adm.



Bill Farnham
Sales Adm.

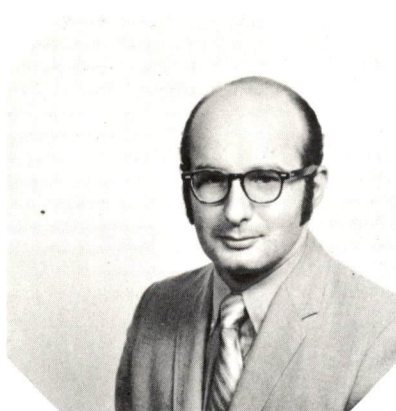


Jack Hagerty
Scheduling Sup.

FIELD SERVICE



Cliff Clarke
Mgr. F. S. Adm.



Milford Leavy
F. S. Marketing

SOFTWARE SUPPORT



Ed Arnos
Prod. Support SSL



Ed Converse
Prod. Support SSS



Clark Wegner
Adm. Asst. SS

SALES SUPPORT



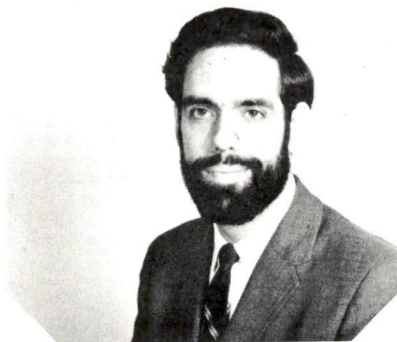
Bob Heidel
Sales Training



David Johnson
Sales Training



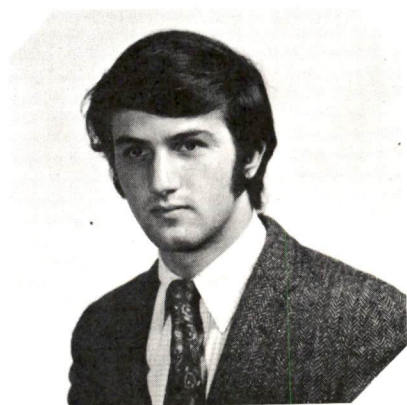
James Morrison
Sales



Dave Plumer
PDP-10 Sales



Tom Robinson
Sales

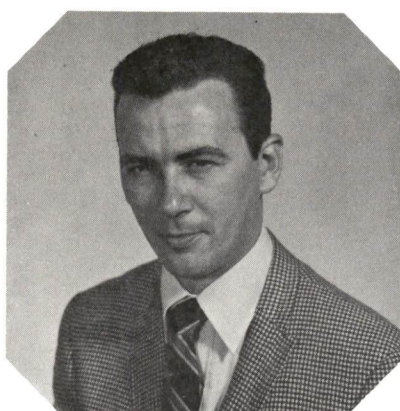


Bob Rothstein
Sales

NORTHEAST REGIONAL - 163



Roger Handy
Regional Manager



Ken Kinchla
Reg'l Service Mgr.



Leo Shpiz
Reg'l Software Mgr.



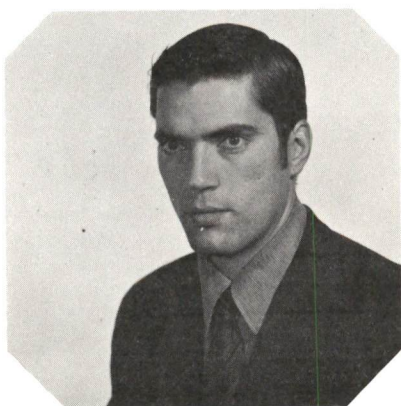
Boris DeBussy
Systems Eng.



Steve Duly
Bio-Med. Sales



Dave Shaw
PDP-10 Sales



Richard Cook
SSS

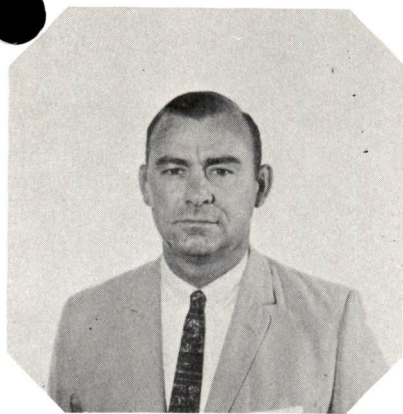


Dave McClure
SSL



Burr Tupper
SSS

WALTHAM DISTRICT - 113



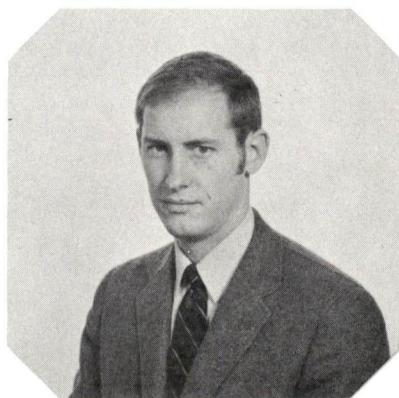
Ron Eisenhauer
District Manager



Cliff Pitz
Dist. Service Mgr.



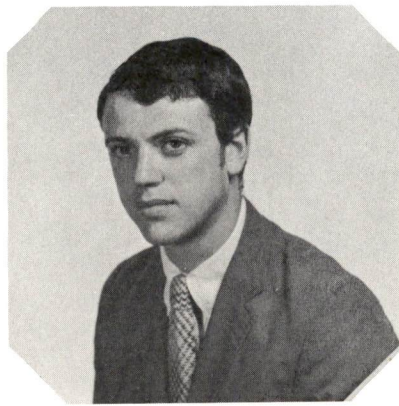
Charles Clark
Bio-Med. Sales



Bob Dangelmeyer
Sales



Larry DeAngelo
Control Prods.



Dan Delea
Sales



Don Krebs
Educ. Sales

WALTHAM DISTRICT - 113



Peter Melvin
PDP-10 Sales



Hank Merlitti
PDP-10 Sales



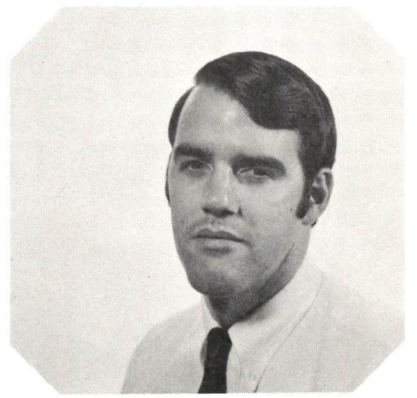
John O'Connell
Sales



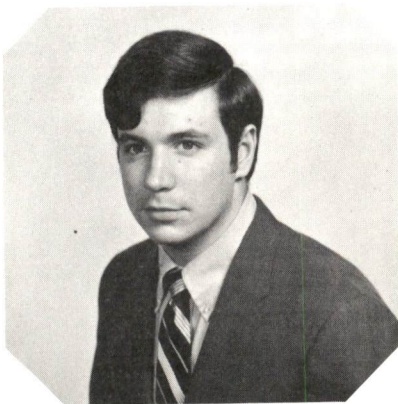
Al Pires
Sales



Paul Puschak
Sales



Dan Riordan
Control Prods.



James Suyo
Sales



Bill Siwak
SSS



Bob Taylor
SSS

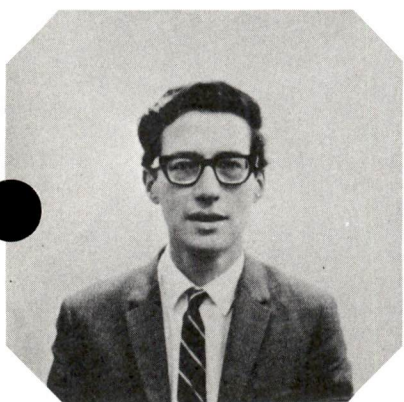
CAMBRIDGE DISTRICT - 170



Irwin Jacobs
District Manager



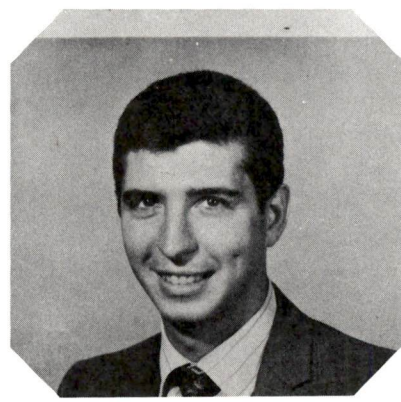
Steve Adrian
Dist. Service Mgr.



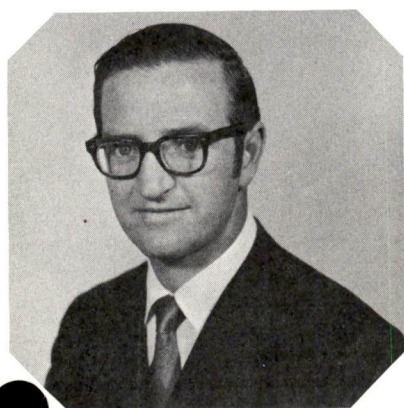
Max Burnett
Sales



Bob Dews
Sales



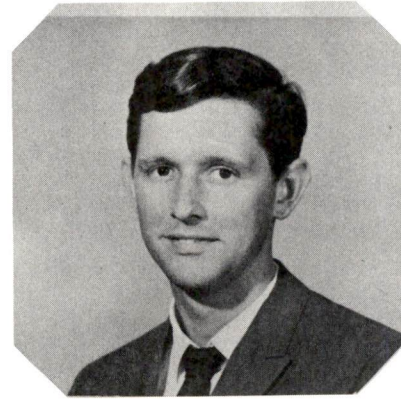
Ralph DiDonato
Control Prods.



Bob Flynn
Sales



Barry Nager
Sales



Doug Wood
Sales

CAMBRIDGE DISTRICT - 170



Carroll Butterfield
SSL



Rita Lancaster
SSS

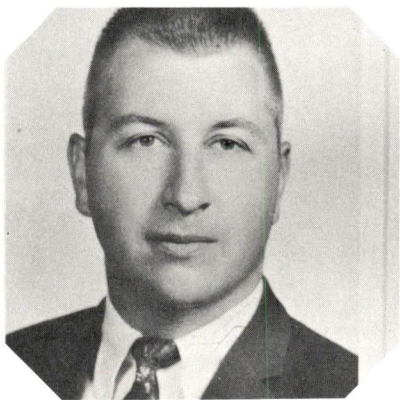
CONNECTICUT DISTRICT - 143



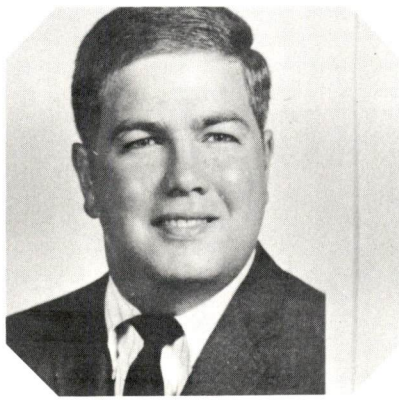
John Benson
District Manager



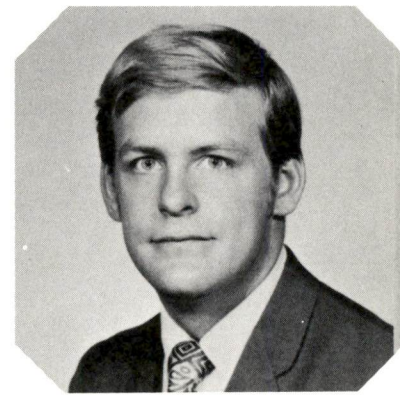
Bill Norris
Dist. Service Mgr.



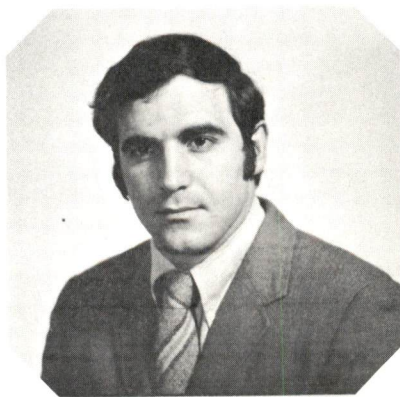
M. Dezzani
Sales



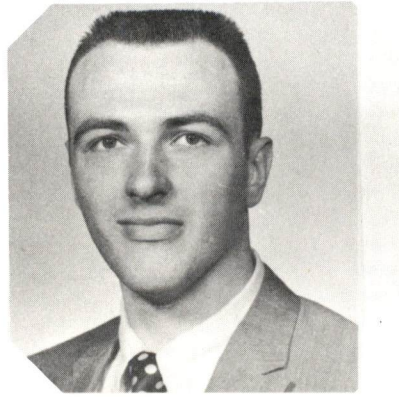
F. Lobdell
Control Prods.



W. Vought
Sales

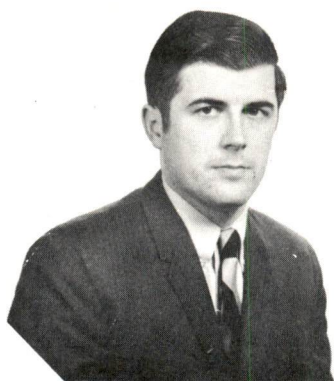


Ronald Demarinis
SSL



Lou Lisko
SSS

ROCHESTER DISTRICT - 168



John Alexanderson
Branch Manager



Roger Shattilly
Dist. Service Mgr.



Robert Brick
Sales



Russell Cramer
Sales



Bill Gabrielson
Sales



Bob Giese
Control Prods.



Tim Maloney
Sales



Al Olhoeft
Control Prods.

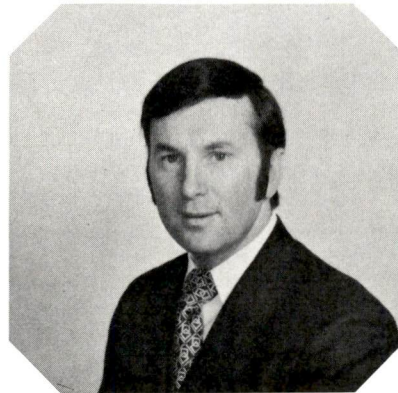
ROCHESTER DISTRICT - 168



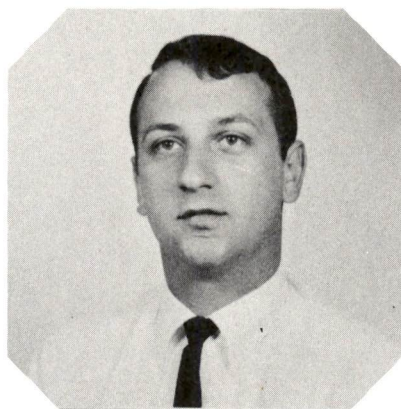
Richard Wright
Sales



Greg Guzewich
SSS



Dennis Masters
SSS



Paul Ciardullo
F. S. Supervisor

MID-ATLANTIC REG'L - 162



Dave Denniston
Reg'l Manager



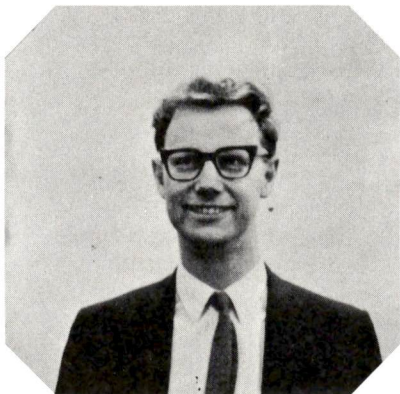
Dick Poulsen
Reg'l Service Mgr.



Mel Woolsey
Reg'l Software Mgr.



Joseph Dwyer
Sales - Typeset



Robin Frith
PDP-10 Sales



Richard Grier
Reg'l Ind. Sales
Support Mgr.

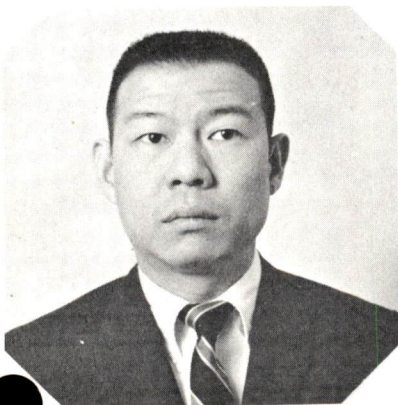
NEW YORK DISTRICT - 136



Don Leighton
Dist. Service Mgr.

Dave Denniston
District Manager
Re: Regional

John Runyon
Sales



Howard Huang
SSL



Fred Osowick
SSS

NEW YORK BRANCH - 105



Joe Zercoe
Branch Manager

Don Leighton
Branch Service Mgr.
Re: District



Kalman Hubler
Sales



Ron Jackson
Sales



Joe Marrone
Control Prods.



Joe Mazzarella
Sales



Matthew Neuwirth
Sales



Phillip Cudia
SSL



Bob Tedford
SSS

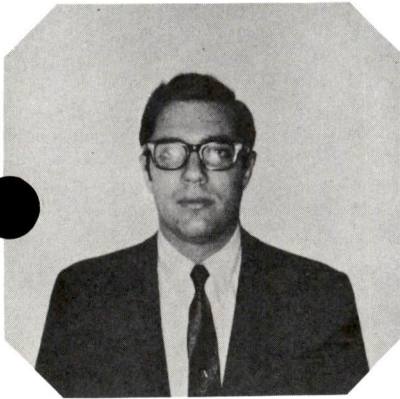
LONG ISLAND BRANCH - 172



Eli Glazer
Branch Manager



Larry Shultz
Branch Service Mgr.

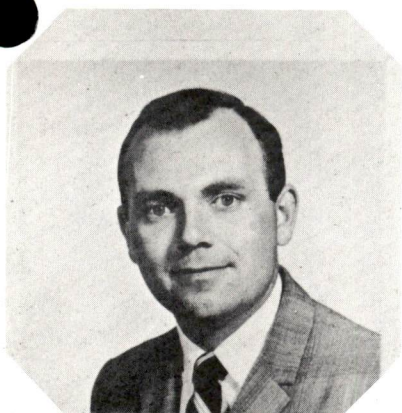


Mel Sheinker
Sales



Al Legerlotz
SSI

NEW JERSEY BRANCH - 175



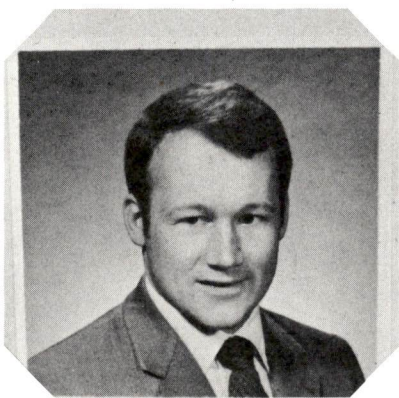
Richard Gortler
Branch Manager
Control Prods.



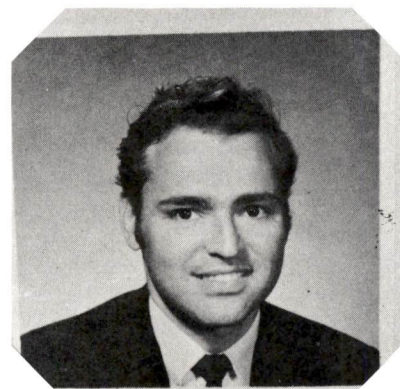
Richard Russell
Branch Service Mgr.



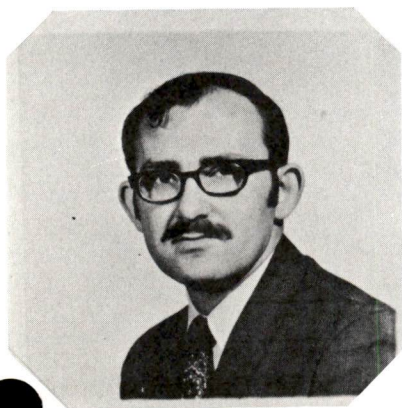
Harold Buchanan
Sales



Tom Duffy
Sales



Robert Rabiner
Sales



Arnold Fish
SSS

PHILADELPHIA DISTRICT - 194



John Jorgensen
District Manager



Bill Freer
Dist. Service Mgr.

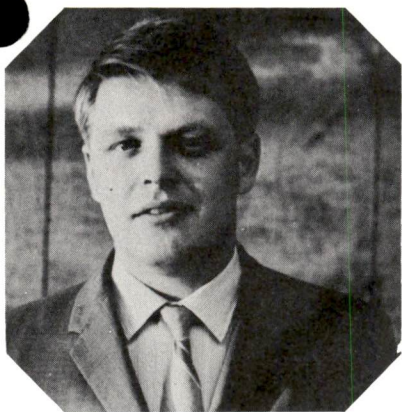


Lee Adrian
SSL



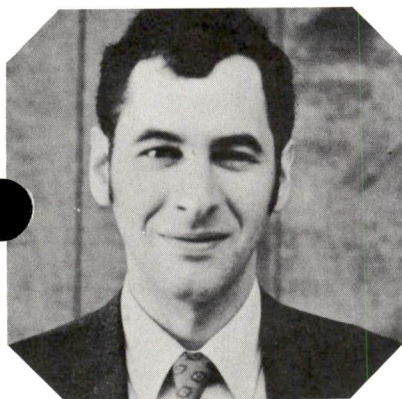
George Steele
SSS

Paul Condit
SSL



Mike Marshall
Branch Manager

Mel Mager
Branch Service Mgr.



Myron Danzig
Sales

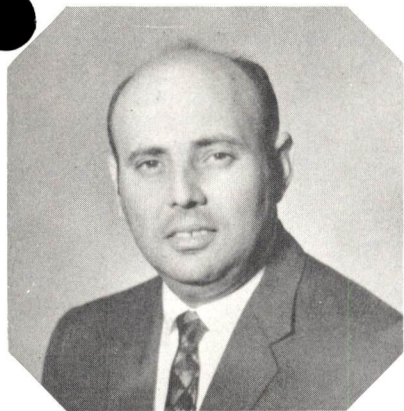
Gerald Freedman
Control Prods.

Pat Graesch
Sales



Arthur Mackin
Sales

PHILADELPHIA BRANCH - 171



Tony Pensabene
Branch Manager

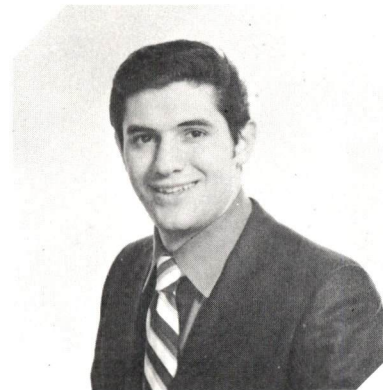
Bill Freer
Branch Service Mgr.
Re: District



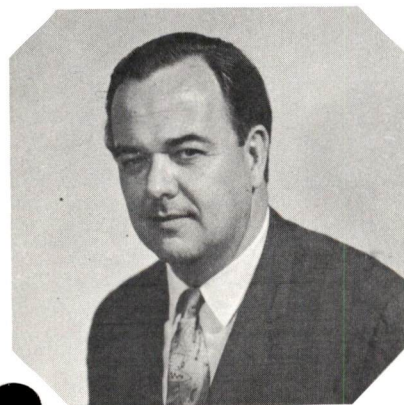
John Bergey
Sales



Robert Nye
Control Prods.



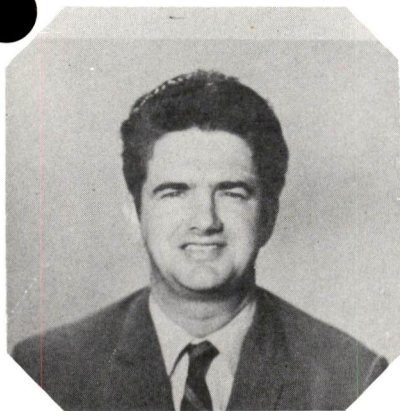
Charles Shue
Sales



Allen Stiles
Sales, Bio-Med.

WILMINGTON BRANCH AREA
(Located in Philadelphia)

2.2.3



Dan Murray
Branch Manager



Ron Hevey
Sales

WASHINGTON, D. C.
DISTRICT - 137



Bill Kiesewetter
District Manager



Ken Lomax
Dist. Serv. Mgr.



Jerre Caputo
SSS



Dan D'Urso
SSL

WASHINGTON, D. C.
BRANCH - 104



Joel Schwartz
Branch Manager



Bill Keil
Branch Service Mgr.



Cecil Brazeale
Control Prods.



Bruce McMarlin
Sales



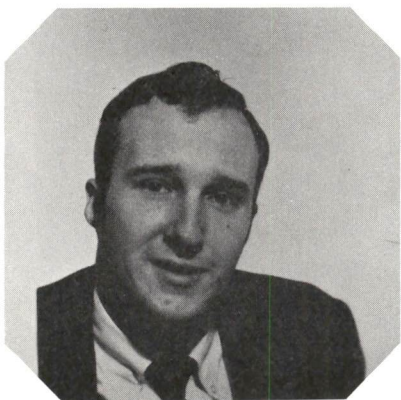
Gerald Paxton
Sales

NORTH CAROLINA BRANCH - 180



Ron Wilson
Branch Manager

Ken Lomax
Branch Service Mgr.
Re: District

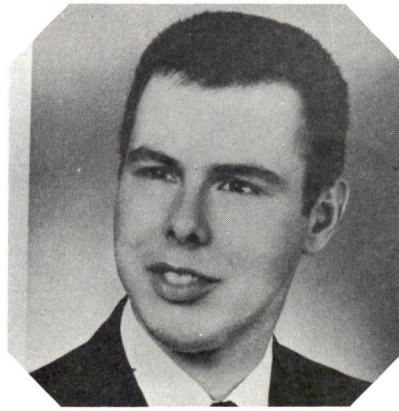


John Wyatt
Sales

SOUTHEAST DISTRICT - 147



Jim McEwen
District Mgr.



Ron Wolf
Dist. Service Mgr.



Gene Wolshlager
Typesetting-Sales



David Creed
SSS



Bennie Sloane
SSL

HUNTSVILLE BRANCH - 114

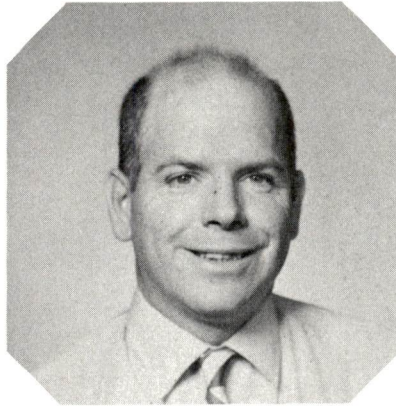


Norman Howe
Branch Service Mgr.

KNOXVILLE BRANCH - 182



Jim Curry
Branch Manager



George Link
Branch Service Mgr.



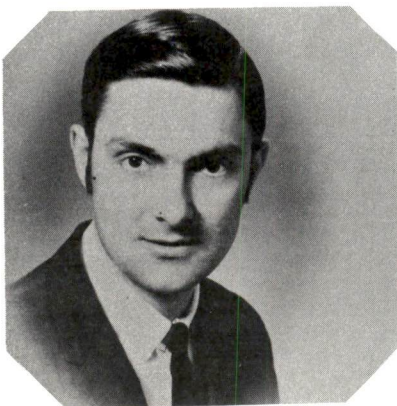
Steve Dendrinis
Sales



Jerry Robertson
Sales



T. Harris Young
Sales



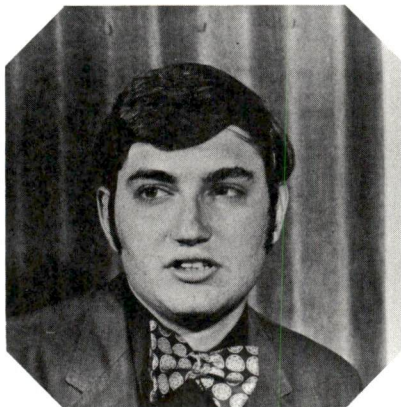
Brad Hebert
SSL



Clif Johnson
SSL
AEC Contract



Noboru Kawakami
SSL
AEC Contract



Jim Lawson
SSS
AEC Contract

FLORIDA BRANCH - 109



Jim McNeal
Branch Manager



Charles Tharp
Branch Service Mgr.



Jim Kovarik
Control Prods.



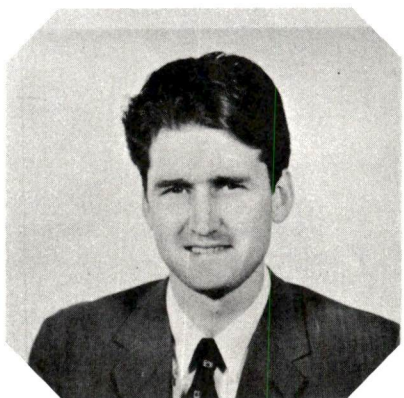
Charles Wyckoff
Sales

ATLANTA BRANCH - 181



Ken Stevens
Branch Manager

Dave Grainger
Branch Service Mgr.



Ed Davidson
Control Prods.



Donald Skipworth
SSS

CENTRAL REGIONAL - 161



Gerry Moore
Reg'l Manager



Gilbert Slaw
Reg'l F. S. Mgr.



Gilbert Fair
Reg'l Software Mgr.



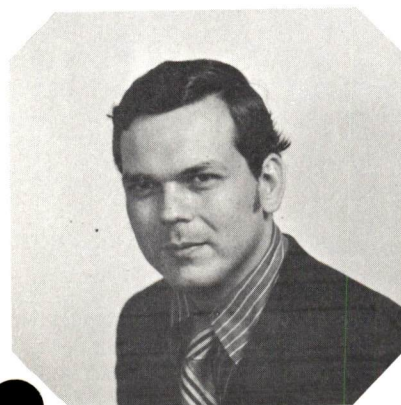
Loehr Clark
Sales - Typeset



M. Lee-Hunter
Contr. Prod. Appl.



Michael Janus
PDP-12 Specialist



G. Mayfield
Reg'l Com. Apl. Spec.



Mike McTiernan
Sales-Typesetting



Dan Morehead
SSS



Allen Michels
District Manager

Gilbert Slaw
Dist. F. S. Mgr.
Re: Regional



Al Peavey
Sales, PDP-10



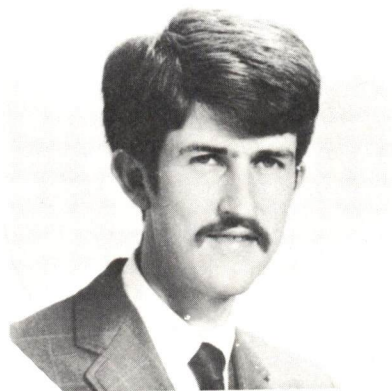
Gordon Sharpe
Sales, PDP-10



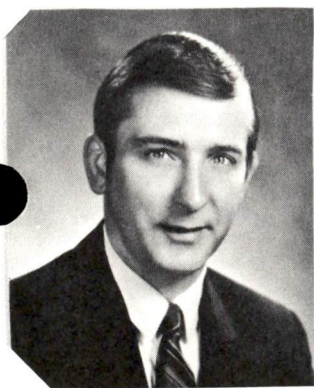
Craig Zamzow
Sales (Milwaukee)



Paul Hairopoulis
SSS



Robert Lammert
SSS



Robert DuFore
Sales



Jim Mason
Sales

CHICAGO BRANCH NORTH - 107



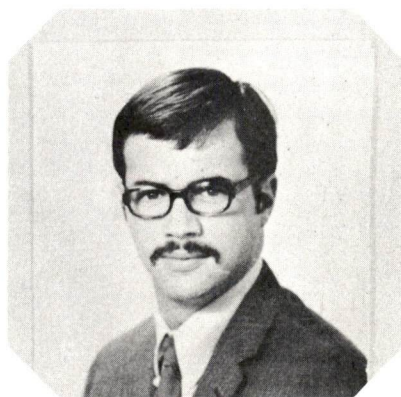
Richard Pascal
Branch Manager



Jim Stenson
Branch Service Mgr.



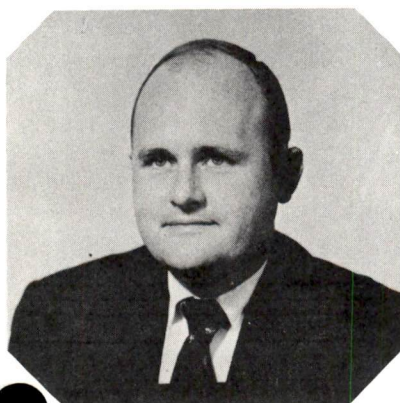
L. Owen Brown
Bio-Med. Mktg.



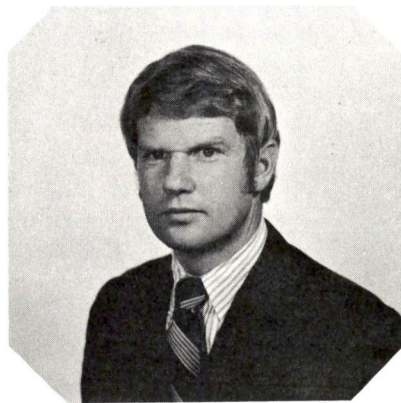
Joseph D'Asto
Office Prods. Spec.



Cecil Dye
Ind'l/OEM Spec.



Jeff Grote
Control Prods.



Gary Pattengill
Education Spec.



Angelos Psychogios
Scientific Mktg.

CHICAGO BRANCH WEST - 10W

Allen Michels
Branch Manager
Re: District



Al Carey
Office Prods. Spec.

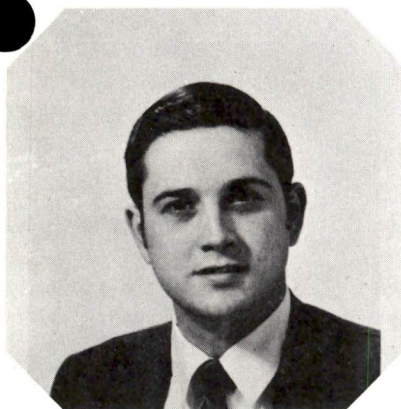


Chuck Schiebe
Ind'l/OEM Spec.



Dave Siembieda
Scientific Mktg.

ST. LOUIS BRANCH - 135



Dave Cioni
Branch Manager

Roy Van Liew
F. S. Supervisor

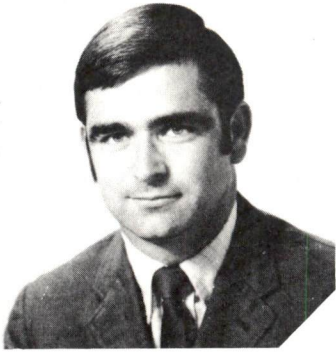


Dick Snelson
Control Prods.



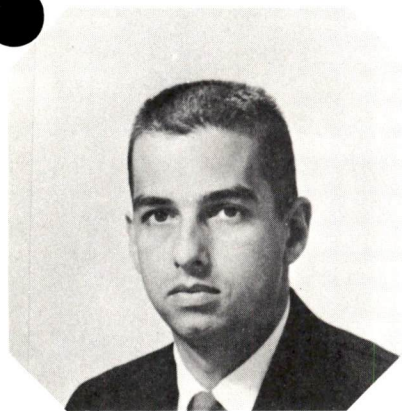
Bert Sterbenz
Ind. Sales

INDIANAPOLIS BRANCH - 183



Wes Brown
Branch Manager

Tom McGurk
F. S. Supervisor



Jim Stone
Branch Manager

Dave Hallquist
F. S. Supervisor



Roger Cronk
Sales



Evelyn Murphy
SSS/SSL

PITTSBURGH DISTRICT - 138



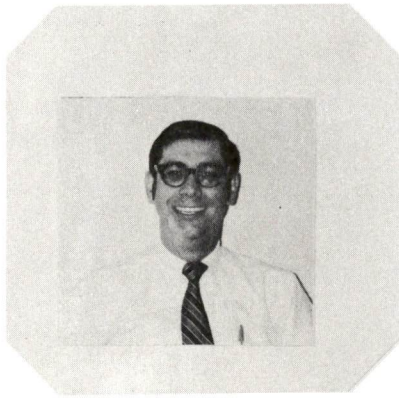
Gale Morgan
District Manager



Joseph Monahan
Dist. F. S. Mgr.



James Dowell
PDP-10 Sales



Dave Reichard
PDP-10 Sales



Robert Good
SSL



Ed Steinfeld
SSS

Jon Stewart
SSL

PITTSBURGH BRANCH - 106



John Muczko
Branch Manager



Bill Moldovan
F. S. Supervisor



Chuck Eichenlaub
Sales



Karl Kirk
Sales



Jim Noble
Control Prods.

Marvin Stotz
Education

CLEVELAND BRANCH - 133

Gale Morgan
Branch Manager
Re: District



Ron Sorochak
Branch Service Mgr.



A. Joe McCall
Sales

Earl Stuart
Control Prods.

DAYTON BRANCH - 134



Lee Saylor
Branch Manager



John King
F. S. Supervisor



Phil Fisher
Control Prods.

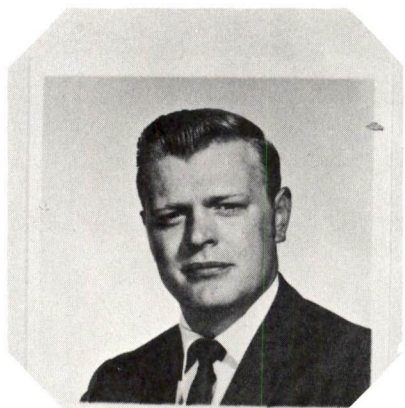


John Hannahs
Sales



Ken Hogan
Sales

ANN ARBOR DISTRICT - 139

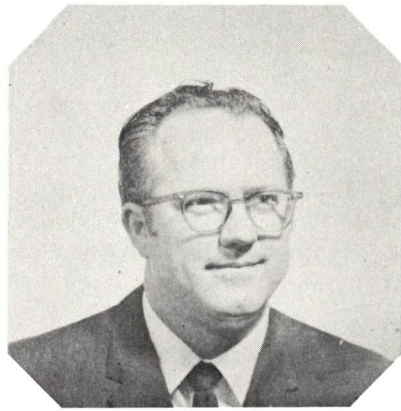


Dave Dodge
District Manager



Don Long
Dist. Service Mgr.

ANN ARBOR BRANCH - 108



Dave Dodge
Branch Manager
Re: District

Lee Holt
F. S. Supervisor



Ronald Ginger
Sales



Ken Klos
PDP-10 Sales



Carl Moe
Indust'1 Sales



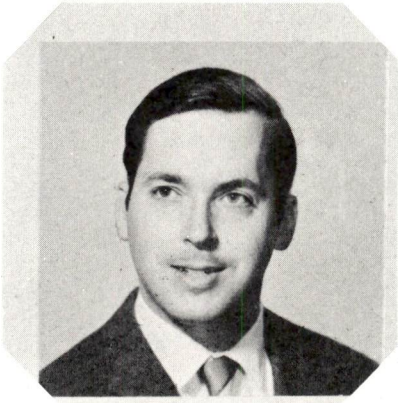
Marty Peters
Control Prods.



Bob Sargeant
Sales



Chuck St. John
Sales



Robert Boylan
SSL



Lud Worsham
SSS

HOUSTON DISTRICT - 164



Tony Liveris
District Manager



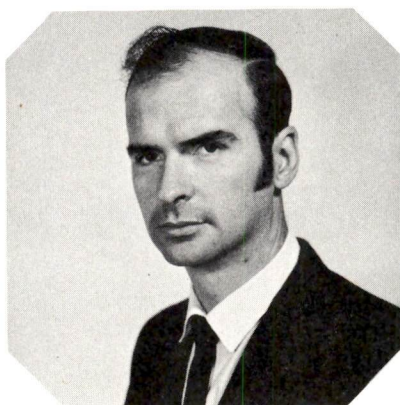
Earl Cain
Dist. Service Mgr.



Philip Breland
PDP-10 Sales



John Stokes
Educ. Sales

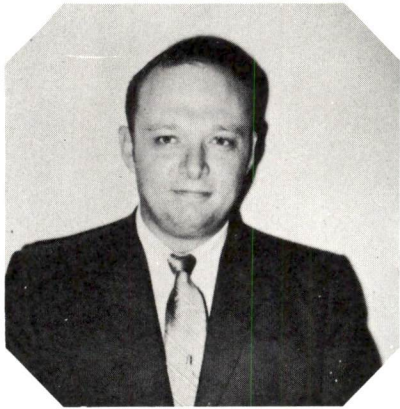


Bob Beazley
SSL



Dave Carson
SSS

HOUSTON BRANCH - 112



Ron Rathjen
Branch Manager



Peter Hoth
F. S. Supervisor



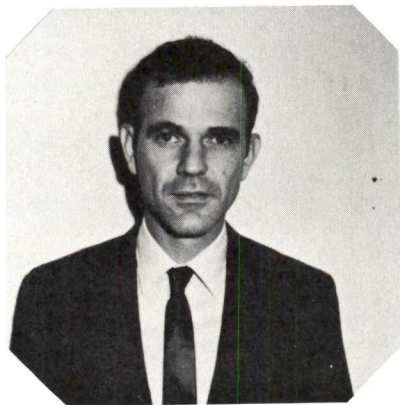
Fred Collier
Sales



Gerard Cullen
Sales



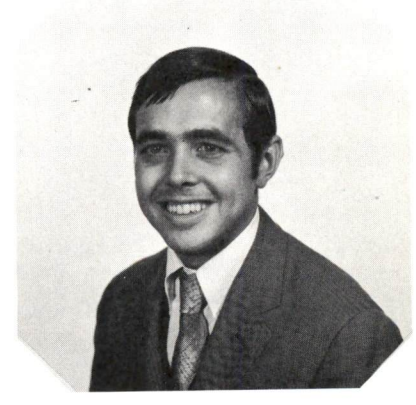
Marc Lazdins
Sales



John Trimble
Control Prods.



Ivan Weiss
Sales



Carl Wilson
Sales

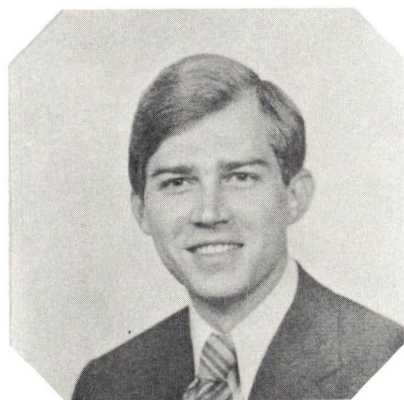
DALLAS BRANCH - 132



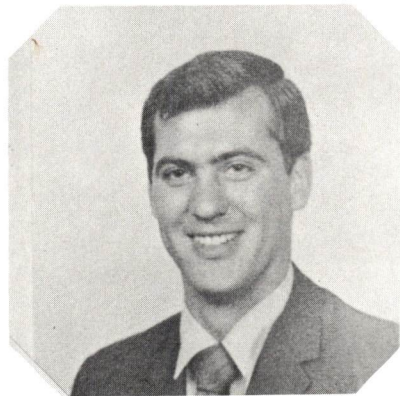
John Spencer
Branch Manager



Paul Nelson
Branch Service Mgr.



Larry Alexander
Sales



Barry Neumann
Control Prods.



Will Strauss
Sales

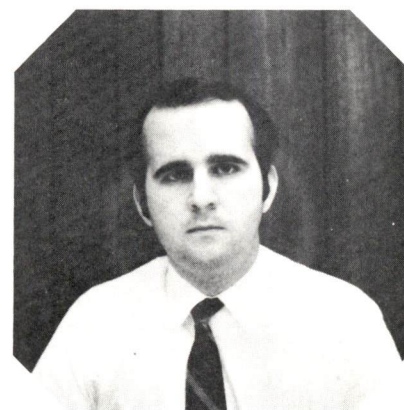
WESTERN REGIONAL - 160



John Leng
Reg'l Manager



James McPherson
Reg'l Service Mgr.



Larry Wade
Reg'l Software Mgr.



Mike Diamond
Sales-Typesetting



Ed Stewart
Sales



Preston Britner
SSS



Ernest Frost
District Manager



Bob Willis
Dist. Service Mgr.



Richard DeJohn
Sales, PDP-10

PALO ALTO BRANCH - 103



Ernest Frost
Branch Manager
Re: District

Jim Manzari
Branch Service Mgr.



Andrew Allison
Sales, PDP-10



Tom Grice
Control Prods.



John Gwinn
Sales, PDP-10



Ken McCoy
Control Prods.



Keith Myles
Sales



Downey Overton
Control Prods.



Peter Palm
Sales



Val Skalabrin
Educ. Sales



William Sterner
Control Prods.
(San Jose)



Tom Walton
Sales



John Connor
SSL

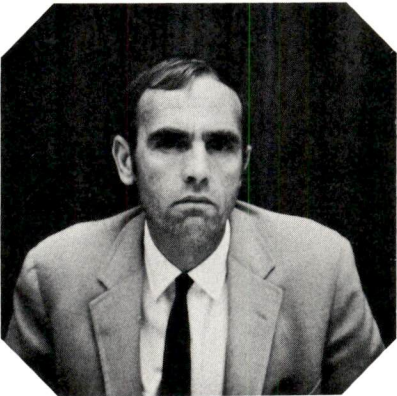
OAKLAND BRANCH - 149



Jerry Whitmore
Branch Manager



Gil Zepada
Branch Service Mgr.



Don Barker
Sales



Derik Armstrong
SSS



Ted Sarabin
SSS

SO. CALIF. DISTRICT - 124



Fred Barla
District Manager



Bob Brooks
Dist. Service Mgr.

ANAHEIM BRANCH - 102



Ron Brunner
Branch Manager



Dave Ruggles
Branch Service Mgr.



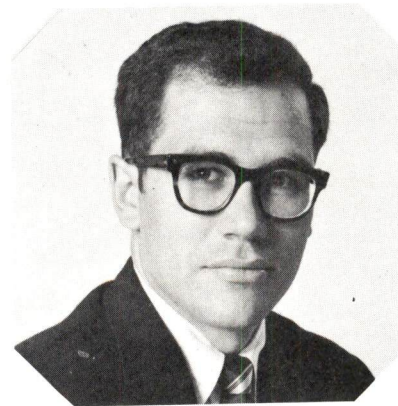
Sam Bosch
Sales



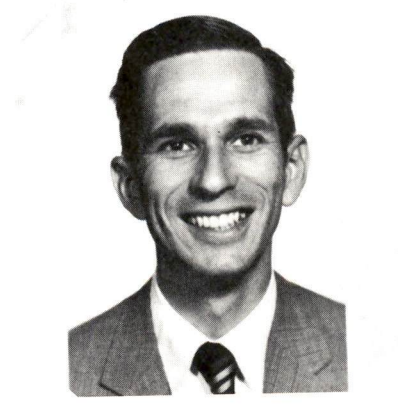
Bob Carmichael
Sales, PDP-10



J. David Higgins
Sales, PDP-10



Bob Hughes
Sales



Don Lavalley
Sales (San Diego)



Richard Panek
Sales



Peter Thornloe
Sales



Robert Hogan
SSL



Karl Lederer
SSS

WEST L. A. BRANCH - 146



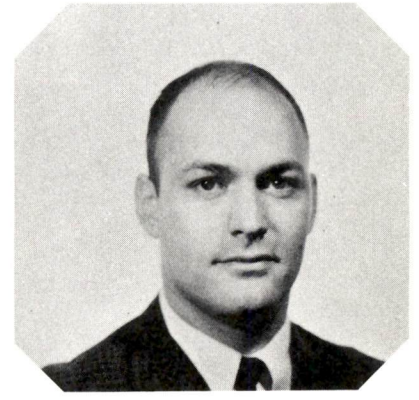
Dick McDonnell
Branch Service Mgr.



Al Beal
Education Spec.



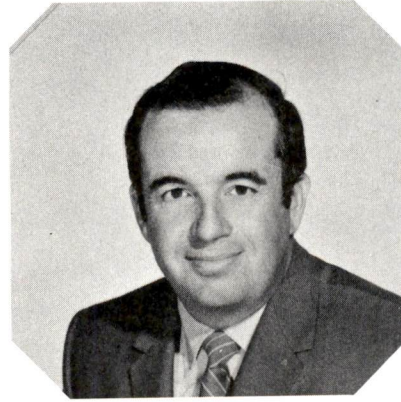
Bill Beck
Sales



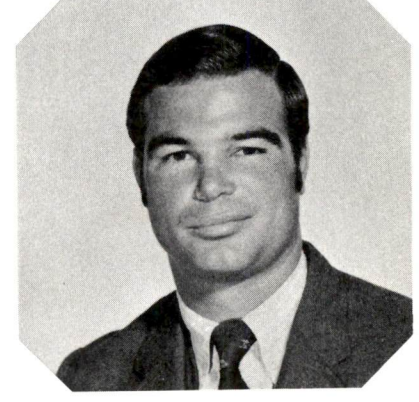
Ron Carter
Sales, PDP-10



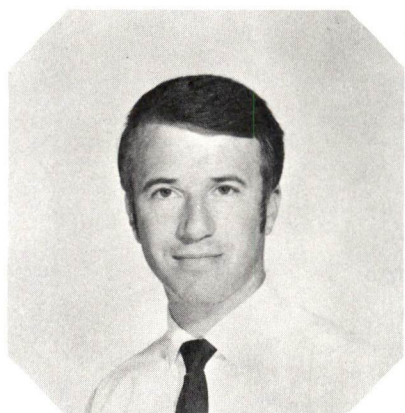
Dave Chase
Sales



Bob Foley
Sales



Tom Sherman
Control Prods.



Bill Meserve
SSL



Steve Spendlove
SSS

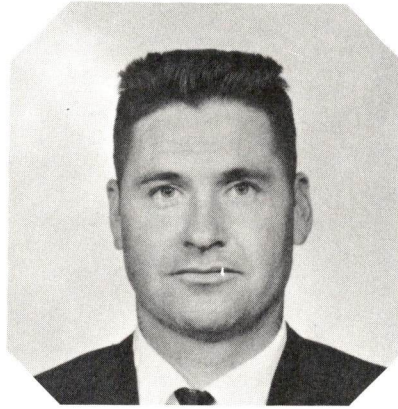


Stan Stanford
SSL

SOUTHWEST DISTRICT - 166



Don Larson
District Manager



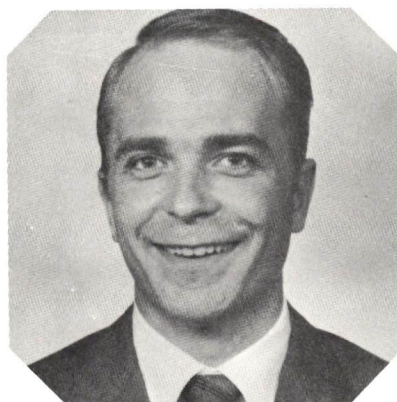
Ken Willis
Dist. Service Mgr.

ALBUQUERQUE BRANCH - 174

Don Larson
Branch Manager
Re: District

Ken Willis
Branch Serv. Mgr.
Re: District

Cecil Kimberling
Sales



Arnold Anderson
SSL

Bob Anundson
SSS

PHOENIX BRANCH - 179



Bob Sumrall
Branch Manager



Clarence Cichon
F. S. Supervisor



Gil Hedger
Sales

ROCKY MTN. DISTRICT - 141



Vernon Poulter
District Manager



Jerry Sarasin
Dist. Service Mgr.

SALT LAKE CITY BRANCH - 148

Vernon Poulter
Branch Manager
Re: District

Jerry Sarasin
Branch Service Mgr.
Re: District



Dean Bergeson
Sales

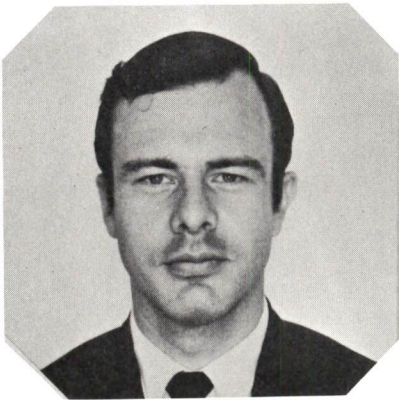
Gerald Miller
Sales



Michael Craven
SSS

DENVER BRANCH - 110

Jerry Sarasin
Branch Service Mgr.
Re: District



Bill Colburn
Control Prods.



Larry Doty
Sales, PDP-10



Don Frost
Sales



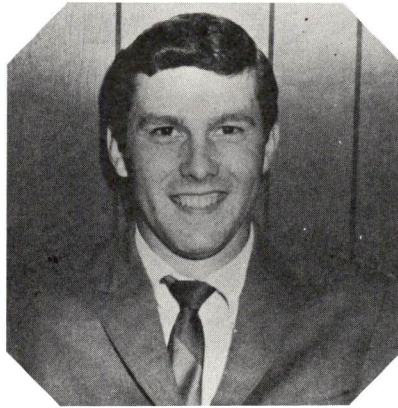
Dick Hill
Sales

NORTHWEST DISTRICT - 142



Dave Slotnick
District Manager

SEATTLE BRANCH - 111



George Newton
Branch Service Mgr.

Dave Slotnick
Branch Manager
Re: District



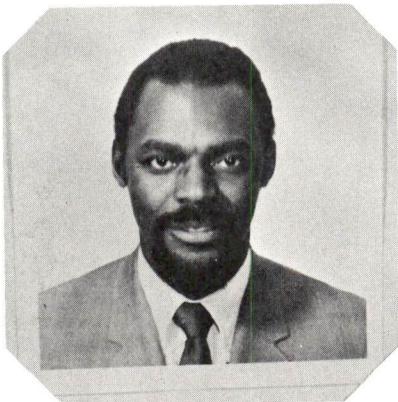
Mike Callahan
Control Prods.



Dick Epler
Sales



John From
Sales



Bob Randolph
SSL

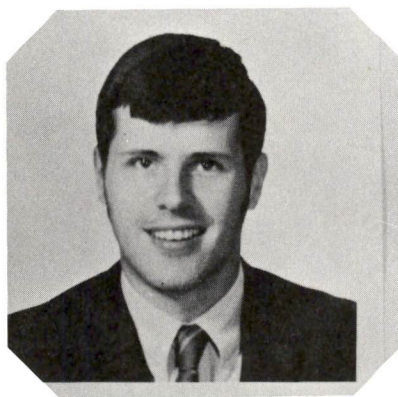


Jim Teays
SSS

PORTLAND BRANCH - 144



Ivan Tanner
Sales



Walter Luse
SSL

EUGENE, OREGON SERVICE CEN.



Norman Eshnault
Service Supervisor

EUROPEAN REGIONAL - 123



J. C. Peterschmitt
Regional Manager



Bill Newell
Reg'l F. S. Mgr.



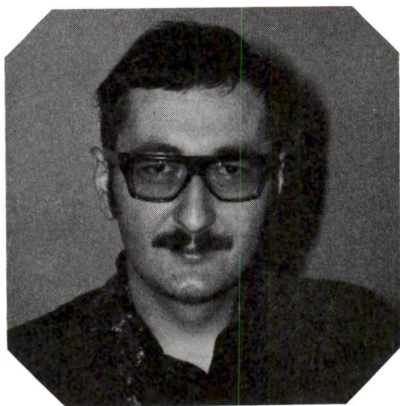
Myron Myers
Reg'l Software Mgr.



Dave Buckingham
Comp. Pack Spec.



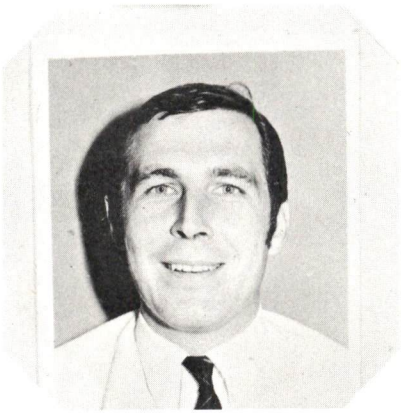
John Naples
Control Prods.



Bruno Duerr
SSL

J. P. Mueller
Software Support

U. K. DISTRICT - 116



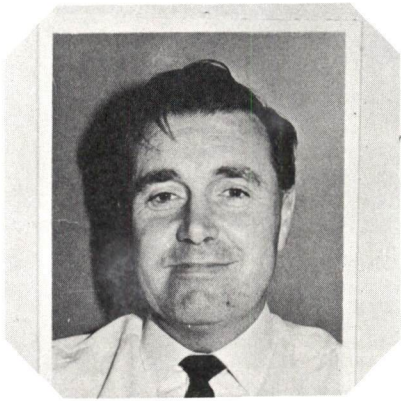
Geoff Shingles
District Manager



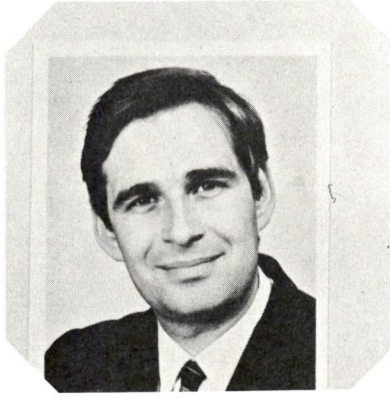
Dave Lawrence
Dist. Service Mgr.



R. Jones
Software Sup. Mgr.



H. Coffey
Sales-Typeset



Geoff Finch
Sales Sup. Mgr.

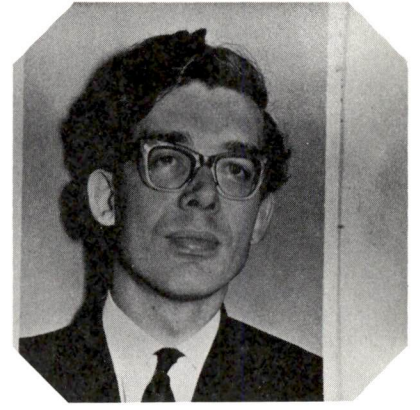
U. K. PROGRAMMERS



M. Bolas
SSS



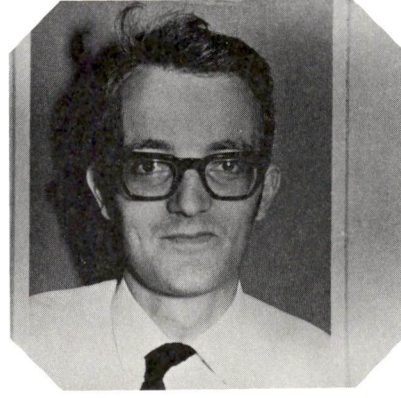
Eric Coates
SSS



D. Cope
SSS



E. Davies
SSL



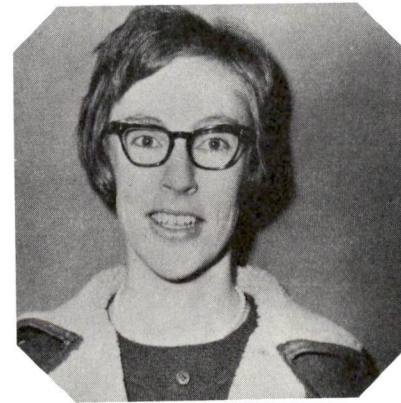
T. Gibson
Typesetting



P. Harding
SSS

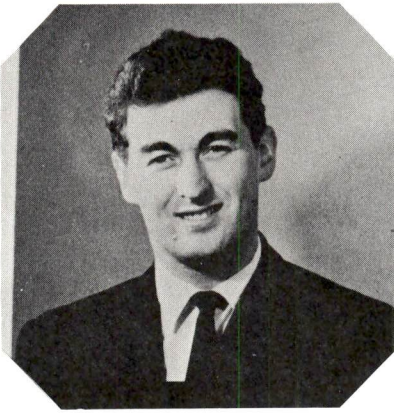


Richard Jameson
SSS



Penny Land
SSL

MANCHESTER BRANCH - 127



Bob Thorley
Branch Manager



Peter Picthall
Branch Service Mgr.



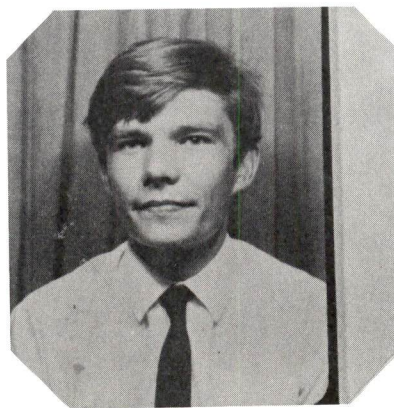
Ray Brown
Sales



Eric Cocker
Sales



Ian Fallows
Control Prods.



John Gow
SSS

LONDON BRANCH - 126



Peter Herke
Branch Manager



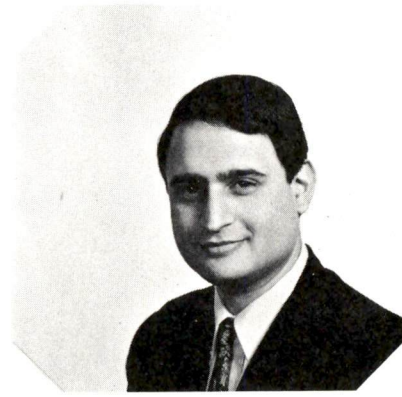
Peter Dixon
Branch Service Mgr.



Peter Hoskins
Sales



Peter Lawton
Control Prods.



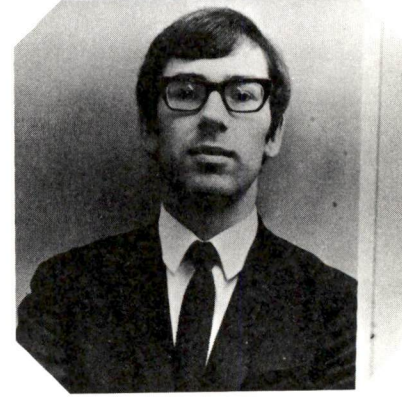
Frank Sanjana
Sales



Vinod Shah
Sales



Mike Thurner
Sales



T. Brenning-Jones
SSS

SOUTHWEST BRANCH - 128



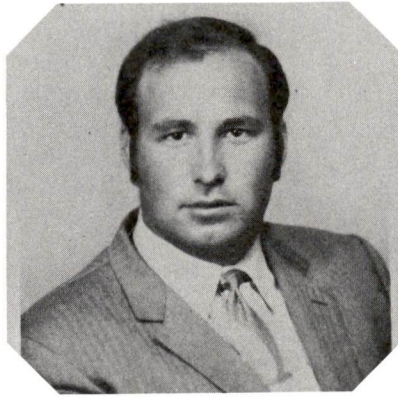
Anthony James
Branch Manager



Ken Parker
Branch Service Mgr.

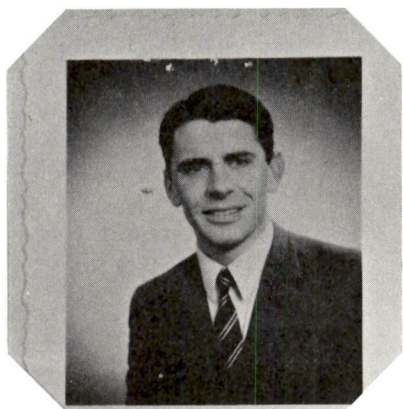


David Barlow
Sales



John Pitt
Control Prods.

PARIS DISTRICT - 122



Louis-Noel Joly
District Manager

Claude Tissot
Dist. Service Mgr.



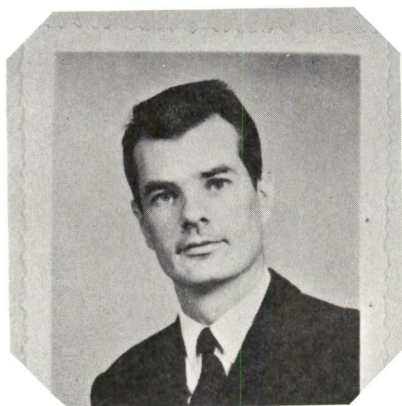
Jean-Daniel Bain
Control Prods.



J. Baudon-Juvet
Sales



Henri Blanchet
Sales



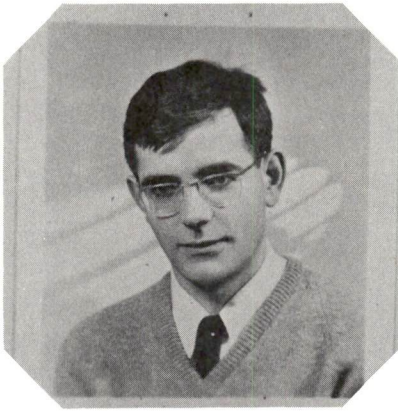
Christian Dumas
Control Prods.



Micheau-Maillou
Sales

A. Pineau Valenciennes
Sales

PARIS DISTRICT - 122



Edward Brisse
SSL



Jean Champarnaud
SSS

SWISS-ITALIAN DISTRICT - 187



Pierre Jaillet
District Manager

GENEVA BRANCH - 191



Yves Sarrazin
Branch Manager

Claude Ouellette
Branch Service Mgr.



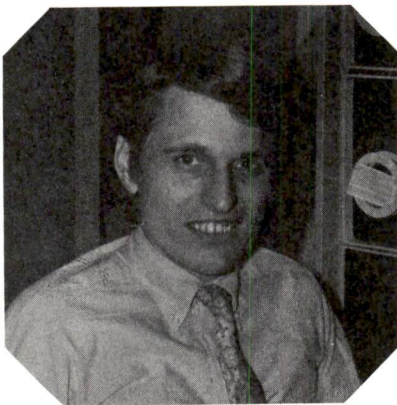
Fernand Guhl
Sales



Walter Huwyler
Sales



M. Jacot-Descombes
Sales



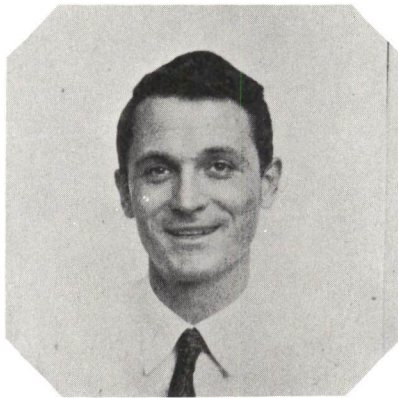
Orson Niederhauser
SSS

MILAN BRANCH - 192



Alberto Carlucci
Branch Manager

Carlo Falotti
Branch Service Mgr.



Silvio Garretti
Control Prods.

GERMAN DISTRICT - 118



Helmuth Coqui
District Manager



Vincent Marshall
Dist. Service Mgr.

MUNICH BRANCH - 130



Erwin Weiss
Branch Manager



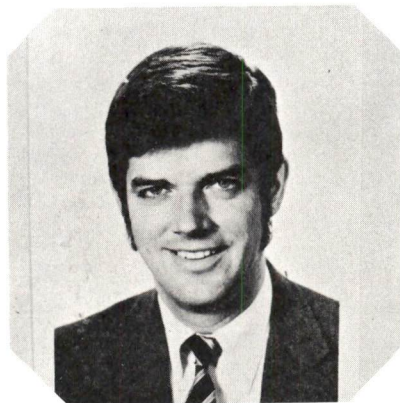
Karl Hoffman
Branch Service Mgr.



Al Avery
Sales



Hans Daniel
Sales



Harold Leaman
Sales, Bio-Med.



Bernard Manzl
Control Prods.



Helmut Peroebner
Sales

MUNICH BRANCH - 130



Juergen Schroeder
Sales



M. Spindler
Sales



Peter Doelling
SSS



B. Eiben
SSL

COLOGNE BRANCH - 129

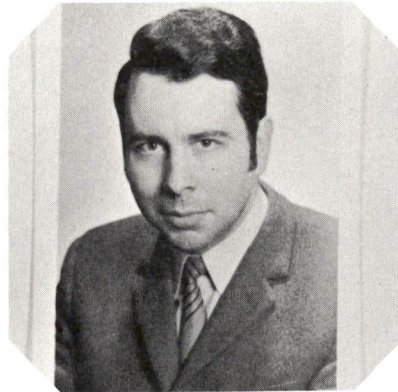


Peter Schmidt
Branch Manager

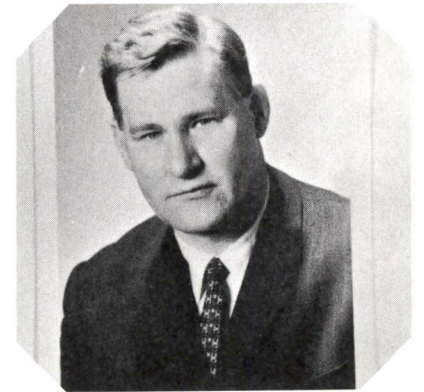
Dieter Hansen
Branch Service Mgr.



H. Jansen
Sales



Helmut Krings
Sales



Herbert Siems
Sales

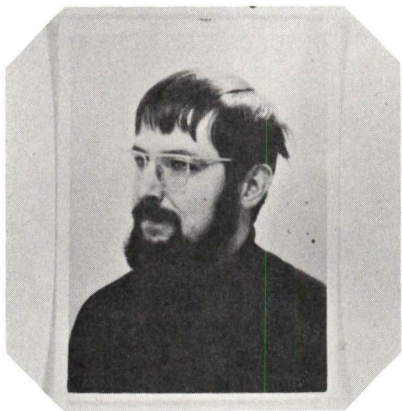


Jurgen Thun
Control Prods.



Herb Zimmerman
Sales

COLOGNE BRANCH - 129

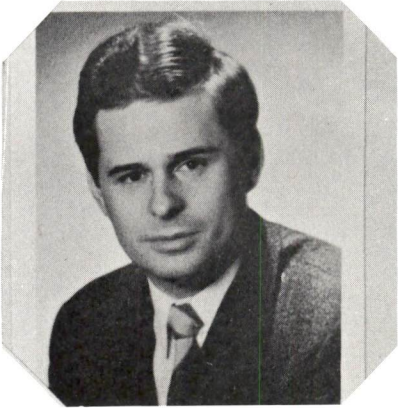


J. Klauske
SSS



Teunis Korteweg
SSL

HANNOVER BRANCH - 10D



Wilhelm Kister
Branch Manager

Alfred Kohlus
F. S. Supervisor



Rolf-Dieter Seichter
Sales



Anthony Pimm
SSS



Manfred Trostmann
SSL

FRANKFURT BRANCH - 10E



Jurgen Kesper
Branch Manager

Max Gerlach
F. S. Supervisor



Hans Reiter
Sales

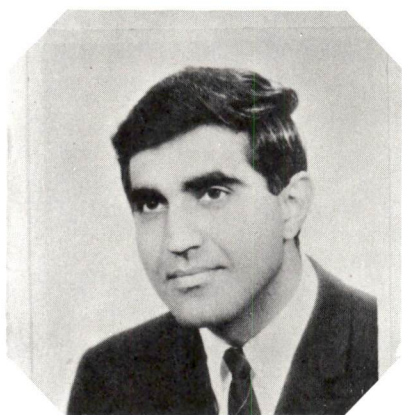


Peter Zell
Sales

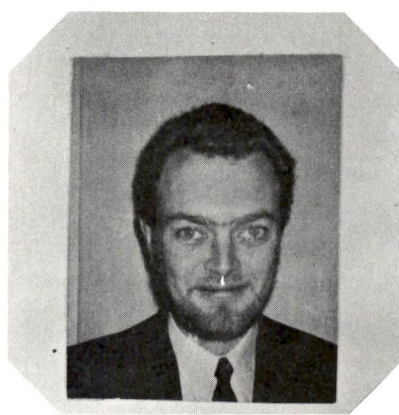


Bodo Fiebig
SSL

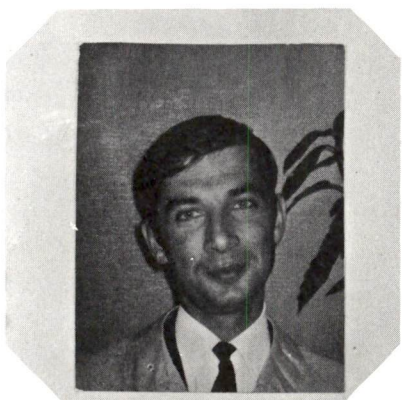
BENELUX DISTRICT - 125



Bobby Choonavala
District Manager



Jeff Blundell
Dist. Service Mgr.



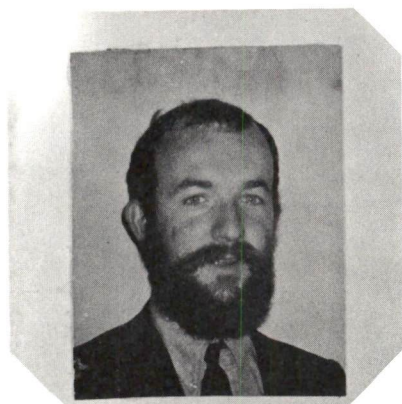
Berry De Smit
Control Prods.



Hans Steenman
Sales



Gerard Van Gink
Sales



Kees Bruin
SSS

BELGIUM BRANCH -



Michael Dawance
Branch Manager

SCANDINAVIA DISTRICT - 188

B. Kvaavik
District Manager



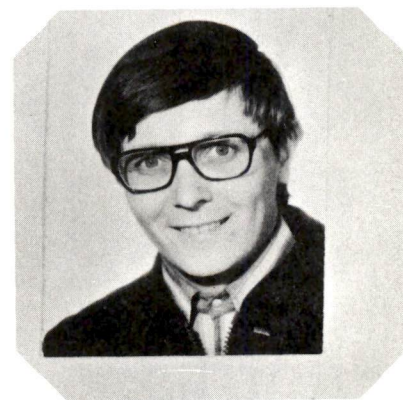
Sven-Olaf Martin
Dist. Service Mgr.

L. Erik Jansson
Control Prods.



A. Karlson
Sales

Lars Loefgren
Sales



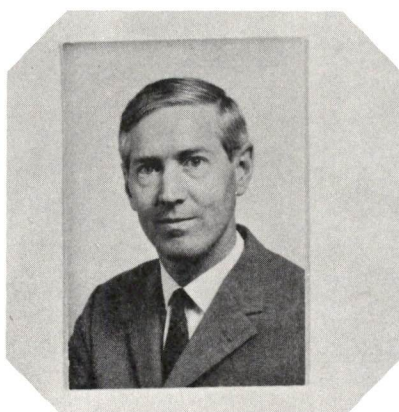
Ake Persson
Sales

Hakan Agvald
SSS/SSL

SWEDEN BRANCH - 120



Kjell Reistedt
Branch Manager



Gerry Fraser
F. S. Supervisor

CANADIAN REGIONAL - 117



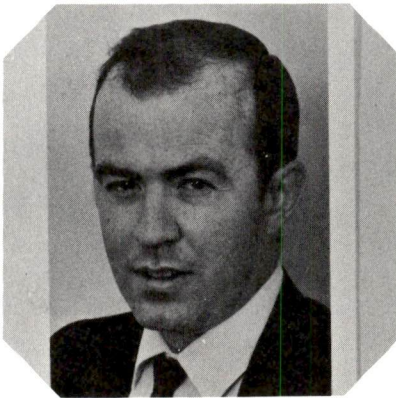
Denzil Doyle
Regional Manager



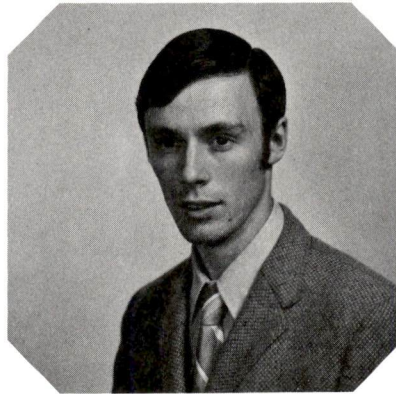
Don Philpott
Reg'l Service Mgr.



Peter Clarke
Software Sup. Mgr.



Bev Hollman
CSS Reg'l Spec.



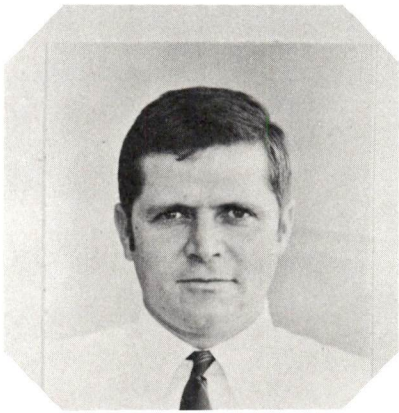
W. Newberry
Sales

K. O'Neill
Sales



George Szuszwal
SSS

OTTAWA DISTRICT - 195



David Whiteside
District Manager



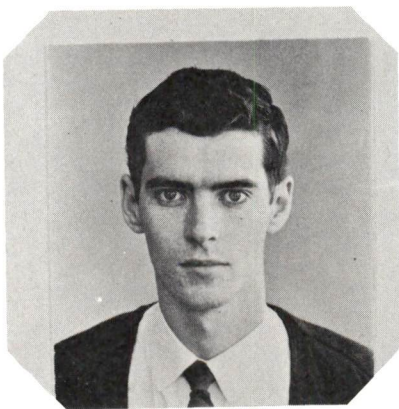
Michael Parry
Dist. Service Mgr.



Lewis Hewitt
Sales



Mal Shaw
Control Prods.

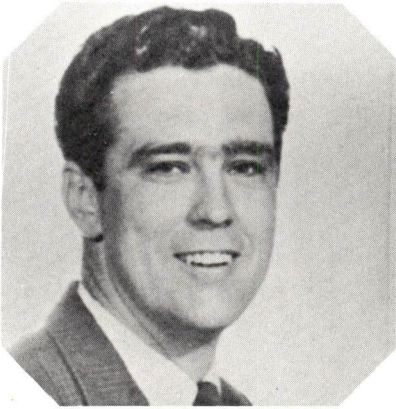


Terry McMannus
SSL



Robert Thompson
SSS

TORONTO DISTRICT - 198



Jack Richardson
District Manager



Bud Harvie
Dist. Service Mgr.



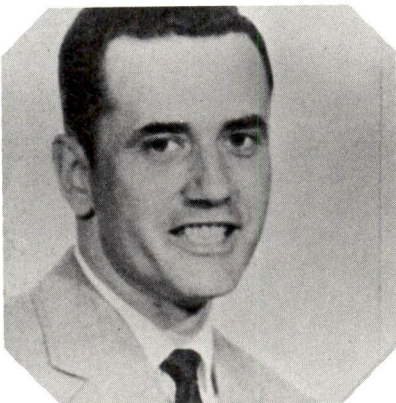
John Bell
Sales



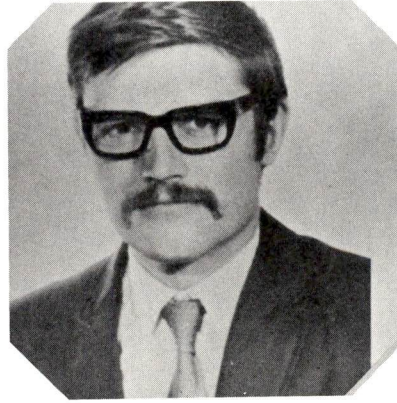
Gord McConnell
Sales



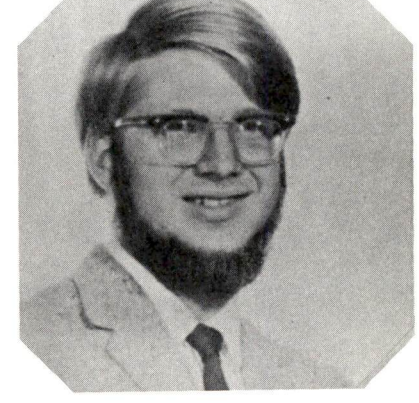
Ted Thorpe
Control Prods.



Bob Walker
Sales



Blaine Belecki
SSL



Phil Olynyk
SSS

MONTREAL DISTRICT - 199



Duane Sheppard
District Manager



Ray Vaillencourt
Dist. Service Mgr.



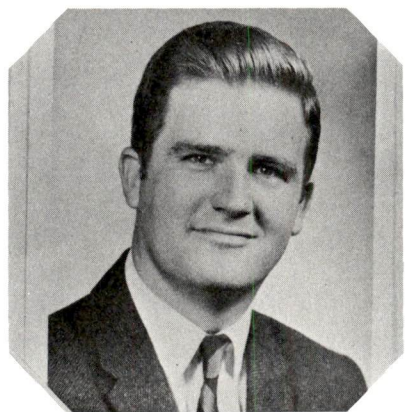
K. Meredith
Reg'l Typesetting



Paul Stanfield
Sales

Len Shalit
Sales

WESTERN DISTRICT - 197



John Hughes
District Manager



Larry Christopher
Supr. SSS



Ed Gaglardi
Sales



Don Street
Sales

EDMONTON BRANCH - 196



Bill Slunt
Branch Manager



David Akitt
Branch Service Mgr.



Mike Ellis
Sales



Neil Federspiel
Control Prods.