



From: STGD Marketing Communications  
With: 439-2434  
Date: September 14, 1983  
Subject: STGD Reorganization of Marketing and Commercial Operations


To: Electric Utility Sales  
Electric Utility International

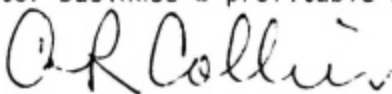
cc: W. M. Oliver, Gateway  
B. W. Morrison, Gateway  
G. M. Clark, Gateway  
R. R. Halverson, Gateway  
R. C. Gaskins, Gateway  
H. R. Oliver, Gateway  
H. S. Proglor, Gateway  
D. H. Pierce, Gateway  
V. S. Anderson, Broomall  
S. L. Quick, Orlando  
A. F. Axt, Lester  
M. D. Gill, Charlotte  
P. B. Messina, Winston-Salem  
J. G. Micka, E. Pittsburgh  
R. J. Rahenkamp, Orlando  
Staff

Due to changing market conditions, we have reorganized the Steam Turbine-Generator Division Marketing and Commercial Operations groups to reflect these changes per the attached organizational charts. We intend to make every effort possible to support the needs of our customers and the field to effect a smooth and orderly transition to this organization.

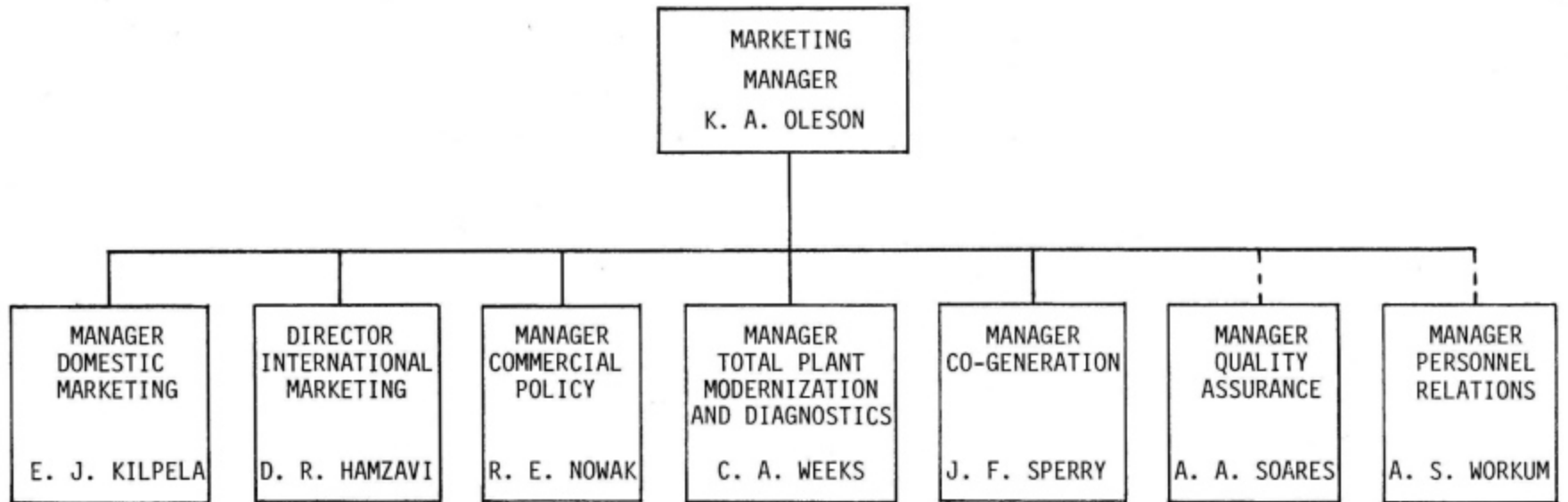
On Monday, September 19, we will have relocated to our new world headquarters building at The Quadrangle, University Boulevard and Alafaya Trail, Orlando, Florida 32817. Our telephone, telex, and DEX numbers will remain the same as before. This move will mark the first time that the entire Steam Turbine-Generator Division will all be located under the same roof. We sincerely look forward to this occasion as an opportunity for increased productivity, greater quality and improved customer satisfaction. Also, we want to genuinely encourage you and your customers to visit us and see for yourselves the significant improvements that have taken place.

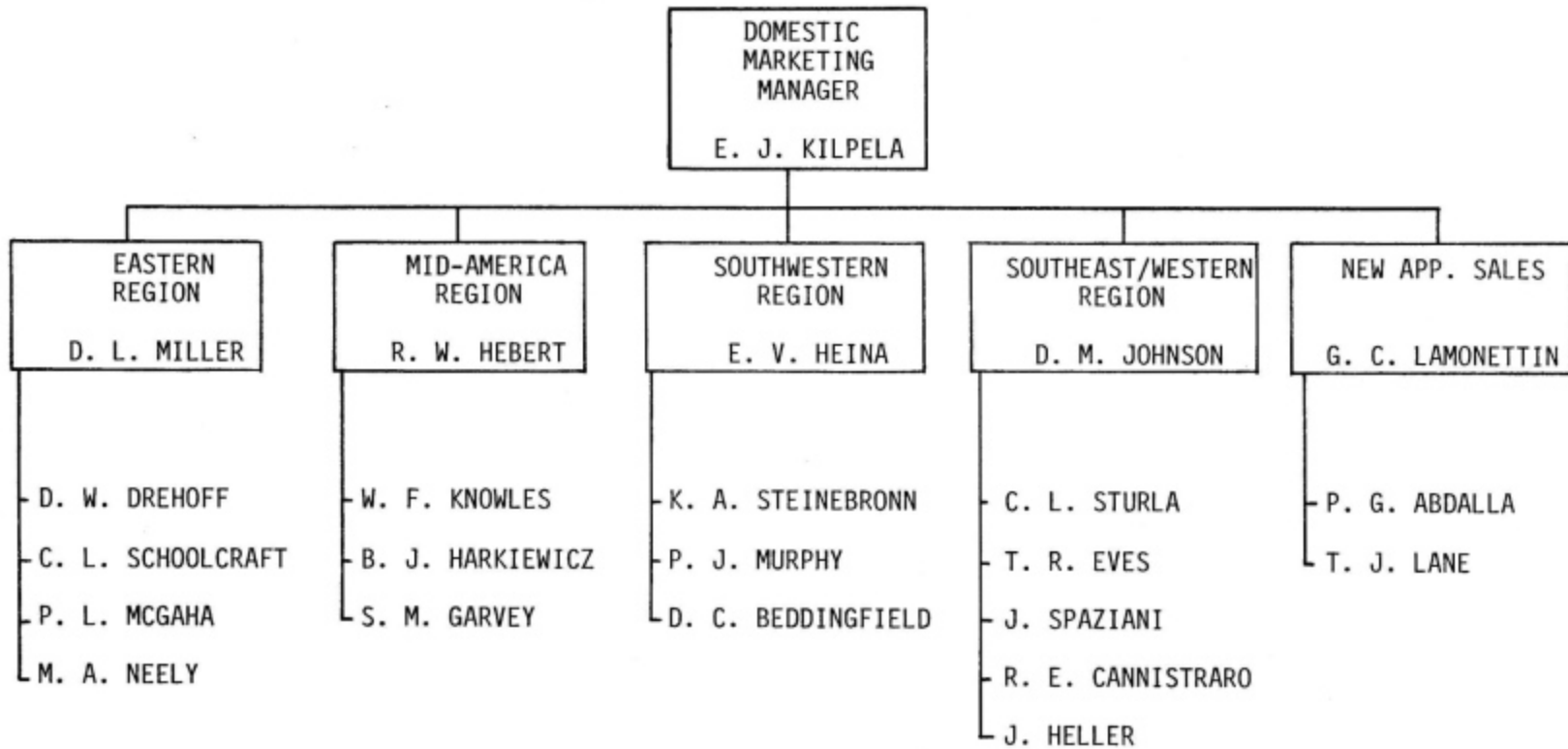
Needless to say, during these difficult times we need your collective help and efforts as never before. We are confident that through our combined efforts, we will continue to make the steam turbine-generator business a profitable and growing business for Westinghouse.

  
K. A. Oleson  
Marketing Manager

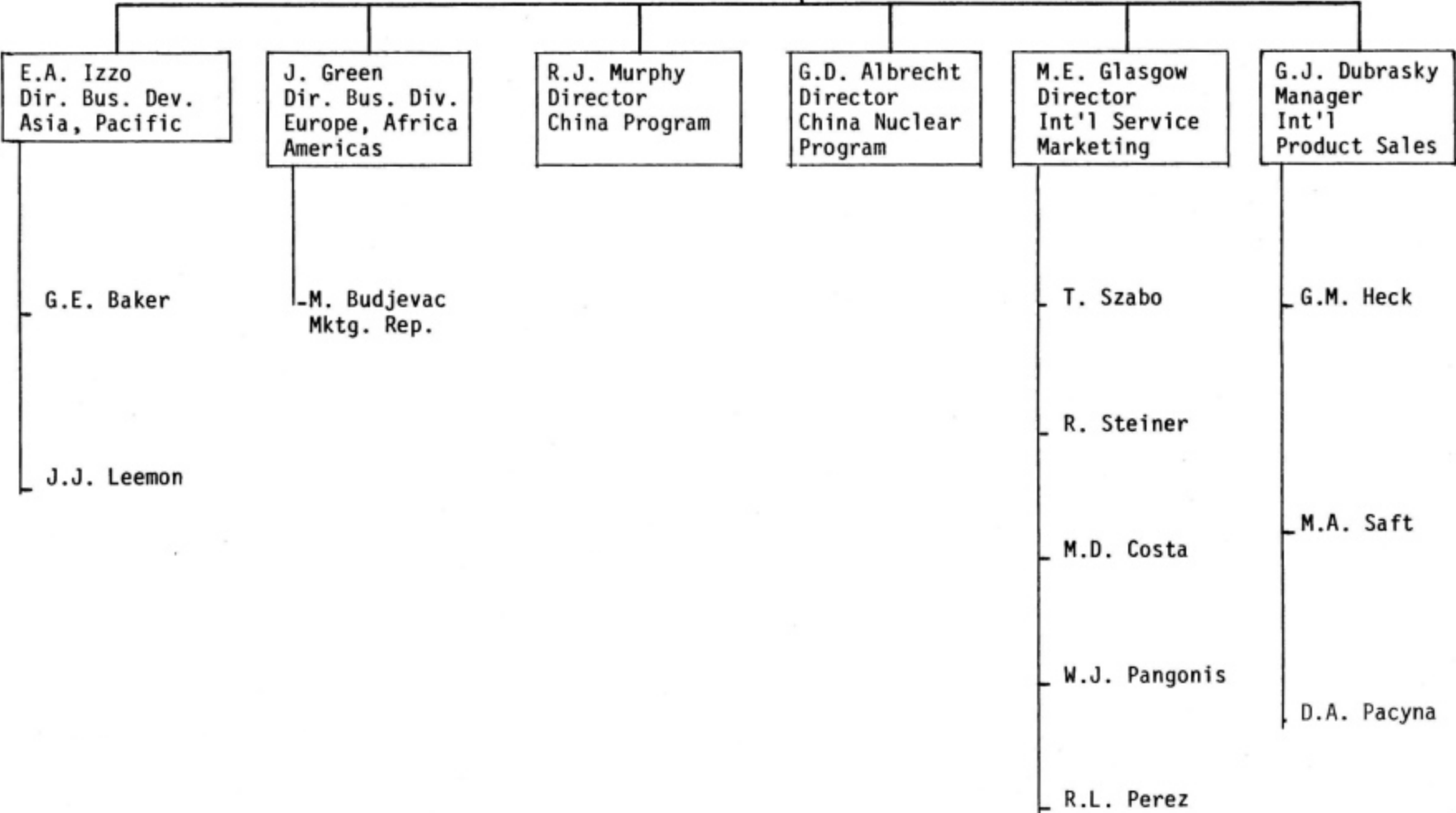
  
A. R. Collier  
Commercial Operations Manager

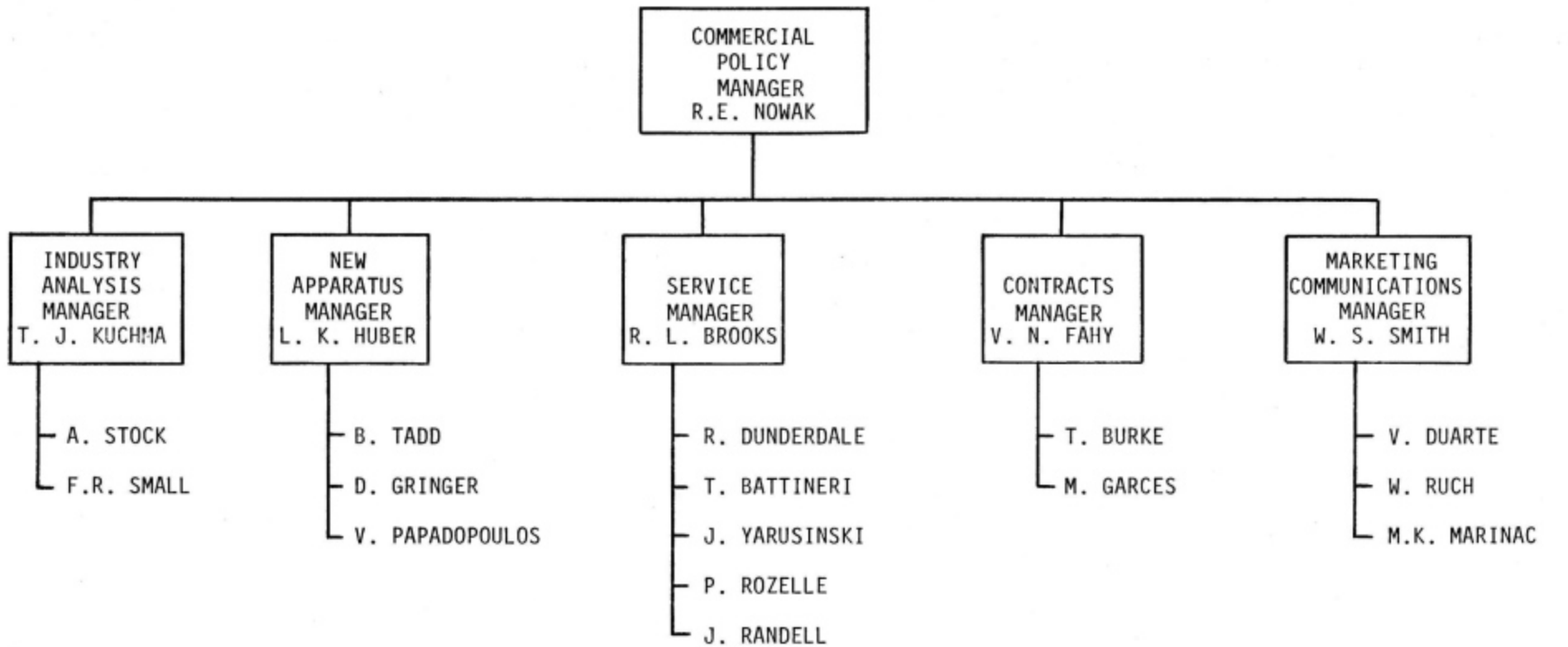
Discard Date:





D.R. HAMZAVI  
DIRECTOR  
INTERNATIONAL MARKETING





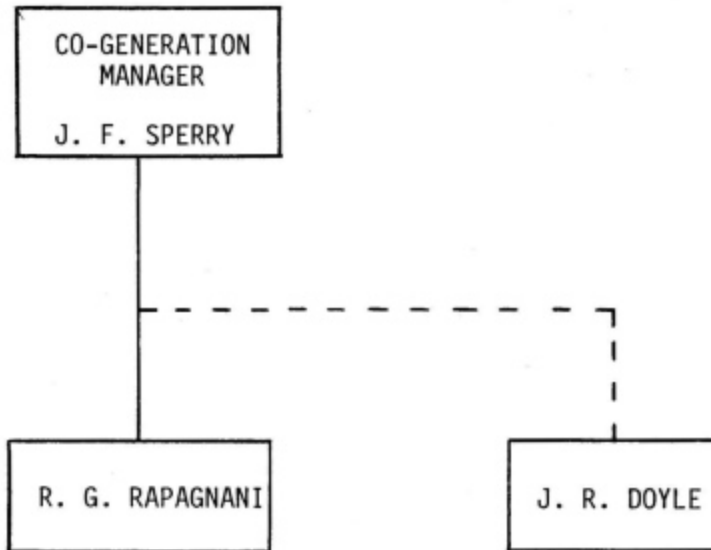
- COMPETITOR INFO
- COMP. PROFILES
- INDUSTRY COMM.

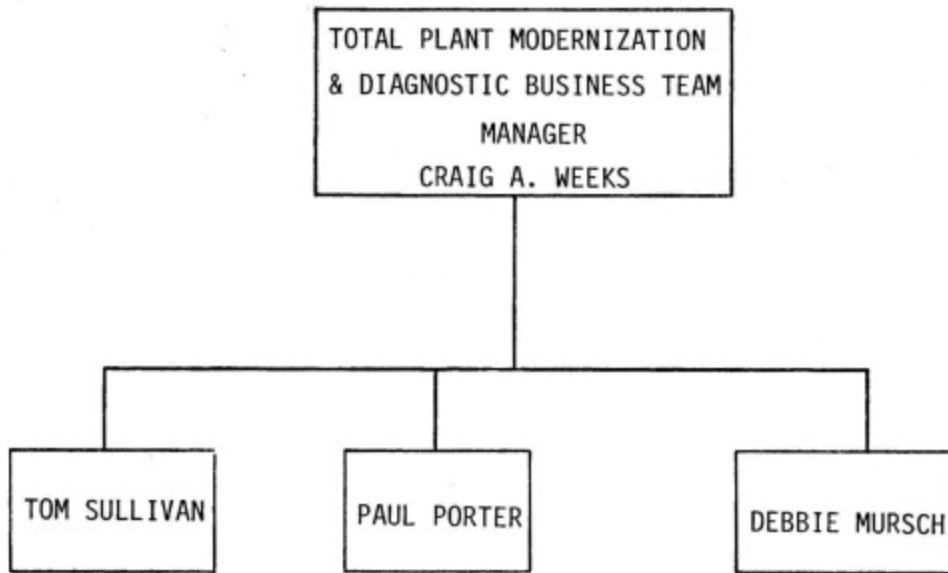
- N.A. PRICING
- BOOKINGS
- FORECASTS/STUDIES
- DELAYS/TERMIN.
- ORDER VERIFICAT.

- SERVICE PRICING
- PRODUCT DEVELOPMENT
- COMPUTERIZED PRICING

- TERMS & CONDITIONS
- LIMITS OF AUTHORITY
- CONSENT DECREE

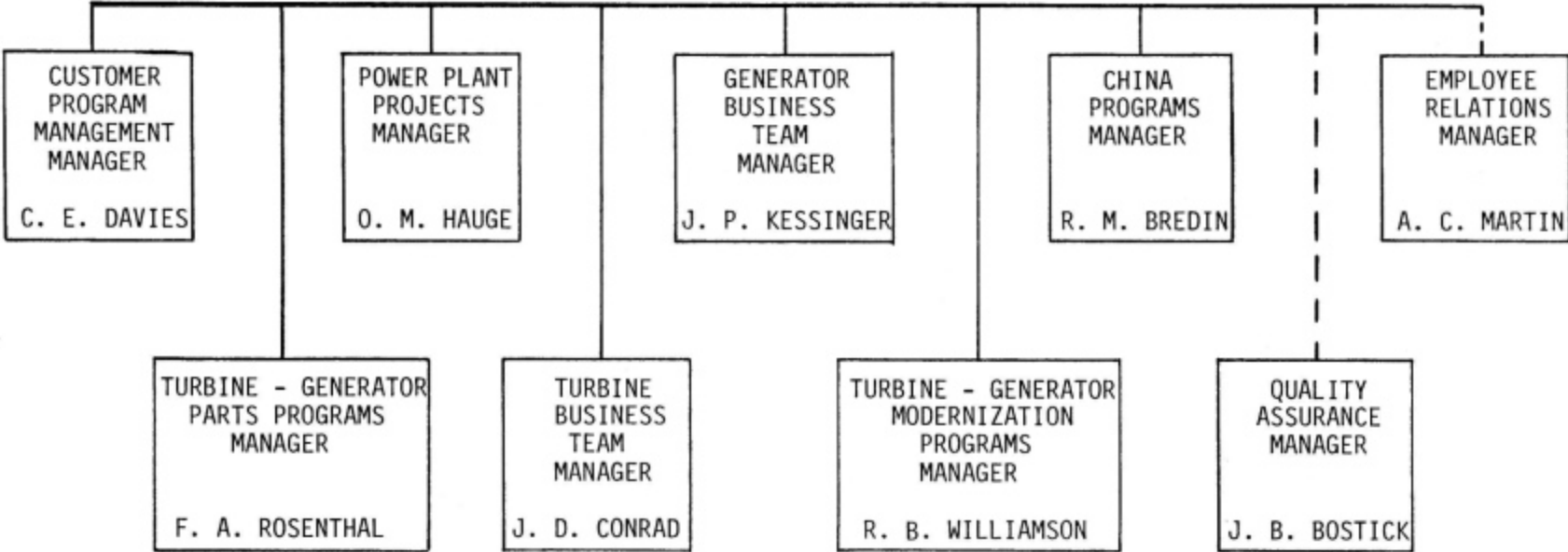
- PROPOSAL PRODUCTION
- PRODUCT LITERATURE
- CUSTOMER/ASSOCIATION MEETINGS
- TRAINING





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COMMERCIAL  
OPERATIONS  
MANAGER  
A. R. COLLIER





DIRECTOR  
CUSTOMER PROGRAM  
MANAGEMENT  
C. E. DAVIES

ASIA/PACIFIC  
REGION  
MANAGER  
R. T. GREENWOOD

G. W. KUNKLE  
W. R. RYAN  
R. C. KIMBER

ALL OTHER  
INTERNATIONAL  
REGIONS  
MANAGER  
J. ALBA

P. F. MCCAULEY  
G. LOPEZ  
J. W. JEANNETTE

AVAILABILITY  
ANALYSIS  
MANAGER  
H. S. GRASSIAN

R. L. MISBACK  
T. O'HANLON

WESTERN  
REGION  
MANAGER  
H. H. WITTIG

R. P. DUVERNEAU  
J. L. SHADE  
R. W. EK  
R. B. BIENKOWSKI

SOUTHWEST  
REGION  
MANAGERS  
R. BOBER  
R. J. GRUTZ

S. L. JONES  
M. A. HEUSEL  
J. F. GILL  
H. E. WHEELER  
R. M. MURASKI

FINANCIAL  
PROGRAMS  
MANAGER  
R. B. CARPENTER

MID AMERICA  
REGION  
MANAGERS  
E. K. JOHNSON  
A. BUGGE

F. X. BALDINO  
J. R. AUMAN  
R. KOUBEK  
L. K. KOERING  
M. SALVATORE  
J. H. CUSACK

SOUTHEAST  
REGION  
MANAGERS  
O. L. WALTER  
J. M. FOLEY

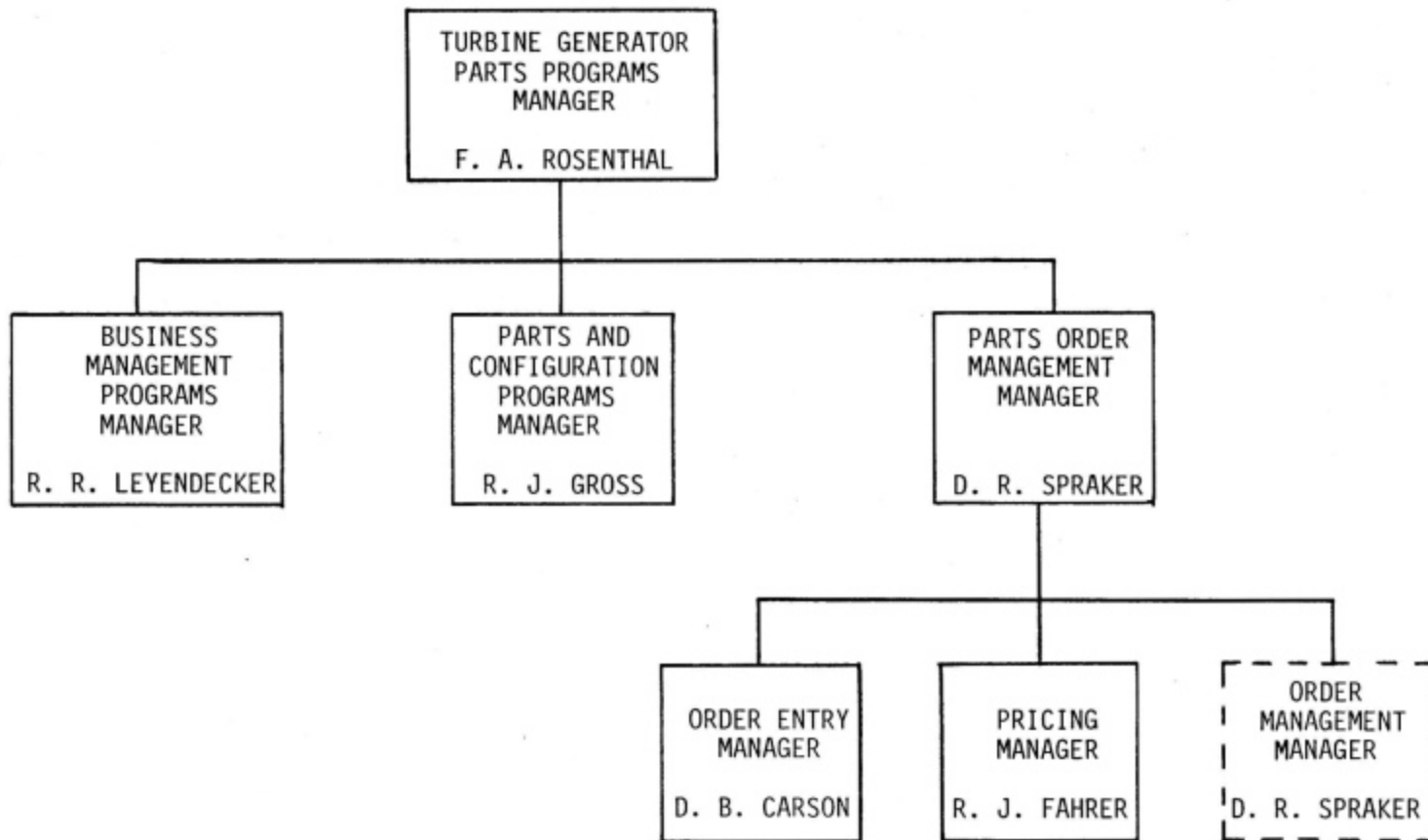
J. E. HUTTER  
M. D. HARMON  
J. H. STURGES, JR.  
W. E. JOHNSON  
R. D. HOWARD

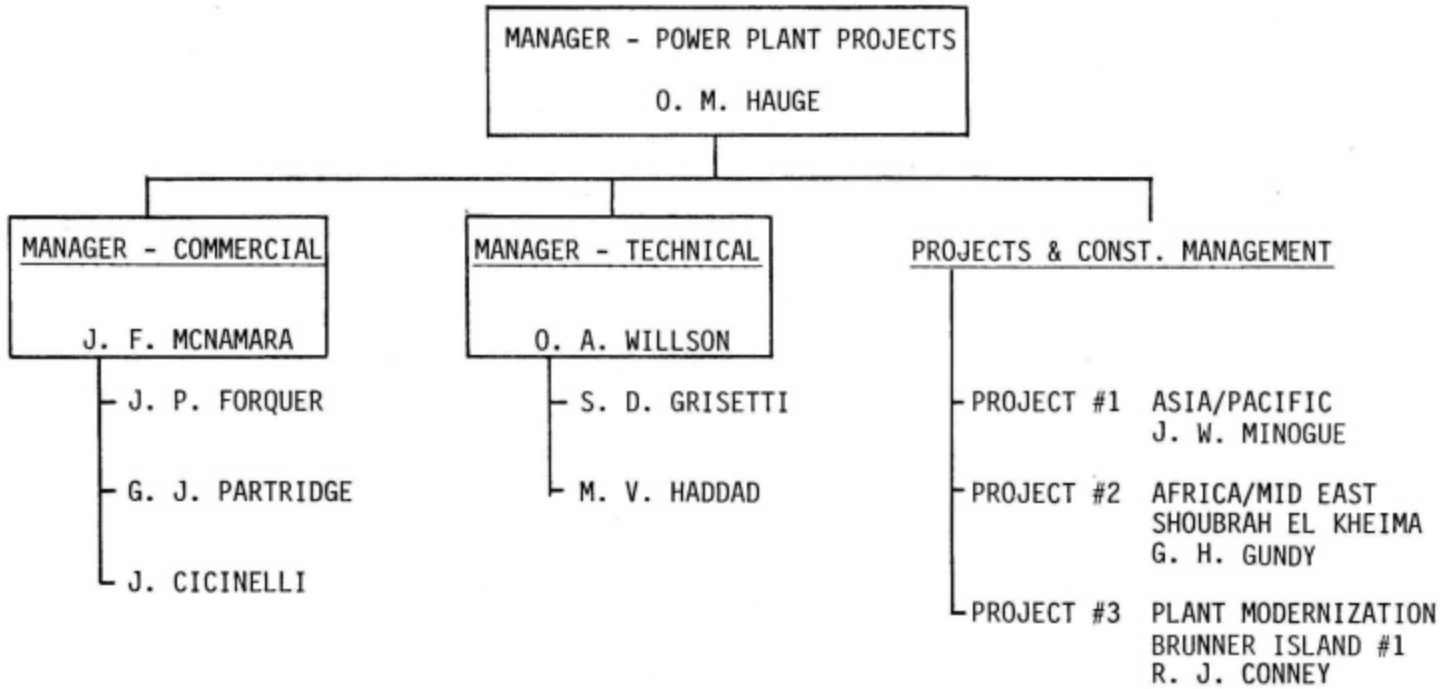
EASTERN  
REGION  
MANAGERS  
J. M. COFFMAN  
G. W. GAMBLE

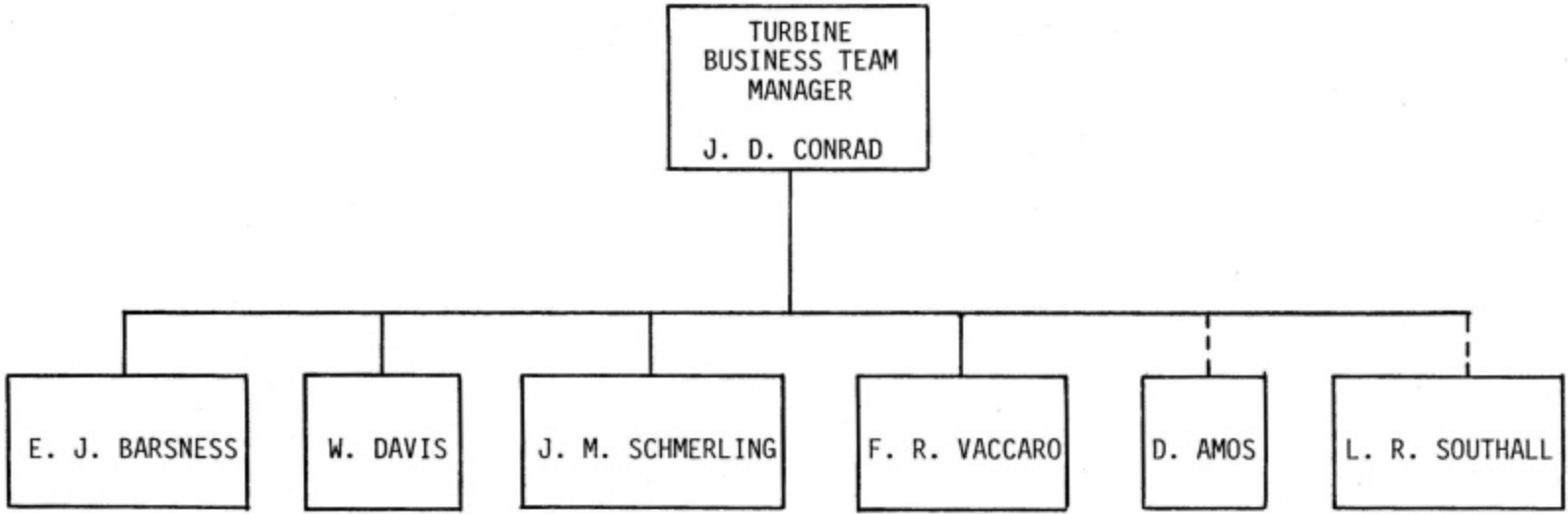
R. D. SCHULTE  
S. J. PIERMONT  
A. A. ZANAZANIAN  
P. S. ZIEMANN  
J. S. OLSZEWSKI  
R. G. THOMPSON

FACTORY  
SERVICE  
MANAGER  
J. B. CIENKI

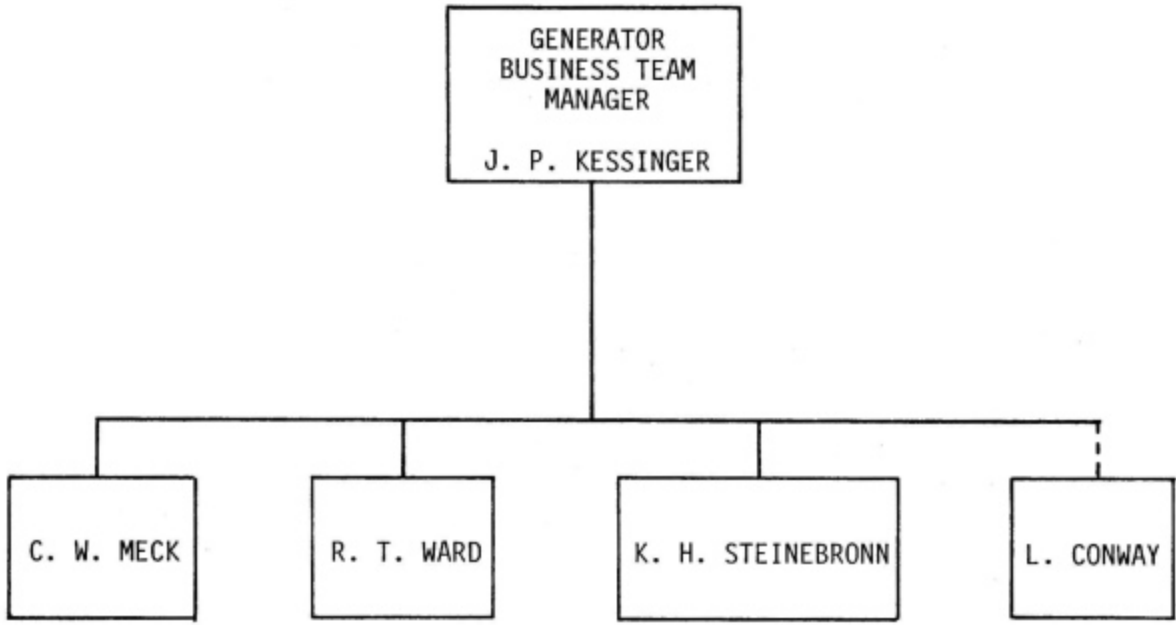
P. J. MURRY  
R. J. PRADY  
G. H. STOUT  
W. J. WALKER  
H. R. WALTERSDORF  
F. A. WILLA



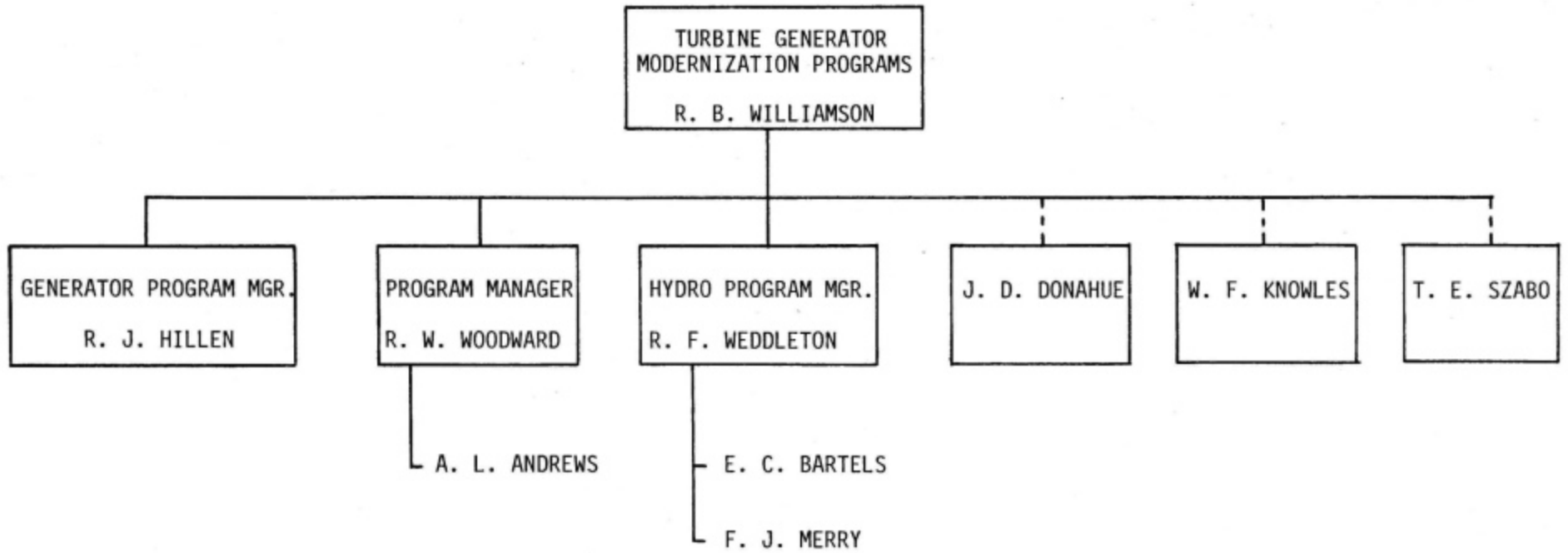


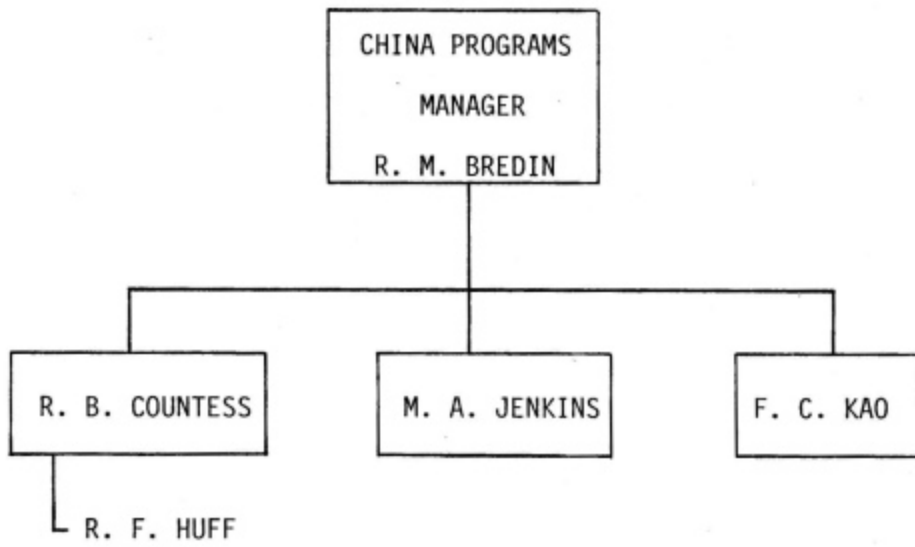


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