

THE BUSINESS COUNCIL

888 SEVENTEENTH STREET, N.W.

WASHINGTON, D.C. 20006

202/296-7630

NEW MEMBERS: 1985-1988

1985

John F. Akers
Chairman and CEO
IBM Corporation
Old Orchard Road
Armonk, New York 10504-1783

Howard P. Allen
Chairman and CEO
Southern California Edison Company
P.O. Box 800
2754 Walnut Grove Avenue
Rosemead, California 91770

Colby H. Chandler
Chairman and CEO
Eastman Kodak Company
343 State Street
Rochester, New York 14650

Thomas I. Dolan
Chairman and CEO
A. O. Smith Corporation
P.O. Box 23971
Milwaukee, Wisconsin 53223-0971

Richard J. Ferris
1486 Ridge Road
Northbrook, Illinois 60062

William R. Howell
Chairman and CEO
J. C. Penney Company, Inc.
P. O. Box 659000
Dallas, Texas 75265-9000

John S. Reed
Chairman and CEO
Citicorp
3399 Park Avenue
New York, New York 10043

1985 (continued)

Business Titles and Addresses

Andrew C. Sigler
Chairman and CEO
Champion International Corporation
1 Champion Plaza
Stamford, Connecticut 06921

1986

Robert R. Frederick
570 Lexington Avenue
New York, New York 10022-6853

James R. Houghton
Chairman and CEO
Corning Glass Works
Corning, New York, 14831

Richard J. Mahoney
Chairman and CEO
Monsanto Company
800 N. Lindbergh Boulevard
St. Louis, Missouri 63167

J. W. Marriott, Jr.
Chairman, President and CEO
Marriott Corporation
1 Marriott Drive
Washington, D. C. 20058

Richard M. Morrow,
Chairman and CEO
AMOCO Corporation
200 E. Randolph Drive
Chicago, Illinois 60601

Paul F. Orefice, Chairman
The Dow Chemical Company
2030 Dow Center
Midland, Michigan 48674

Donald E. Petersen
Chairman and CEO
Ford Motor Company
The American Road
Dearborn, Michigan 48121

1986 (continued)

Business Titles and Addresses

J. Tylee Wilson
Retired Chairman and CEO
RJR Nabisco Inc.
301 West Bay Street, Suite 2706
Jacksonville, Florida 32202-4425

1987

Edward A. Brennan
Chairman and CEO
Sears, Roebuck and Co.
Sears Tower
Chicago, Illinois 60684

D. Wayne Calloway
Chairman and CEO
PepsiCo, Inc.
700 Anderson Hill Road
Purchase, New York 10577

Robert F. Daniell
Chairman and CEO
United Technologies Corporation
United Technologies Building
Hartford, Connecticut 06101

Thomas F. Frist, Jr.
Chairman and CEO
Hospital Corporation of America
One Park Plaza
P. O. Box 550
Nashville, Tennessee 37202-0550

Richard E. Heckert
Chairman and CEO
E. I. du Pont de Nemours & Company
1007 Market Street, Dupont Bldg, 9000
Wilmington, Delaware 19898

David T. Kearns
Chairman and CEO
Xerox Corporation
800 Long Ridge Road
P. O. Box 1600
Stamford, Connecticut 06904

1987 (continued)

Business Titles and Addresses

Robert D. Kennedy
Chairman, President and CEO
Union Carbide Corporation
39 Old Ridgebury Road
Section E-4
Danbury, Connecticut 06817

Philip E. Lippincott
Chairman, President and CEO
Scott Paper Company
Scott Plaza
Philadelphia, Pennsylvania 19113

Hamish Maxwell
Chairman and CEO
Philip Morris Companies, Inc.
120 Park Avenue
New York, New York 10017

Thomas S. Murphy
Chairman and CEO
Capital Cities/ABC, Inc.
24 E. 51st Street
New York, New York 10022

Allen E. Murray
Chairman, President and CEO
Mobil Corporation
150 E. 42nd Street
New York, New York 10017

Kenneth H. Olsen
President and CEO
Digital Equipment Corporation
146 Main Street
Maynard, Massachusetts 01754

1987 (continued)

Business Titles and Addresses

Lawrence G. Rawl
Chairman and CEO
Exxon Corporation
1251 Avenue of the Americas
New York, New York 10020-1198

George A. Schaefer
Chairman and CEO
Caterpillar Inc.
100 N. E. Adams Street
Peoria, Illinois 61629

Frank A. Shrontz
Chairman and CEO
The Boeing Company
Seattle, Washington 98124

P. Roy Vagelos
Chairman and CEO
Merck & Co., Inc.
P. O. Box 2000
Rahway, New Jersey 07065

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Drew Lewis
Chairman and CEO
Union Pacific Corporation
345 Park Avenue
New York, New York 10154

James T. Lynn
Chairman and President
Aetna Life & Casualty Company
151 Farmington Avenue
Hartford, Connecticut 06156

Walter V. Shipley, Chairman
Chemical New York Corporation
277 Park Avenue
New York, New York 10172

1988 (continued)

Business Titles and Addresses

John L. Weinberg
Chairman and Senior Partner
Goldman, Sachs & Company
85 Broad Street
New York, New York 10004

Robert C. Winters
Chairman and CEO
Prudential Insurance Company
Prudential Plaza
Newark, New Jersey 07101

NAT'L ACCTS

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I N T E R O F F I C E M E M O R A N D U M

Doc. No: 043813
Date: 11-Mar-1992 01:36pm EST
From: Bob Hughes @MKO
HUGHES.BOB AT A1 at HAMSTR at

MKO

Dept: U.S. Sales
Tel No: 264-SELL

TO: See Below

Subject: REVISED ACCOUNT LISTING

Attached is an updated Account Listing for the accounts within the AVPI Portfolios. The lists attached are alphabetical by Account, Account Manager, and Account Portfolio Manager.

My office should be contacted if you require the name of an Account Manager for customers not appearing on this list.

Please distribute this information within your organization as appropriate.

/cs

Distribution:

TO: DON ZERESKI @MRO
TO: RAY WOOD @MRO
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TO: JACK MACKEEN @UPO

Use the RDL option to see remainder of distribution lists.

Account Listing

ACCOUNT	ACCT VP/SALES MGR	ACCOUNT MANAGER	LOC	PHONE
-----	-----	-----	---	-----
Abbott Laboratories	Roger Rose	Jeanne Allis	ACI	474-5173
Advanced Micro Devic	Bob Long	Marilyn Marsh	WRO	521-6697
Aetna Life And Cslty	Peter Robohm	Daniel Socci	RCH	320-5195
Allied-Signal Inc (C)	Bob Long	Erik Ambjor	NJO	335-6767
ALCOA (C)	Roger Rose	Patrick Wilson	PTO	422-7895
American Express Com (C)	Peter Robohm	Edward Forker	NYO	352-2709
American Home Produc	Roger Rose	John Rowe	PHO	337-4148
American Internation	Peter Robohm	Robert Rodriguez	NYO	352-3055
American Tele & Telg (C)	Harry Eisengrein	David Digirolamo	KYO	323-4250
Ameritech (C)	Harry Eisengrein	Eugene Flynn	ACI	474-2537
Amoco Corporation	Roger Rose	Paul Lobue	ACI	474-5168
AMR Corp (C)	Bob Long	Joe Howard	DLO	486-6527
Anheuser-Busch Compa	Neal Houtz	Charles Bentley	STO	445-6378
Apg (F)	Tony Morris	Mike Harrison	WRO	521-4422
Apple Computer Inc	Bob Long	Edwin Hanford	WRO	521-6825
Asea Brown Boveri In	Bob Long	Roger Cronk	RCH	320-5433
Ask Computer Systems (V)	John O Keefe	Cameron Crowe	WRO	521-6624
Associated Press Inc	Peter Robohm	Terry Mc Cauley	NYO	352-2443
Atlantic Richfield C (C)	Roger Rose	Robert Rathbun	IVO	535-4535
Avnet Inc (V)	Ed Kamins	Stephen Woodward	UPO	296-4100
Bank Of Boston Corpo	Peter Robohm	Monte Ford	BXO	224-1593
Bankamerica Corporat	Peter Robohm	Albert Arthur	SZO	545-4350
Bankers Trust New Yo (C)	Peter Robohm	Thomas Franeta	NYO	352-3056
BASF Corp	Roger Rose	Steven Mueller	NJO	335-5854
Baxter International	Roger Rose	Bruce Rauch	ACI	474-5161
Bayer USA Inc	Roger Rose	Nicholas Stoyanoff	PTO	422-7830
Bear Stearns Compani	Peter Robohm	William Watts	NYO	352-3001
Bell Atlantic Corpor (C)	Harry Eisengrein	Paul Brown	TJR	424-2251
Bell Communications (C)	Harry Eisengrein	Paul Shaneck	KYO	323-4369
Bellsouth Corporatio (C)	Harry Eisengrein	Stephen Dmetruk	ALF	385-2316
Bertelsmann Inc	Peter Robohm	Kevin Collins	NYO	352-2710
Bethlehem Steel Corp	Roger Rose	Richard Kalady	ANO	349-2847
Blockbuster Entertai	Neal Houtz	Larry Waterkotte	DLO	486-6535
Blue Cross & Blue Sh	Peter Robohm	Louis Ennuso	ACI	474-5166
Boeing Co (C)	Bob Long	Bob Tassone	SEO	545-4281
Borden Inc	Neal Houtz	Pamela Pickens	CSO	434-4568
Bowater Incorporated	Neal Houtz	William Neel	ALF	385-2413
BP America Inc (C)	Roger Rose	Claudia Bailey	CLO	431-2840
Capital Cities/ABC I	Peter Robohm	Joseph Riccelli	NJO	335-6825
Cargill Inc	Neal Houtz	Gary Rowland	MPO	442-2161
Caterpillar Inc (C)	Neal Houtz	Richard Travis	PEO	449-3528
Century Telephone En	Harry Eisengrein	Lynn Adams	ALF	343-5141
Champion Internation	Neal Houtz	Jeffrey Borkowski	CYO	432-7579
Chase Manhattan Corp (C)	Peter Robohm	Mary Lou Welch	NYO	352-2877
Chemical Banking Cor (C)	Peter Robohm	Nick Ganio	NYO	352-2997
Chevron Corporation (C)	Roger Rose	Ernest Macy	SZO	542-3745
Chicago Title & Trus	Peter Robohm	Thomas Burke	CPO	447-2911
Chrysler Corporation	Neal Houtz	Jacques Bossonney	FHO	471-5302
Chrysa-Geigy Corporati	Roger Rose	Robin Osborne	PCO	321-5484
Cincinnati Bell Inc	Harry Eisengrein	Harry Stambaugh	CYO	432-7594
Citicorp (C)	Peter Robohm	Thomas Miller	NYO	352-2582

Civilian Agencies (F)	Tony Morris	Rita Yavinsky	WNP 427-5640
Pepsi-Cola Company Inc	Neal Houtz	Gilford Shearon	ATO 326-5251
Colgate-Palmolive Co	Neal Houtz	James Whedbee	NYO 352-2712
Computer Sciences Co	Bob Long	Gregory Sirbu	LAO 531-3733
Corning Inc (C)	Roger Rose	Mark Phillips	EEO 355-2262
Dana Corporation	Neal Houtz	Donald Trojan	TLO 420-5430
Deere & Company	Neal Houtz	Robert Pierret	IOO 450-3721
Defense Agencies Oth (F)	Tony Morris	Lenore Albright	MEL 425-3269
Defense Medical (F)	Tony Morris	Gloria Banks	WNP 427-5070
Delta Air Lines Inc	Bob Long	John Wolcott	ATO 326-5256
Dept Of Energy (F)	Tony Morris	James Davis	COP 341-5067
Dept Of Treasury (F)	Tony Morris	William Downer	WNP 427-5638
Disney Walt Company	Peter Robohm	David Packwood	ORO 353-6307
DOD-OSD (F)	Tony Morris	Judy Kilpatrick	COP 341-5021
DODIC (F)	Tony Morris	Clarence Gordon	MEL 425-3721
Donnelley R R & Sons	Peter Robohm	Richard Gentile	ACI 474-5156
Dow Chemical Company (C)	Roger Rose	Stanley Nunn	FHO 471-5307
DSC Communications	Harry Eisengrein	William Faris	DLO 486-6388
Du Pont E I De Nemou (C)	Roger Rose	Franklin Posey	DWO 338-5610
Dun & Bradstreet Cor	Peter Robohm	George Joiner	NYO 352-2915
E-Systems Inc	Bob Long	Thomas Mcaleavy	DLO 486-6619
Eastman Kodak Compan (C)	Roger Rose	Norman Erwin	RCO 252-7037
Eaton Corporation (C)	Neal Houtz	John Fadel	CLO 431-2737
EG&G Inc	Bob Long	William Mcdermott	PVO 322-4146
EPA (F)	Tony Morris	Robert Williams	WNP 427-5088
Ethyl Corporation	Roger Rose	William Pond	RDO 372-5275
Executive Intell Age (F)	Tony Morris	Jerome Benesch	MEL 425-3268
Exxon Corporation (C)	Roger Rose	Richard Roberts	HSO 441-3539
Fidelity Investments	Peter Robohm	Stephen Peabody	BXO 224-1553
First Interstate Ban	Peter Robohm	Judith Murphy	LAO 568-2628
FMC Corp (C)	Roger Rose	Larry Hamel	ACI 474-2379
Ford Motor Company (C)	Neal Houtz	Thomas Smith	FHO 471-5315
Fort Meade (F)	Tony Morris	Gwenn Azama	COL 327-5305
General Dynamics Cor (C)	Bob Long	Gregory Sirbu	LAO 531-3733
General Electric Com (C)	Neal Houtz	Anthony Pellegrini	UPO 296-4108
General Mills Inc	Neal Houtz	Richard Peterson	MPO 442-2319
General Motors Corpo (C)	Neal Houtz	William Petti	FHO 471-5308
Georgia-Pacific Corp	Neal Houtz	James Summers	ATO 326-5113
Goldman Sachs & Co	Peter Robohm	John Lane	NYO 352-2737
Goodrich B F Company	Roger Rose	John Boros	CLO 431-2815
Grace W R & Co Inc	Roger Rose	Fred Przybyla	LAC 352-2734
Grand Met/Pillsbury	Neal Houtz	Gary Rowland	MPO 442-2161
Grumman Corporation (C)	Bob Long	Erik Ambjor	NJO 335-6767
-			
GTE Corp (C)	Harry Eisengrein	John Rogers	ALF 385-2997
Halliburton Company	Roger Rose	Jimmie Stewart	DLO 486-6531
Harris Corporation	Bob Long	David Johnson	FZO 360-7402
Heinz H J Company	Neal Houtz	William Costello	PTO 422-7812
Hershey Foods Corpor	Neal Houtz	Jerold Defibaugh	MJO 348-4974
Hoechst Corporation	Roger Rose	Samuel Lewis	EJO 336-4746
Honeywell Inc	Bob Long	Soozin White	DLO 486-6546
Houston Industries I	Harry Eisengrein	William Ogden	HSO 441-3834
Hughes Aircraft Comp (C)	Bob Long	Robert Carmichael	IVO 535-4591
ICI Americas	Roger Rose	William Mcgoey	EJO 336-4744
Intel Corporation (C)	Bob Long	Gene Velez	WRO 521-3528
International Paper	Neal Houtz	Donald Ahnberg	ALF 385-2018
ITT Corp (C)	Peter Robohm	Jon Emerson	RCH 320-5197
James River Corp Vir	Neal Houtz	William Siwak	DCO 341-2014
JC Penney	Neal Houtz	Barbara Walls	DLO 486-6948

John Hancock Mtl	Peter Robohm	Allen Depew	BXO 224-1619
Johnson & Johnson (C)	Roger Rose	Mary Pearson	KYO 323-4455
Johnson Controls Inc	Bob Long	Donald Benson	MWO 446-2448
Kimberly-Clark Corpo	Neal Houtz	Michael Weas	GBO 450-1565
Koch Industries Inc	Roger Rose	Daniel Gollahon	TSO 485-3157
LCI Communications	Harry Eisengrein	Robert Nolin	CSO 434-4562
Liberty Mutual Insur	Peter Robohm	Raymond Defelice	MKO 264-3289
Lilly Eli And Compan	Roger Rose	David Brown	INI 443-3259
Litton Industries In	Bob Long	John Maginnis	CWO 533-3375
Lockheed Corporation (C)	Bob Long	Dale Vaughan	IVO 535-4592
Mars Incorporated	Neal Houtz	Ronald Guzman	NJO 335-6753
Martin Marietta Corp (C)	Bob Long	Theodore Lacina	DVO 553-3472
Massachusetts Mut Li	Peter Robohm	Ronald Lundberg	RCH 325-1838
Maxwell Communication	Peter Robohm	Deidra Gluck	NYO 352-2918
Mc Caw Cellular Comm	Harry Eisengrein	Clayton Sundermeyer	SEO 545-4168
Mc Donnell Douglas C (C)	Bob Long	Robert Crossland	STO 445-6505
Mc Graw-Hill Inc	Peter Robohm	Joanne Lustgarten	NYO 352-2733
MCI Communications (C)	Harry Eisengrein	Charles Mead	TJR 424-2254
Mead Corporation	Neal Houtz	James Boyd	CYO 432-7560
Mellon Bank Corporat	Peter Robohm	John Sheehan	PTO 422-7839
Merck & Co Inc	Roger Rose	David Ochsner	NJO 335-6746
Merrill Lynch & Co I	Peter Robohm	David Lawless	NYO 352-3035
Michelin Corporation	Roger Rose	Joe Harris	GNO 367-6255
Minnesota Min & Mfg (C)	Roger Rose	Douglas Swanson	MPO 442-2112
Mobil Corporation (C)	Roger Rose	John Schnaithman	DLO 486-6545
Monsanto Company (C)	Roger Rose	Bob Thomas	STO 445-6322
Morgan J P & Company	Peter Robohm	Suzanne Roberts	NYO 352-2974
Motorola Inc (C)	Bob Long	Chas Kunkelmann	ACI 474-2378
Nation Air & Spc Adm (F)	Tony Morris	Lloyd Berry	COP 341-5068
National Semiconduct	Bob Long	Marilyn Marsh	WRO 521-6697
Navistar Internation	Neal Houtz	Carl Mercurio	ACI 474-2671
News Corporation Ltd	Peter Robohm	Deidra Gluck	NYO 352-2918
N.A. Philips	Bob Long	Rhett Baynton	RCH 320-5029
Northeast Utilities	Harry Eisengrein	Harold Finer	RCH 320-5499
Northern Telecom (C)	Harry Eisengrein	Donald Skipworth	NVO 366-7361
Northrop Corporation (C)	Bob Long	William Neville	IVO 535-4587
Nynex Corporation (C)	Harry Eisengrein	Lou Magee	NYO 352-2749
Occidental Petroleum	Roger Rose	Daniel Gollahon	TSO 485-3157
Pacific Telesis Grou (C)	Harry Eisengrein	Richard Crisman	SZO 542-3916
Pennzoil Company	Roger Rose	Richard Roberts	HSO 441-3539
Pepsico Inc	Neal Houtz	Marianna Rogers	DLO 486-6521
Pfizer Inc	Roger Rose	Edwin Brozek	NJO 335-6795
Philip Morris Compan	Neal Houtz	Curtis Rasmussen	RDO 372-5274
Pioneer Standard (V)	Ed Kamins	Randall Glickman	UPO 296-4627
Pioneer/Technologies (V)	Ed Kamins	Janet Smith	ALF 385-2550
PPG Industries	Roger Rose	Richard Kalady	ANO 349-2847
Procter & Gamble Com	Neal Houtz	Michael Grawe	CYO 432-7561
Prudential Insur Of	Peter Robohm	Robert Ditrani	SAD 465-7252
Quaker Oats Company	Neal Houtz	Michael Roy	ACI 474-5152
Ralston Purina Compa	Neal Houtz	Charles Bentley	STO 445-6378
Raytheon Company (C)	Bob Long	Elizabeth Strong	MRO 297-3535
Reuters America Inc (C)	Peter Robohm	James Gallagher	NYO 352-2769
RJR Nabisco	Neal Houtz	Edward Pring	WKO 367-4017
Rockwell Internation (C)	Bob Long	Paul Alwine	IVO 535-4589
Rohm And Haas Compan	Roger Rose	Matthew Wick	CHO 336-2020
Sa Lee Corporation	Neal Houtz	John Sharratt	ACI 474-5162
Shering-Plough Corp	Roger Rose	James Kaudelky	NJO 335-6727
Schlumberger Limited (C)	Roger Rose	Robert Aghamalian	FOO 481-6273

Scott Paper Company	Neal Houtz	Jerald Green	EJO 336-4740
Medared Medical System (V)	John O Keefe	Jean Langone Smith	PHO 337-4280
Bell Petroleum Inc (C)	Roger Rose	John Moorhead	EWO 441-4919
Siemens Corporation (C)	Harry Eisengrein	Christina Robin	NJO 335-6787
Smithkline Beckman	Roger Rose	Gerald Mc Andrew	PCO 328-4289
Southern Neng Tlcmmn	Harry Eisengrein	Harold Finer	RCH 320-5499
Southwestern Bell Co (C)	Harry Eisengrein	Richard Super	STO 445-6591
Sun Company Inc	Roger Rose	Joseph Whitaker	PHH 328-4284
Tektronix Inc (C)	Bob Long	Robert Morgan	PDO 547-3376
Teledyne Inc	Bob Long	Merle Baptiste	CWO 533-3395
Tenneco Inc (C)	Neal Houtz	Roy Duffek	EWO 441-3893
Texaco Inc	Roger Rose	Marion Chassion	HSO 441-3867
Texas Instruments In (C)	Bob Long	Joe Howard	DLO 486-6527
Textron Inc	Neal Houtz	Mark Maguire	PVO 322-4181
Times Mirror Company	Peter Robohm	Donald Sturt	LAO 531-3747
TRW Inc (C)	Bob Long	Ralph Schmoller	IVO 535-4590
U S Air Force (F)	Tony Morris	James Scott	COP 341-5022
U S Army (F)	Tony Morris	Anthony Jezior	COP 341-5024
U S Navy (F)	Tony Morris	Jay Benson	COP 341-5023
U S West Inc (C)	Harry Eisengrein	William Krause	DVO 553-3266
U S X Corporation	Roger Rose	Anton Klobucar	PTO 422-7877
UAL Corp	Bob Long	Bill Zerbinopoulos	ACI 474-2615
Unilever	Neal Houtz	David Beaver	NJO 335-6809
Union Camp	Neal Houtz	J Lamb	ALF 385-2595
Union Carbide Corpor	Roger Rose	Thierry Castel	SCO 295-6531
United Serv Auto Ass	Peter Robohm	Robert Woolbright	SXO 441-2859
United States Dept C (F)	Tony Morris	Lynne Corddry	WNP 427-5642
United States Postal (F)	Tony Morris	Robert Lowe	COP 341-5066
United Technologies (C)	Bob Long	Bill Revellse	RCH 320-5560
United Telecommunica	Harry Eisengrein	William West	ALF 385-2467
Unocal Corporation	Roger Rose	Joel Oropesa	LAO 531-4300
Upjohn Company The	Roger Rose	Kenneth Yoder	KZO 454-3351
US Dept Hlth Human S (F)	Tony Morris	Janine Goldin	WNP 000-0000
US Dept Agriculture (F)	Tony Morris	John Cochran	WNP 427-5094
Veterans Administrat (F)	Tony Morris	Martin Hill	WNP 427-5071
Warner-Lambert Compa	Roger Rose	Clinton Searl	NJO 335-6806
Westinghouse Electri (C)	Bob Long	Howard Meyer	PTO 422-7460
Weyerhaeuser Company	Neal Houtz	Jolene Beckwith	SEO 545-4201
Wyle Laboratories (V)	Ed Kamins	Richard Tyldesley	UPO 296-4079
Xerox Corporation (C)	Neal Houtz	Charles Marterella	RCO 252-7278

Account Manager Listing

ACCOUNT MANAGER	LOC	PHONE	ACCOUNT (C/F/V)	ACCT VP/SALES MGR
Adams Lynn	ALF	343-5141	Century Telephone En	Harry Eisengrein
Aghamalian Robert	FOO	481-6273	Schlumberger Limited (C)	Roger Rose
Ahnberg Donald	ALF	385-2018	International Paper	Neal Houtz
Albright Lenore	MEL	425-3269	Defense Agencies Oth (F)	Tony Morris
Allis Jeanne	ACI	474-5173	Abbott Laboratories	Roger Rose
Alwine Paul	IVO	535-4589	Rockwell Internation (C)	Bob Long
Ambjor Erik	NJO	335-6767	Allied-Signal Inc (C)	Bob Long
Ambjor Erik	NJO	335-6767	Grumman Corporation	Bob Long
Arthur Albert	SZO	545-4350	Bankamerica Corporat	Peter Robohm
Azama Gwenn	COL	327-5305	Fort Meade (F)	Tony Morris
Bailey Claudia	CLO	431-2840	BP America Inc (C)	Roger Rose
Banks Gloria	WNP	427-5070	Defense Medical (F)	Tony Morris
Baptiste Merle	CWO	533-3395	Teledyne Inc	Bob Long
Baynton Rhett	RCH	320-5029	N.A. Philips	Bob Long
Beaver David	NJO	335-6809	Unilever	Neal Houtz
Beckwith Jolene	SEO	545-4201	Weyerhaeuser Company	Neal Houtz
Benesch Jerome	MEL	425-3268	Executive Intell Age (F)	Tony Morris
Benson Donald	MWO	446-2448	Johnson Controls Inc	Bob Long
Benson Jay	COP	341-5023	U S Navy (F)	Tony Morris
Bentley Charles	STO	445-6378	Anheuser-Busch Compa	Neal Houtz
Bentley Charles	STO	445-6378	Ralston Purina Compa	Neal Houtz
Berry Lloyd	COP	341-5068	Nation Air & Spc Adm (F)	Tony Morris
Berkowski Jeffrey	CYO	432-7579	Champion Internation	Neal Houtz
Bros John	CLO	431-2815	Goodrich B F Company	Roger Rose
Bossonney Jacques	FHO	471-5302	Chrysler Corporation	Neal Houtz
Boyd James	CYO	432-7560	Mead Corporation	Neal Houtz
Brown David	INI	443-3259	Lilly Eli And Compan	Roger Rose
Brown Paul	TJR	424-2251	Bell Atlantic Corpor (C)	Harry Eisengrein
Brozek Edwin	NJO	335-6795	Pfizer Inc	Roger Rose
Burke Thomas	CPO	447-2911	Chicago Title & Trus	Peter Robohm
Carmichael Robert	IVO	535-4591	Hughes Aircraft Comp (C)	Bob Long
Castel Thierry	SCO	295-6531	Union Carbide Corpor	Roger Rose
Chassion Marion	HSO	441-3867	Texaco Inc	Roger Rose
Cochran John	WNP	427-5094	US Dept Agriculture (F)	Tony Morris
Collins Kevin	NYO	352-2710	Bertelsmann Inc	Peter Robohm
Corddry Lynne	WNP	427-5642	United States Dept C (F)	Tony Morris
Costello William	PTO	422-7812	Heinz H J Company	Neal Houtz
Crisman Richard	SZO	542-3916	Pacific Telesis Grou (C)	Harry Eisengrein
Cronk Roger	RCH	320-5433	Asea Brown Boveri In	Bob Long
Crossland Robert	STO	445-6505	Mc Donnell Douglas C (C)	Bob Long
Crowe Cameron	WRO	521-6624	Ask Computer Systems (V)	John O Keefe
Davis James	COP	341-5067	Dept Of Energy (F)	Tony Morris
Defelice Raymond	MKO	264-3289	Liberty Mutual Insur	Peter Robohm
Defibaugh Jerold	MJO	348-4974	Hershey Foods Corpor	Neal Houtz
Depew Allen	BXO	224-1619	John Hancock Mtl	Peter Robohm
Digirolamo David	KYO	323-4250	American Tele & Telg (C)	Harry Eisengrein
Ditrani Robert	SAD	465-7252	Prudential Insur Of	Peter Robohm
Dmetruk Stephen	ALF	385-2316	Bellsouth Corporatio (C)	Harry Eisengrein
Downer William	WNP	427-5638	Dept Of Treasury (F)	Tony Morris
Duffek Roy	EWO	441-3893	Tenneco Inc (C)	Neal Houtz
Emerson Jon	RCH	320-5197	ITT Corp (C)	Peter Robohm
Ennuso Louis	ACI	474-5166	Blue Cross & Blue Sh	Peter Robohm

Erwin Norman	RCO 252-7037	Eastman Kodak Compan (C)	Roger Rose
Edel John	CLO 431-2737	Eaton Corporation (C)	Neal Houtz
Ernie William	DLO 486-6388	DSC Communications	Harry Eisengrein
Finer Harold	RCH 320-5499	Northeast Utilities	Harry Eisengrein
Finer Harold	RCH 320-5499	Southern Neng Tlcmmn	Harry Eisengrein
Flynn Eugene	ACI 474-2537	Ameritech (C)	Harry Eisengrein
Ford Monte	BXO 224-1593	Bank Of Boston Corpo	Peter Robohm
Forker Edward	NYO 352-2709	American Express Com (C)	Peter Robohm
Franeta Thomas	NYO 352-3056	Bankers Trust New Yo (C)	Peter Robohm
Gallagher James	NYO 352-2769	Reuters America Inc (C)	Peter Robohm
Ganio Nick	NYO 352-2997	Chemical Banking Cor (C)	Peter Robohm
Gentile Richard	ACI 474-5156	Donnelley R R & Sons	Peter Robohm
Glickman Randall	UPO 296-4627	Pioneer Standard (V)	Ed Kamins
Gluck Deidra	NYO 352-2918	Maxwell Communicatio	Peter Robohm
Gluck Deidra	NYO 352-2918	News Corporation Ltd	Peter Robohm
Goldin Janine	WNP 000-0000	US Dept Hlth Human S (F)	Tony Morris
Gollahon Daniel	TSO 485-3157	Koch Industries Inc	Roger Rose
Gollahon Daniel	TSO 485-3157	Occidental Petroleum	Roger Rose
Gordon Clarence	MEL 425-3721	DODIC (F)	Tony Morris
Grawe Michael	CYO 432-7561	Procter & Gamble Com	Neal Houtz
Green Jerald	EJO 336-4740	Scott Paper Company	Neal Houtz
Guzman Ronald	NJO 335-6753	Mars Incorporated	Neal Houtz
Hamel Larry	ACI 474-2379	FMC Corp (C)	Roger Rose
Hanford Edwin	WRO 521-6825	Apple Computer Inc	Bob Long
Harris Joe	GNO 367-6255	Michelin Corporation	Roger Rose
Harrison Mike	WRO 521-4422	Apg (F)	Tony Morris
Hill Martin	WNP 427-5071	Veterans Administrat (F)	Tony Morris
Howard Joe	DLO 486-6527	AMR Corp (C)	Bob Long
Howard Joe	DLO 486-6527	Texas Instruments In (C)	Bob Long
Wozniak Anthony	COP 341-5024	U S Army (F)	Tony Morris
Johnson David	FZO 360-7402	Harris Corporation	Bob Long
Joiner George	NYO 352-2915	Dun & Bradstreet Cor	Peter Robohm
Kalady Richard	ANO 349-2847	Bethlehem Steel Corp	Roger Rose
Kalady Richard	ANO 349-2847	PPG Industries	Roger Rose
Kaudelky James	NJO 335-6727	Schering-Plough Corp	Roger Rose
Kilpatrick Judy	COP 341-5021	DOD-OSD (F)	Tony Morris
Klobucar Anton	PTO 422-7877	U S X Corporation	Roger Rose
Krause William	DVO 553-3266	U S West Inc (C)	Harry Eisengrein
Kunkelmann Chas	ACI 474-2378	Motorola Inc (C)	Bob Long
Lacina Theodore	DVO 553-3472	Martin Marietta Corp (C)	Bob Long
Lamb J	ALF 385-2595	Union Camp	Neal Houtz
Lane John	NYO 352-2737	Goldman Sachs & Co	Peter Robohm
Langone Smith Jean	PHO 337-4280	Shared Medical Syste (V)	John O Keefe
Lawless David	NYO 352-3035	Merrill Lynch & Co I	Peter Robohm
Lewis Samuel	EJO 336-4746	Hoechst Corporation	Roger Rose
Lobue Paul	ACI 474-5168	Amoco Corporation	Roger Rose
Lowe Robert	COP 341-5066	United States Postal (F)	Tony Morris
Lundberg Ronald	RCH 325-1838	Massachusetts Mut Li	Peter Robohm
Lustgarten Joanne	NYO 352-2733	Mc Graw-Hill Inc	Peter Robohm
Macy Ernest	SZO 542-3745	Chevron Corporation (C)	Roger Rose
Magee Lou	NYO 352-2749	Nynex Corporation (C)	Harry Eisengrein
Maginnis John	CWO 533-3375	Litton Industries In	Bob Long
Maguire Mark	PVO 322-4181	Textron Inc	Neal Houtz
Marsh Marilyn	WRO 521-6697	Advanced Micro Devic	Bob Long
Marsh Marilyn	WRO 521-6697	National Semiconduct	Bob Long
Marterella Charles	RCO 252-7278	Xerox Corporation (C)	Neal Houtz
Mc Andrew Gerald	PCO 328-4289	Smithkline Beckman C	Roger Rose
Mc Cauley Terry	NYO 352-2443	Associated Press Inc	Peter Robohm

Mcaleavy Thomas	DLO 486-6619	E-Systems Inc	Bob Long
dermott William	PVO 322-4146	EG&G Inc	Bob Long
Goey William	EJO 336-4744	ICI Americas	Roger Rose
Mead Charles	TJR 424-2254	MCI Communications (C)	Harry Eisengrein
Mercurio Carl	ACI 474-2671	Navistar Internation	Neal Houtz
Meyer Howard	PTO 422-7460	Westinghouse Electri (C)	Bob Long
Miller Thomas	NYO 352-2582	Citicorp (C)	Peter Robohm
Moorhead John	EWO 441-4919	Shell Petroleum Inc (C)	Roger Rose
Morgan Robert	PDO 547-3376	Tektronix Inc (C)	Bob Long
Mueller Steven	NJO 335-5854	BASF Corp	Roger Rose
Murphy Judith	LAO 568-2628	First Interstate Ban	Peter Robohm
Neel William	ALF 385-2413	Bowater Incorporated	Neal Houtz
Neville William	IVO 535-4587	Northrop Corporation (C)	Bob Long
Nolin Robert	CSO 434-4562	LCI Communications	Harry Eisengrein
Nunn Stanley	FHO 471-5307	Dow Chemical Company (C)	Roger Rose
Ochsner David	NJO 335-6746	Merck & Co Inc	Roger Rose
Ogden William	HSO 441-3834	Houston Industries I	Harry Eisengrein
Oropesa Joel	LAO 531-4300	Unocal Corporation	Roger Rose
Osborne Robin	PCO 321-5484	Ciba-Geigy Corporati	Roger Rose
Packwood David	ORO 353-6307	Disney Walt Company	Peter Robohm
Peabody Stephen	BXO 224-1553	Fidelity Investments	Peter Robohm
Pearson Mary	KYO 323-4455	Johnson & Johnson (C)	Roger Rose
Pellegrini Anthony	UPO 296-4108	General Electric Com (C)	Neal Houtz
Peterson Richard	MPO 442-2319	General Mills Inc	Neal Houtz
Petti William	FHO 471-5308	General Motors Corpo (C)	Neal Houtz
Phillips Mark	EEO 355-2262	Corning Inc (C)	Roger Rose
Pickens Pamela	CSO 434-4568	Borden Inc	Neal Houtz
Pierret Robert	IOO 450-3721	Deere & Company	Neal Houtz
Pod William	RDO 372-5275	Ethyl Corporation	Roger Rose
ey Franklin	DWO 338-5610	Du Pont E I De Nemou (C)	Roger Rose
Pring Edward	WKO 367-4017	RJR Nabisco	Neal Houtz
Przybyla Fred	LAC 352-2734	Grace W R & Co Inc	Roger Rose
Rasmussen Curtis	RDO 372-5274	Philip Morris Compan	Neal Houtz
Rathbun Robert	IVO 535-4535	Atlantic Richfield C (C)	Roger Rose
Rauch Bruce	ACI 474-5161	Baxter International	Roger Rose
Revellese Bill	RCH 320-5560	United Technologies (C)	Bob Long
Riccelli Joseph	NJO 335-6825	Capital Cities/ABC I	Peter Robohm
Roberts Richard	HSO 441-3539	Exxon Corporation (C)	Roger Rose
Roberts Richard	HSO 441-3539	Pennzoil Company	Roger Rose
Roberts Suzanne	NYO 352-2974	Morgan J P & Company	Peter Robohm
Robin Christina	NJO 335-6787	Siemens Corporation (C)	Harry Eisengrein
Rodriguez Robert	NYO 352-3055	American Internation	Peter Robohm
Rogers John	ALF 385-2997	GTE Corp (C)	Harry Eisengrein
Rogers Marianna	DLO 486-6521	Pepsico Inc	Neal Houtz
Rowe John	PHO 337-4148	American Home Produc	Roger Rose
Rowland Gary	MPO 442-2161	Cargill Inc	Neal Houtz
Rowland Gary	MPO 442-2161	Grand Met/Pillsbury	Neal Houtz
Roy Michael	ACI 474-5152	Quaker Oats Company	Neal Houtz
Schmoller Ralph	IVO 535-4590	TRW Inc (C)	Bob Long
Schnaithman John	DLO 486-6545	Mobil Corporation (C)	Roger Rose
Scott James	COP 341-5022	U S Air Force (F)	Tony Morris
Searl Clinton	NJO 335-6806	Warner-Lambert Compa	Roger Rose
Shaneck Paul	KYO 323-4369	Bell Communications (C)	Harry Eisengrein
Sharratt John	ACI 474-5162	Sara Lee Corporation	Neal Houtz
Shearon Gilford	ATO 326-5251	Coca-Cola Company In	Neal Houtz
ehan John	PTO 422-7839	Mellon Bank Corporat	Peter Robohm
ibu Gregory	LAO 531-3733	Computer Sciences Co	Bob Long
Siwak William	DCO 341-2014	James River Corp Vir	Neal Houtz

Skipworth Donald	NVO 366-7361	Northern Telecom (C)	Harry Eisengrein
Smith Janet	ALF 385-2550	Pioneer/Technologies (V)	Ed Kamins
Smith Thomas	FHO 471-5315	Ford Motor Company (C)	Neal Houtz
Socci Daniel	RCH 320-5195	Aetna Life And Cslty (C)	Peter Robohm
Stambaugh Harry	CYO 432-7594	Cincinnati Bell Inc	Harry Eisengrein
Stewart Jimmie	DLO 486-6531	Halliburton Company	Roger Rose
Stoyanoff Nicholas	PTO 422-7830	Bayer USA Inc	Roger Rose
Strong Elizabeth	MRO 297-3535	Raytheon Company (C)	Bob Long
Sturt Donald	LAO 531-3747	Times Mirror Company	Peter Robohm
Summers James	ATO 326-5113	Georgia-Pacific Corp	Neal Houtz
Sundermeyer Clayton	SEO 545-4168	Mc Caw Cellular Comm	Harry Eisengrein
Super Richard	STO 445-6591	Southwestern Bell Co (C)	Harry Eisengrein
Swanson Douglas	MPO 442-2112	Minnesota Min & Mfg (C)	Roger Rose
Tassone Bob	SEO 545-4281	Boeing Co (C)	Bob Long
Thomas Bob	STO 445-6322	Monsanto Company	Roger Rose
Trojan Richard	PEO 449-3528	Caterpillar Inc (C)	Neal Houtz
Trojan Donald	TLO 420-5430	Dana Corporation	Neal Houtz
Tyldesley Richard	UPO 296-4079	Wyle Laboratories (V)	Ed Kamins
Vaughan Dale	IVO 535-4592	Lockheed Corporation (C)	Bob Long
Velez Gene	WRO 521-3528	Intel Corporation (C)	Bob Long
Walls Barbara	DLO 486-6948	JC Penney	Neal Houtz
Waterkotte Larry	DLO 486-6535	Blockbuster Entertai	Neal Houtz
Watts William	NYO 352-3001	Bear Stearns Compani	Peter Robohm
Weas Michael	GBO 450-1565	Kimberly-Clark Corpo	Neal Houtz
Welch Mary Lou	NYO 352-2877	Chase Manhattan Corp (C)	Peter Robohm
West William	ALF 385-2467	United Telecommunica	Harry Eisengrein
Whedbee James	NYO 352-2712	Colgate-Palmolive Co	Neal Houtz
Whitaker Joseph	PHH 328-4284	Sun Company Inc	Roger Rose
White Soozin	DLO 486-6546	General Dynamics Cor (C)	Bob Long
White Soozin	DLO 486-6546	Honeywell Inc	Bob Long
Wick Matthew	CHO 336-2020	Rohm And Haas Compan	Roger Rose
Williams Robert	WNP 427-5088	EPA (F)	Tony Morris
Wilson Patrick	PTO 422-7895	ALCOA (C)	Roger Rose
Wolcott John	ATO 326-5256	Delta Air Lines Inc	Bob Long
Woodward Stephen	UPO 296-4100	Avnet Inc (V)	Ed Kamins
Woolbright Robert	SXO 441-2859	United Serv Auto Ass	Peter Robohm
Yavinsky Rita	WNP 427-5640	Civilian Agencies (F)	Tony Morris
Yoder Kenneth	KZO 454-3351	Upjohn Company The	Roger Rose
Zerbinopoulos Bill	ACI 474-2615	UAL Corp	Bob Long

ACC'T VP/SALES MGR - Bob Long

ACCOUNT	ACCOUNT MANAGER	LOC	PHONE
Advanced Micro Devic	Marilyn Marsh	WRO	521-6697
Allied-Signal Inc (C)	Erik Ambjor	NJO	335-6767
Amr Corporation (C)	Joe Howard	DLO	486-6527
Apple Computer Inc	Edwin Hanford	WRO	521-6825
Asea Brown Boveri In	Roger Cronk	RCH	320-5433
Boeing Company The (C)	Bob Tassone	SEO	545-4281
Computer Sciences Co	Gregory Sirbu	LAO	531-3733
Delta Air Lines Inc	John Wolcott	ATO	326-5256
E-Systems Inc	Thomas Mcaleavy	DLO	486-6619
Eg&G Inc	William Mcdermott	PVO	322-4146
General Dynamics Cor (C)	Gregory Sirbu	LAO	531-3733
Grumman Corporation (C)	Erik Ambjor	NJO	335-6767
Harris Corporation	David Johnson	FZO	360-7402
Honeywell Inc	Soozin White	DLO	486-6546
Hughes Aircraft Comp (C)	Robert Carmichael	IVO	535-4591
Intel Corporation (C)	Gene Velez	WRO	521-3528
Johnson Controls Inc	Donald Benson	MWO	446-2448
Litton Industries In	John Maginnis	CWO	533-3375
Lockheed Corporation (C)	Dale Vaughan	IVO	535-4592
Martin Marietta Corp (C)	Theodore Lacina	DVO	553-3472
McDonnell Douglas C (C)	Robert Crossland	STO	445-6505
Motorola Inc (C)	Chas Kunkelmann	ACI	474-2378
National Semiconduct	Marilyn Marsh	WRO	521-6697
North American Phili	Rhett Baynton	RCH	320-5029
Northrop Corporation (C)	William Neville	IVO	535-4587
Raytheon Company (C)	Elizabeth Strong	MRO	297-3535
Rockwell Internation (C)	Paul Alwine	IVO	535-4589
Tektronix Inc (C)	Robert Morgan	PDO	547-3376
Teledyne Inc	Merle Baptiste	CWO	533-3395
Texas Instruments In (C)	Joe Howard	DLO	486-6527
Trw Inc (C)	Ralph Schmoller	IVO	535-4590
Ual Corporation	Bill Zerbinopoulos	ACI	474-2615
United Technologies (C)	Bill Revellese	RCH	320-5560
Westinghouse Electri (C)	Howard Meyer	PTO	422-7460

ACC'T VP/SALES MGR - John O Keefe

ACCOUNT	ACCOUNT MANAGER	LOC	PHONE
-----	-----	---	-----
Ask Computer Systems (V)	Cameron Crowe	WRO	521-6624
Shared Medical System (V)	Jean Langone Smith	PHO	337-4280

ACC'T VP/SALES MGR - Ed Kamins

ACCOUNT	ACCOUNT MANAGER	LOC	PHONE
-----	-----	---	-----
Avnet Inc (V)	Stephen Woodward	UPO	296-4100
Pioneer Standard (V)	Randall Glickman	UPO	296-4627
Pioneer/Technologies (V)	Janet Smith	ALF	385-2550
Wyle Laboratories (V)	Richard Tyldesley	UPO	296-4079

ACC'T SALES MGR - Peter Robohm

ACCOUNT	ACCOUNT MANAGER	LOC	PHONE
Aetna Life And Cslty (C)	Daniel Socci	RCH	320-5195
American Express Com (C)	Edward Forker	NYO	352-2709
American Internation	Robert Rodriguez	NYO	352-3055
Associated Press Inc	Terry Mc Cauley	NYO	352-2443
Bank Of Boston Corpo	Monte Ford	BXO	224-1593
Bankamerica Corporat	Albert Arthur	SZO	545-4350
Bankers Trust New Yo (C)	Thomas Franeta	NYO	352-3056
Bear Stearns Compani	William Watts	NYO	352-3001
Bertelsmann Inc	Kevin Collins	NYO	352-2710
Blue Cross & Blue Sh	Louis Ennuso	ACI	474-5166
Capital Cities/Abc I	Joseph Riccelli	NJO	335-6825
Chase Manhattan Corp (C)	Mary Lou Welch	NYO	352-2877
Chemical Banking Cor (C)	Nick Ganio	NYO	352-2997
Chicago Title & Trus	Thomas Burke	CPO	447-2911
Citicorp (C)	Thomas Miller	NYO	352-2582
Disney Walt Company	David Packwood	ORO	353-6307
Donnelley R R & Sons	Richard Gentile	ACI	474-5156
Dun & Bradstreet Cor	George Joiner	NYO	352-2915
Fidelity Investments	Stephen Peabody	BXO	224-1553
First Interstate Ban	Judith Murphy	LAO	568-2628
Goldman Sachs & Co	John Lane	NYO	352-2737
Corporation (C)	Jon Emerson	RCH	320-5197
John Hancock Mtl	Allen Depew	BXO	224-1619
Liberty Mutual Insur	Raymond Defelice	MKO	264-3289
Massachusetts Mut Li	Ronald Lundberg	RCH	325-1838
Maxwell Communicatio	Deidra Gluck	NYO	352-2918
Mc Graw-Hill Inc	Joanne Lustgarten	NYO	352-2733
Mellon Bank Corporat	John Sheehan	PTO	422-7839
Merrill Lynch & Co I	David Lawless	NYO	352-3035
Morgan J P & Company	Suzanne Roberts	NYO	352-2974
News Corporation Ltd	Deidra Gluck	NYO	352-2918
Prudential Insur Of	Robert Ditrani	SAD	465-7252
Reuters America Inc (C)	James Gallagher	NYO	352-2769
Times Mirror Company	Donald Sturt	LAO	531-3747
United Services Auto	Robert Woolbright	SXO	441-2859

ACC'T VP/SALES MGR - Tony Morris

ACCOUNT	ACCOUNT MANAGER	LOC	PHONE
-----	-----	---	---
Apg (F)	Mike Harrison	WRO	521-4422
Civilian Agencies (F)	Rita Yavinsky	WNP	427-5640
Defense Agencies Oth (F)	Lenore Albright	MEL	425-3269
Defense Medical (F)	Gloria Banks	WNP	427-5070
Dept Of Energy (F)	James Davis	COP	341-5067
Dept Of Treasury (F)	William Downer	WNP	427-5638
Dod-Osd (F)	Judy Kilpatrick	COP	341-5021
Dodic (F)	Clarence Gordon	MEL	425-3721
Environmental Protec (F)	Robert Williams	WNP	427-5088
Executive Intell Age (F)	Jerome Benesch	MEL	425-3268
Fort Meade (F)	Gwenn Azama	COL	327-5305
Nation Air & Spc Adm (F)	Lloyd Berry	COP	341-5068
U S Air Force (F)	James Scott	COP	341-5022
U S Army (F)	Anthony Jezior	COP	341-5024
U S Navy (F)	Jay Benson	COP	341-5023
United States Dept C (F)	Lynne Corddry	WNP	427-5642
United States Postal (F)	Robert Lowe	COP	341-5066
Us Dept Health Human (F)	Janine Goldin	WNP	000-0000
U Dept Of Agricultu (F)	John Cochran	WNP	427-5094
Veterans Administrat (F)	Martin Hill	WNP	427-5071

ACC'T VP/SALES MGR - Neal Houtz

ACCOUNT	ACCOUNT MANAGER	LOC	PHONE
-----	-----	---	-----
Anheuser-Busch Compa	Charles Bentley	STO	445-6378
Blockbuster Entertai	Larry Waterkotte	DLO	486-6535
Borden Inc	Pamela Pickens	CSO	434-4568
Bowater Incorporated	William Neel	ALF	385-2413
Cargill Inc	Gary Rowland	MPO	442-2161
Caterpillar Inc (C)	Richard Travis	PEO	449-3528
Champion International	Jeffrey Borkowski	CYO	432-7579
Chrysler Corporation	Jacques Bossonney	FHO	471-5302
Coca-Cola Company In	Gilford Shearon	ATO	326-5251
Colgate-Palmolive Co	James Whedbee	NYO	352-2712
Dana Corporation	Donald Trojan	TLO	420-5430
Deere & Company	Robert Pierret	IOO	450-3721
Eaton Corporation (C)	John Fadel	CLO	431-2737
Ford Motor Company (C)	Thomas Smith	FHO	471-5315
General Electric Com (C)	Anthony Pellegrini	UPO	296-4108
General Mills Inc	Richard Peterson	MPO	442-2319
General Motors Corpo (C)	William Petti	FHO	471-5308
Georgia-Pacific Corp	James Summers	ATO	326-5113
Grand Metropolitan P	Gary Rowland	MPO	442-2161
Heinz H J Company	William Costello	PTO	422-7812
Hershey Foods Corpor	Jerold Defibaugh	MJO	348-4974
International Paper	Donald Ahnberg	ALF	385-2018
James River Corp Vir	William Siwak	DCO	341-2014
Jc Penney	Barbara Walls	DLO	486-6948
Kimberly-Clark Corpo	Michael Weas	GBO	450-1565
Mars Incorporated	Ronald Guzman	NJO	335-6753
Mead Corporation	James Boyd	CYO	432-7560
Navistar International	Carl Mercurio	ACI	474-2671
Pepsico Inc	Marianna Rogers	DLO	486-6521
Philip Morris Compan	Curtis Rasmussen	RDO	372-5274
Procter & Gamble Com	Michael Grawe	CYO	432-7561
Quaker Oats Company	Michael Roy	ACI	474-5152
Ralston Purina Compa	Charles Bentley	STO	445-6378
Rjr Nabisco Inc	Edward Pring	WKO	367-4017
Sara Lee Corporation	John Sharratt	ACI	474-5162
Scott Paper Company	Jerald Green	EJO	336-4740
Tenneco Inc (C)	Roy Duffek	EWO	441-3893
Textron Inc	Mark Maguire	PVO	322-4181
Unilever United Stat	David Beaver	NJO	335-6809
Union Camp	J Lamb	ALF	385-2595
Weyerhaeuser Company	Jolene Beckwith	SEO	545-4201
Xerox Corporation (C)	Charles Marterella	RCO	252-7278

ACC'T VP/SALES MGR - Roger Rose

ACCOUNT	ACCOUNT MANAGER	LOC	PHONE
Abbott Laboratories	Jeanne Allis	ACI	474-5173
Aluminum Company Of (C)	Patrick Wilson	PTO	422-7895
American Home Produc	John Rowe	PHO	337-4148
Amoco Corporation	Paul Lobue	ACI	474-5168
Atlantic Richfield C (C)	Robert Rathbun	IVO	535-4535
Basf Corporation	Steven Mueller	NJO	335-5854
Baxter International	Bruce Rauch	ACI	474-5161
Bayer Usa Inc	Nicholas Stoyanoff	PTO	422-7830
Bethlehem Steel Corp	Richard Kalady	ANO	349-2847
Bp America Inc (C)	Claudia Bailey	CLO	431-2840
Chevron Corporation (C)	Ernest Macy	SZO	542-3745
Ciba-Geigy Corporati	Robin Osborne	PCO	321-5484
Corning Inc (C)	Mark Phillips	EEO	355-2262
Dow Chemical Company (C)	Stanley Nunn	FHO	471-5307
Du Pont E I De Nemou (C)	Franklin Posey	DWO	338-5610
Eastman Kodak Compan (C)	Norman Erwin	RCO	252-7037
Ethyl Corporation	William Pond	RDO	372-5275
Exxon Corporation (C)	Richard Roberts	HSO	441-3539
Fmc Corporation (C)	Larry Hamel	ACI	474-2379
Goodrich B F Company	John Boros	CLO	431-2815
Grace W R & Co Inc	Fred Przybyla	LAC	352-2734
Halliburton Company	Jimmie Stewart	DLO	486-6531
Hechst Corporation	Samuel Lewis	EJO	336-4746
Imperial Americas Holding	William Mcgoey	EJO	336-4744
Johnson & Johnson (C)	Mary Pearson	KYO	323-4455
Koch Industries Inc	Daniel Gollahon	TSO	485-3157
Lilly Eli And Compan	David Brown	INI	443-3259
Merck & Co Inc	David Ochsner	NJO	335-6746
Michelin Corporation	Joe Harris	GNO	367-6255
Minnesota Min & Mfg (C)	Douglas Swanson	MPO	442-2112
Mobil Corporation (C)	John Schnaithman	DLO	486-6545
Monsanto Company (C)	Bob Thomas	STO	445-6322
Occidental Petroleum	Daniel Gollahon	TSO	485-3157
Pennzoil Company	Richard Roberts	HSO	441-3539
Pfizer Inc	Edwin Brozek	NJO	335-6795
Ppg Industries Inc	Richard Kalady	ANO	349-2847
Rohm And Haas Compan	Matthew Wick	CHO	336-2020
Schering-Plough Corp	James Kaudelky	NJO	335-6727
Schlumberger Limited (C)	Robert Aghamalian	FOO	481-6273
Shell Petroleum Inc (C)	John Moorhead	EWO	441-4919
Smithkline Beckman C	Gerald Mc Andrew	PCO	328-4289
Sun Company Inc	Joseph Whitaker	PHH	328-4284
Texaco Inc	Marion Chassion	HSO	441-3867
U S X Corporation	Anton Klobucar	PTO	422-7877
Union Carbide Corpor	Thierry Castel	SCO	295-6531
Unocal Corporation	Joel Oropesa	LAO	531-4300
Upjohn Company The	Kenneth Yoder	KZO	454-3351
Warner-Lambert Compa	Clinton Searl	NJO	335-6806

ACC'T VP/SALES MGR - Harry Eisengrein

ACCOUNT	ACCOUNT MANAGER	LOC	PHONE
-----	-----	---	-----
American Tele & Telg (C)	David Digirolamo	KYO	323-4250
Ameritech (C)	Eugene Flynn	ACI	474-2537
Bell Atlantic Corpor (C)	Paul Brown	TJR	424-2251
Bell Communications (C)	Paul Shaneck	KYO	323-4369
Bellsouth Corporatio (C)	Stephen Dmetruk	ALF	385-2316
Century Telephone En	Lynn Adams	ALF	343-5141
Cincinnati Bell Inc	Harry Stambaugh	CYO	432-7594
Dsc Communications C	William Faris	DLO	486-6388
Gte Corporation (C)	John Rogers	ALF	385-2997
Houston Industries I	William Ogden	HSO	441-3834
Lci Communications I	Robert Nolin	CSO	434-4562
Mc Caw Cellular Comm	Clayton Sundermeyer	SEO	545-4168
Mci Communications C (C)	Charles Mead	TJR	424-2254
Northeast Utilities	Harold Finer	RCH	320-5499
Northern Telecom (C)	Donald Skipworth	NVO	366-7361
Nynex Corporation (C)	Lou Magee	NYO	352-2749
Pacific Telesis Grou (C)	Richard Crisman	SZO	542-3916
Siemens Corporation (C)	Christina Robin	NJO	335-6787
Southern Neng Tlcmmn	Harold Finer	RCH	320-5499
Southwestern Bell Co (C)	Richard Super	STO	445-6591
West Inc (C)	William Krause	DVO	553-3266
nted Telecommunica	William West	ALF	385-2467

I N T E R O F F I C E M E M O R A N D U M

Doc. No: 043245
Date: 17-Feb-1992 04:43pm EST
From: DOUG FULRATH @UPO
FULRATH.DOUG AT A1 at MCIS5 at MRO
Dept: EXECUTIVE RELATIONS
Tel No: 296-4494

TO: See Below

Subject: EPP LIST (February 1992)

Attached you will find the most recent Executive partner Program listing of executive partners and accounts. With the recently completed FY.92 expansion, the company's Executive Partnership Program now includes over 140 accounts and more than 90 partners worldwide.

This list includes all of the newly added EPP accounts, which are indicated by an asterisk (*), as well as some changes in assignments for existing EPP accounts. Assignment changes include new partners for the following accounts:

<u>Account</u>	<u>Executive Partner</u>
Southwestern Bell	Harry Eisengrein
Johnson & Johnson	Charlie Christ
British Gas	John Boyd
Motorola	Ed Caldwell
Lockheed	Jack MacKeen
RJR/Nabisco	Frank McCabe
NASA	Tom Short
Tektronix	Dave Copeland
Atlantic Ritchfield	Ron Eisenhower

We wish all of the new Executive Partners and Account Managers well. Please use this as your only EPP reference document and send any changes or corrections to us.

Distribution:

ACCOUNT	ACCOUNT MGR.	MANAGER LOC/CTRY	MGR. DTN	EXECUTIVE PARTNER	GEOGRAPHY ACCOUNT MGR.	EXECUTIVE SPONSOR (GEOGRAPHY)
* ABBOTT LABS	JEANNE ALLIS	ACI/US	474-5173	GLENN ARMBRUSTER		
AETNA LIFE & CASUALTY	DAN SOCCI	RCH/US	320-5195	PAT CATALDO		
ALCATEL-ALSTHOM	ALAIN BERNSTEIN	PAO/FR	858-2505	MICHEL FERREBOEUF		
ALLIED-SIGNAL	ERIK AMBJOR	NJO/US	335-6767	DAN INFANTE		
ALUMINUM COMPANY OF AMERICA (ALCOA)	PATRICK WILSON	PTO/US	422-7895	GRANT SAVIERS		
AMERICAN EXPRESS	ED FORKER	NYO/US	352-2709	BRUCE RYAN		
AMERICAN TELEPHONE & TELEGRAPH (AT&T)	DAVID DIGIROLAMO	KYO/US	385-7203	JACK SMITH		
AMERITECH	GENE FLYNN	CPO/US	447-2959	BILL STRECKER		
AMR CORPORATION	JOE HOWARD	DLO/US	486-6527	FRANK BOWDEN		
ASEA BROWN BOVERI (ABB)	MARY HODGKIN	THR/SWITZ	760-3434	JOERG RIEDER	ROGER CRONK (US - RCH) 320-5433	FRANK MCCABE (US)
ATLANTIC RICHFIELD (ARCO)	RON RATHBUN	IVO/US	535-4535	RON EISENHAUER		
AVNET	STEVE WOODWARD	UPO/US	296-4100	DON ZERESKI		
* BANK OF AMERICA	AL ARTHUR	SZO/US	545-4350	NORM GOLDBERG		
BANKERS TRUST	TOM FRANETA	NYO/US	352-3056	WIN HINDLE	CAMPBELL ROBERTSON (EUR - HHL)	
BARCLAYS BANK	PETER MILLER	HHL/UK	847-6242	GEOFF SHINGLES	PATRICK ABRUZZO (US - NYO) 352-2984	AL MULLIN (US)
* BAXTER TRAVENOL	BRUCE RAUCH	ACI/US	474-5161	MATT KOCHAN		
* BLUE CROSS/BLUE SHIELD	LOUIS ENNUSO	ACI/US	474-5166	BOB RUSSELL		
BELL ATLANTIC	PAUL BROWN	TJR/US	424-2251	JACK MACKEEN		

EXECUTIVE PARTNERSHIP PROGRAM ACCOUNTS

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ACCOUNT	ACCOUNT MGR.	MANAGER LOC/CTRY	MGR. DTN	EXECUTIVE PARTNER	GEOGRAPHY ACCOUNT MGR.	EXECUTIVE SPONSOR (GEOGRAPHY)
BELL COMMUNICATIONS RESEARCH (BELLCORE)	PAUL SHANECK	KYO/US	323-4369	BOB GLORIOSO		
BELLSOUTH	STEVE DMETRUK	ALF/US	385-2316	PAT CATALDO		
* BLOCKBUSTER ENTERTAINMENT	LARRY WATERKOTTE	DLO/US	486-6535	PETER ROBOHM		
BOEING	BOB TASSONE	SEO/US	545-4281	RUSS GULLOTTI		
BOSCH	MANFRED FLAKOWSKI	SUT/GER	765-5306	JOERG RIEDER		
BRITISH GAS	JACK SECHLER	HHL/UK	847-5765	JOHN BOYD		
BRITISH PETROLEUM	PETER MACNAUGHTAN	HHL/UK	847-6409	GEOFF SHINGLES	CLAUDIA BAILEY	ROSE ANN GIORDANO (US
					(US - CLO)	
					431-2840	
BRITISH TELECOM	JOHN GEORGE	REO/UK	830-5647	GEOFF SHINGLES		
CARNEGIE MELLON UNIV.	RON MEIER	PTO/US	422-7849	BILL STRECKER		
CATERPILLAR	RICK TRAVIS	PEO/US	449-3528	GLENN ARMBRUSTER		
CHASE MANHATTAN	MARY LOU WELCH	NYO/US	352-2877	ROSE ANN GIORDANO		
CHEMICAL BANK	NICK GANIO	NYO/US	352-2997	RON HEVEY		
CHEVRON CORPORATION	DICK MACY	SZO/US	542-3745	FRANK MCCABE		
CHRYSLER CORPORATION	JACQUES BOSSONNEY	FHO/US	471-5302	BRUCE RYAN		
CITICORP	TOM MILLER	NYO/US	352-2582	BOB HUGHES	ALAN DARBY	
					(EUR - HHL)	
					847-5549	
					THOMAS NICHOLSON	RON BUNKER (GIA)
					(GIA - ZPO)	
					224-1611	
* COMPUTER SCIENCE CORP. (CSC)	GREG SIRBU	LAO/US	531-3733	BUD KEATING		
CORNELL UNIVERSITY	LOU FREE	ITO/US	355-2243	SHARON KEILLOR		

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ACCOUNT	ACCOUNT MGR.	MANAGER LOC/CTRY	MGR. DTN	EXECUTIVE PARTNER	GEOGRAPHY ACCOUNT MGR.	EXECUTIVE SPONSOR (GEOGRAPHY)
CORNING	MARK PHILLIPS	EEO/US	355-2262	ELI LIPCON		
* DISNEY	DAVID PACKWOOD	ORO/US	353-6307	RON HEVEY		
DOW CHEMICAL	STAN NUNN	FHO/US	471-5307	RUSS GULLOTTI	VOJA IVANOVIC (EUR - GVO) 888-3228	HANS DIRKMANN (EUR)
* DUKE POWER	RANDY VETTER	CEO/US	367-5360	BUD KEATING		
* DUN & BRADSTREET	GEORGE JOINER	NYO	352-2710	GERHARD FRIEDRICH		
DU PONT	FRANK POSEY	DWO/US	338-5610	JOHN SIMS	JEAN-MARC BOUVIER (EUR - GVO) 888-1332 JOHN PRENDERGAST (GIA - DWO) 338-5623	SERGIO GIACOLETTO (EUR)
* E-SYSTEMS	TOM MCALEAVY	DLO/US	486-6619	TOM GANNON		
EASTMAN KODAK	NORM ERWIN	RCO/US	252-7037	WIN HINDLE		
EATON CORPORATION	JOHN FADEL	CLO/US	431-2737	OPEN		
* E.G. & G.	WILLIAM MCDERMOTT	PUO/US	322-4146	TOM SHORT		
ERICSSON	KURT-IVE NILSSON	SOO/SWE	876-7179	DAVID BARLOW		
EUROPEAN COMMUNITY (EC)	MICHEL LAMBERTS	BRO/BELG	856-7314	OPEN		
EUROPEAN SPACE AGENCY (ESA)	JEAN-LOUIS SOUDAN	PAO/FR	858-2422	OPEN		
EXXON	RICHARD ROBERTS	HSO/US	441-3539	CHARLIE CHRIST		
FMC CORPORATION	LARRY HAMEL	ACI/US	474-2379	OPEN		
* FLEET/NORSTAR	JIM DEVLIN	PVO/US	322-4151	TONY WALLACE		
FORD MOTOR COMPANY	TOM SMITH	FHO/US	471-5315	BOB PALMER	MIKE DARBY (EUR - WLO) 853-4268	

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ACCOUNT	ACCOUNT MGR.	MANAGER LOC/CTRY	MGR. DTN	EXECUTIVE PARTNER	GEOGRAPHY ACCOUNT MGR.	EXECUTIVE SPONSOR (GEOGRAPHY)
GENERAL ELECTRIC	TONY PELLEGRINI	UPO/US	296-4108	DAN INFANTE	NITA SMITH (EUR - BST) 768-5172	DICK ESTEN (EUR)
GENERAL ELECTRIC COMPANY (GEC)	FRANK LAWRENCE	WLO/UK	853-4094	PAUL BIDDLE		
GENERAL MOTORS	BILL PETTI	FHO/US	471-5308		DAVID HUNT (EUR - WLO) 853-4090	
GTE	JOHN ROGERS	ALF/US	385-2997	BILL JOHNSON		
GEORGIA INSTITUTE OF TECHNOLOGY	RON HENSON	ATO/US	326-5294	RON WOLF		
* GEORGIA PACIFIC	JAMES SUMMERS	ATO/US	326-5113	JOE REILLY		
GRUMMAN	ERIK AMBJOR	NJO/US	335-6767	G. CHAMBERLAIN		
HONG KONG UNIVERSITY OF SCIENCE & TECHNOLOGY	KELVIN YEUNG	HGO/CHINA		JESSE LIPCON		
HUGHES AIRCRAFT	BOB CARMICHAEL	IVO/US	535-4591	BOB LONG		
IMPERIAL CHEMICAL INDUSTRIES (ICI)	GRAHAM FLETCHER	OLO/UK	851-2074	JOHN BOYD	BILL MCGOEY (US - EJO) 366-4744	
INTEL CORPORATION	GENE VELEZ	WRO/US	521-3528	BOB PALMER		
ITT CORPORATION	JON EMERSON	RCH/US	320-5197	HENRY CROUSE		
* IOWA STATE UNIVERSITY	MIKE SUPPLE	DEO/US	473-2235	JIM CUDMORE		
* JOHNS HOPKINS UNIVERSITY	VK HOLTZENDORF	BJO/US	342-5422	BILL JOHNSON		
JOHNSON & JOHNSON	MARY PEARSON	KYO/US	323-4455	CHARLIE CHRIST		
* LITTON INDUSTRIES	JOHN MACGINNIS	CWO/US	533-3375	JOHN DOHERTY		

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ACCOUNT	ACCOUNT MGR.	MANAGER LOC/CTRY	MGR. DTN	EXECUTIVE PARTNER	GEOGRAPHY ACCOUNT MGR.	EXECUTIVE SPONSOR (GEOGRAPHY)
LOCKHEED CORPORATION	DALE VAUGHAN	IVO/US	535-4592	JACK MACKEEN		
* LORAL	BRANDON ABBEY	IVO/US		PAUL CURTIN		
* MARICOPA COLLEGE SYSTEM	RON SMITH	TFO/US	566-4838	DALLAS KIRK		
MARTIN MARIETTA	TED LACINA	DVO/US	553-3472	GENE CERNAN		
MASSACHUSETTS INSTITUTE OF TECHNOLOGY (MIT)	ANDREA HAUSER	BXO/US	224-1537	BOB GLORIOSO		
MATRA S.A.	CHARLES PETITHORY	PAO/FR	858-2621	OPEN		
MCDONNELL DOUGLAS	ROB CROSSLAND	STO/US	445-6505	JIM CUDMORE	BOB LEGG (EUR - RDL) 830-6069	
MCI COMMUNICATIONS	CHARLIE MEAD	TJR/US	424-2254	RAY WOOD		
* MELLON BANK	JOHN SHEEHAN	PTO/US	422-7839	BILL STYLSINGER		
* MERCK	DAVID OCHSNER	NJO/US	335-6746	HENRY ANCONA		
MICHELIN CORPORATION	GERARD ZIVY	EVO/FR	858-5545	MICHEL FERREBOEUF	JOE HARRIS (US - GNO) 367-6255	SAM LEWIS (US-EJO) 336-4746
MIDLAND BANK	COLIN POWELL	HHL/UK	830-5578	PER-OLOF LOOF		
MINNESOTA MINING & MANUFACTURING (3M)	DOUG SWANSON	MPO/US	442-2112	ROSE ANN GIORDANO		
MOBIL CORPORATION	JOHN SCHNAITHMAN	DLO/US	486-6545	DICK FISHBURN		
MONSANTO COMPANY	BOBBY THOMAS	STO/US	445-6590	RON EISENHAUER		
MOTOROLA	CHAS KUNKELMANN	ACI/US	474-2378	ED CALDWELL		
NATIONAL AIR & SPACE ADMINISTRATION (NASA)	LLOYD BERRY	COP/US	341-5068	TOM SHORT		
* NATIONAL MEDICAL ENTERPRISES (NME)	CRAIG MARTIN	CWO/US	533-3560	JOHN SIMS		

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ACCOUNT	ACCOUNT MGR.	MANAGER LOC/CTRY	MGR. DTN	EXECUTIVE PARTNER	GEOGRAPHY ACCOUNT MGR.	EXECUTIVE SPONSOR (GEOGRAPHY)
NESTLE	JEAN FRESEY	ZSW/SWITZ	753-2274	BEAT STIEFEL	PHILIP RUGANI (US - NYO) 352-2735	
NIPPON TELEGRAPH & TELEPHONE (NTT)	AKIRA TSUJI	OPT/JAPAN		BILL JOHNSON		
NOMURA SECURITIES	TETSUEI HARIGAI	OGW/JAPAN		OPEN		
NORTHERN TELECOM	MEL HARDING	TRC/CAN	637-3148	OPEN	DON SKIPWORTH (US - NVO) 366-7361	
				LAURENT HIRSCH (EUR - ATY) 858-4314	JOHN BARRETT (EUR)	
				HENRY CROUSE		
NORTHROP CORPORATION	BILL NEVILLE	IVO/US	535-4587			
NYNEX CORPORATION	LOU MAGEE	NYO/US	352-2749	BILL JOHNSON		
PACIFIC TELESIS	DICK CRISMAN	SZO/US	542-3916	BOB HUGHES		
PENN STATE UNIVERSITY	BOB ASCAH	SCP/US	340-7925	BILL JOHNSON		
* PFIZER	EDWIN BROZEK	NJO	335-6795	JEFF RUDY		
PHILIP MORRIS	CURT RASMUSSEN	RDO/US	372-5274	AL MULLIN		
PHILIPS	GERRIT TOEBES	UTO/NETH	838-3299	PIER CARLO FALOTTI	RHETT BAYNTON (US - RCH) 320-5029	
PIONEER	RANDY GLICKMAN	UPO/US	296-4627	J. ALEXANDERSON		
PROCTER & GAMBLE	MICHAEL GRAWE	CYO/US	432-7561	BILL JOHNSON		
* PRUDENTIAL	BOB DITRANI	SAD/US	465-7252	SANDY THOMAS		
* QUAKER OATS	MIKE ROY	ACI/US	474-5152	RON EISENHAUER		
RACAL	KEN SMYTH	BST/UK	768-5132	TONY JAMES		
RAYTHEON				LOU GAVIGLIA		

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ACCOUNT	ACCOUNT MGR.	MANAGER LOC/CTRY	MGR. DTN	EXECUTIVE PARTNER	GEOGRAPHY ACCOUNT MGR.	EXECUTIVE SPONSOR (GEOGRAPHY)
RENSSELAER POLYTECHNIC INSTITUTE (RPI)	DAN KENNEDY	ALO/US	344-7268	J. ALEXANDERSON		
REUTERS	JOHN WHELLAMS	HHL/UK	847-5485	SERGIO GIACOLETTO	JAMES GALLAGHER (US - AWO) 334-2430	WIN HINDLE (US)
RJR NABISCO	ED PRING	WKO/US	367-4017	FRANK MCCABE		
ROCKWELL INTERNATIONAL	PAUL ALWINE	IVO/US	535-4589	BILL HANSON		
ROYAL DUTCH SHELL	JEAN LAUREY	UTO/NETH	838-2027	DAVID STONE		
* SAIC	BILL NEVILLE	IVO/US	535-4587	HOWARD FINEMAN		
SCHLUMBERGER LTD.)	BOB AGHAMALIAN	FOO/US	481-6273	SAM FULLER	JEAN-FRANCOIS DAMECOUR (EUR - ATY) 858-2721	ETIENNE MICHELON (EUR)
* SCOTT PAPER	JERALD GREEN	EJO/US	336-4740	DAVID GUTMAN		
SHELL PETROLEUM	JOHN MOORHEAD	EWO/US	441-4919	DON ZERESKI		
SIEMENS	HANS-PETER BAUER CHRISTINA ROBIN	MFR/GER NJO/US	896-2626 335-6787	JOERG RIEDER DON ZERESKI		
* SMITHKLINE	GERRY MCANDREW	PHH/US	328-4289	BOB NEALON		
SOUTHWESTERN BELL	DICK SUPER	STO/US	445-6591	HARRY EISENGREIN		
STANFORD UNIVERSITY	MARY TATE	WRO/US	521-4421	BILL HANSON		
STATE UNIVERSITY OF NEW YORK (SUNY)	JACK DAVIS	ALO/US	344-7254	BILL STEUL		
TEKTRONIX	BOB MORGAN	PDO/US	547-3376	DAVE COPELAND		
TENNECO	ROY DUFFEK	HSO/US	441-3893	AL HALL		
TEXAS INSTRUMENTS	JOE HOWARD	DLO/US	486-6527	BOB GLORIOSO		

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ACCOUNT	ACCOUNT MGR.	MANAGER LOC/CTRY	MGR. DTN	EXECUTIVE PARTNER	GEOGRAPHY ACCOUNT MGR.	EXECUTIVE SPONSOR (GEOGRAPHY)
* TEXTRON	MARK MAGUIRE	PVO/US	322-4181	ROD SUTHERLAND		
THOMSON	JEROME LIEVRE	PAO/FR	858-2228	JEAN-CLAUDE FABRE		
* TOYS R US	RON ROBBINS	SAD/US	465-7253	MIKE THURK		
TRW	RALPH SCHMOLLER	IVO/US	535-4590	OPEN		
UNILEVER	MARK SELBY	BST/UK	768-5164	DAVE BARLOW	DAVE BEAVER (US - NJO) 335-6809	J ALEXANDERSON (US)
UNION BANK OF SWITZERLAND (UBS)	PETER KESTENHOLZ	ZUO/SWITZ	760-3495	DAVID STONE		PAUL SANTNER (EUR)
UNITED NATIONS		SWITZ		HANS DIRKMANN		BILL JOHNSON (US)
U.S. AIR FORCE	JIM SCOTT	DCA/US	341-6021	RUSS GULLOTTI		
U.S. DEPARTMENT OF ENERGY	JIM DAVIS	DER/US	379-6751	SAM FULLER		
U.S. NAVY	JAY BENSON	DCA/US	341-6031	J. ALEXANDERSON		
US WEST	BILL KRAUSE	DVO/US		WIN HINDLE		
* UNITED/US SPRINT	CLOSS WEST	ALF/US	385-2467	TONY WALLACE		
UNITED TECHNOLOGIES	BILL REVELLESE	RCH/US	320-5560	MARTIN HOFFMANN		
UNIVERSITY CALIFORNIA BERKELEY (UCB)	MIKE SIMON	SZO/US	542-3777	GRANT SAVIERS		
UNIVERSITY CALIFORNIA STATE SYSTEM	KATHY TIANO	SZO/US	542-3709	JOHN SIMS		
UNIVERSITY ILLINOIS	DAVID BARCROFT	CIO/US	460-2774	HENRY CROUSE		
* UNIVERSITY MARYLAND	JANET DARDEN	DCO/US	341-2775	RAY WOOD		
UNIVERSITY MASSACHUSETTS	DANA CAMPBELL	SPO/US	243-2795	ILENE JACOBS		

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ACCOUNT	ACCOUNT MGR.	MANAGER LOC/CTRY	MGR. DTN	EXECUTIVE PARTNER	GEOGRAPHY ACCOUNT MGR.	EXECUTIVE SPONSOR (GEOGRAPHY)
UNIVERSITY MICHIGAN	JAN HORTON	FHO/US	471-5101	SAM FULLER		
* UNIVERSITY TENNESSEE	CHARLES KINZEL	KXO/US	363-2816	LYNN BUSING		
UNIVERSITY WASHINGTON	HEIDE O'CONNELL	SEO/US	545-4241	MIKE MANCUSO		
VOLVO	GORAN WENNBERG	GOO/SWE	766-9172	DAVID BARLOW		
WESTINGHOUSE ELECTRIC	HOWARD MEYER	PTO/US	422-7460	GREG PLAKIAS		
XEROX	JERRY MARTERELLA	RCO/US	252-7278	LOU GAVIGLIA		