

Who's Who

IN THE



Field Organization

AND

Headquarters

**PHILCO
CORPORATION**

Tioga & "C" Streets, Philadelphia 34, Pennsylvania

TO THE PHILCO FAMILY

This is the third edition of Philco's "WHO'S WHO" containing the pictures and biographies of the Key Factory personnel and the entire Field Organization of Philco's great Consumer Products Division.

A great part of your Company's success has been built upon the strong ties of friendship and close cooperation within the Philco family. This is "Philco Spirit" and must never die.

Philco's growth and diversification over the past year has brought about many changes in the Philco family. To be sure this closeness and family spirit may not be lost, we present this family album so that you may better know your fellow workers.

Sincerely yours,

Fred. D. Ogilby

Vice President - Sales



ARMIN E. ALLEN

Vice President and General Manager — Electronics Group

Joined the Philco Family 1934
Laboratory Assistant
Production Samples Department
Sandusky, Ohio — Philco Representative
Philadelphia, Penna. — Sandusky Representative
Purchasing Department
Product Planning — Radio
Product Planning — Television
Product Planning — Radio and Television
Assistant Manager — Television
Vice President, Electronics — Electronic Products



ROBERT A. ANFANGER

Sales Manager, Philco Distributors, Inc.—Louisville, Ky.

Joined the Philco Family 1954
Air Conditioning Specialist, Southeast, Southern and Texas Divisions
Appliance D. R., Southeast Division
All Year 'Round D. R., Southeast Division
Appliance D. R., Southern Division
Electronic and Air Conditioning D. R., Southern Division
All Year 'Round D. R., Southern Division



JOSEPH F. ANLAUF, JR.

Area Sales Manager—Midwest Area

Joined the Philco Family 1947

Wholesale Salesman, Philco Distributors, Inc., Chicago
Electronic District Representative, Allegheny Division
Division Manager, East Central Division
Regional Manager, Midwest Region
Assistant to Area Manager, Midwest Area

Kansas City, Mo.
Chanute, Kans.
Joplin, Mo.
Omaha, Neb.
Burlington, Ia.
Indianapolis, Ind.
Quincy, Ill.
South Bend, Ind.
Saginaw, Mich.
Grand Rapids, Mich.
Sterling, Ill.
Duluth, Minn.



CLIFFORD H. ARTHUR, JR.

All Year 'Round D. R.—Allegheny Division

Joined the Philco Family 1947

Salesman, Philco Distributors, Inc., New York
Electronic D. R., Allegheny Division
Electronic D. R., East Central Region
Electronic D. R., Allegheny Division

Columbus, Ohio
Wheeling, West Virginia
Youngstown, Ohio



O. J. ATKINSON

Appliance Service D. R.—Midwest Area

Joined the Philco Family 1957

South Bend, Ind.
Indianapolis, Ind.
Sterling, Ill.
Milwaukee (PDI)
Quincy, Ill.
Burlington, Ia.
Minneapolis, Minn. (PDI)
Fargo, S. D. (PDI)
Duluth, Minn.

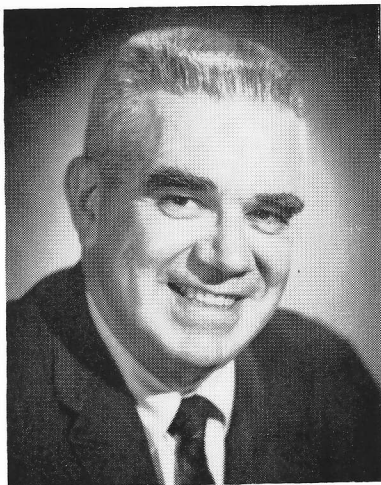


ROSEMARY AXFORD

Home Economist—East Area

Joined the Philco Family 1949
Regional Home Economist, Eastern Region
Assistant Director, Home Economics Department

Atlantic Division
Allegheny Division



EDWARD B. BAILEY

Manager—Advertising and Production Services

Joined the Philco Family 1948
Assistant to Advertising Director, Corporate Division
Advertising and Sales Promotion Manager—
Electric Ranges, Appliance Division
Advertising and Sales Promotion Manager—Ranges-Refrig-
eration-Freezers and Air Conditioning Appliance Division
Assistant to Director of Advertising, Corporate Division



HOBART A. BALLOU

Division Manager—Southern Division

Joined the Philco Family 1943
Instructor, Training and Installation Division
Technical Representative, U. S. Navy Airborne
Co-ordinating Group
Service Representative, Central and Southeast Divisions
Appliance D. R., Southeast Division
All Year 'Round D. R., Southeast Division
Assistant to Sales Manager, South Area

Atlanta, Ga.
Albany, Ga.
Birmingham, Ala.
Miami-Jacksonville, Fla.
Tampa, Fla.
Pensacola, Fla.
Montgomery, Ala.
Harlan, Ky.
Hazard, Ky.
Bluefield, W. Va.
Roanoke, Va.
Charlotte, N. C.
Raleigh, N. C.
Winston-Salem, N. C.
Columbia, S. C.

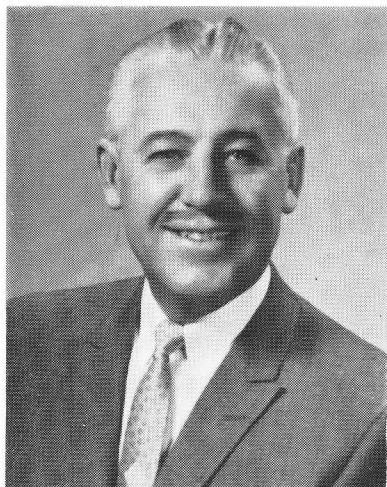


EDGAR BARNETT

Accessory D. R.—Allegheny Division

Joined the Philco Family 1947
Accessory Correspondent, Accessory Division
Accessory and Major Products Salesman,
Philco Distributors, Inc., Phila.
Appliance D. R., Delta Division
Accessory D. R., Midwest Division

Cleveland, Ohio
Erie, Pa.
Buffalo, N. Y.
Rochester, N. Y.
Syracuse, N. Y.

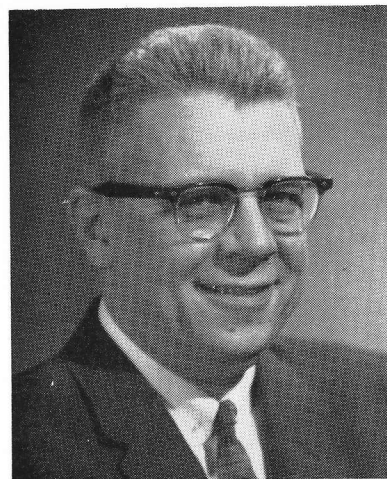


WILLIAM H. BELCHER

General Mgr., Philco Distributors, Inc.—Louisville, Ky.

Joined the Philco Family 1937
Outside Expediter, Purchasing Dept.
Sales Statistics, Sales Department
Washington, D. C. Representative, Sales Dept.
Salesman, Philco Distributors, Inc., Philadelphia
District Representative, Southern Division
General Manager, Philco Distributors, Inc., Nashville

Louisville, Ky.
Nashville, Tenn.
Chattanooga, Tenn.
Knoxville, Tenn.



JOHN BENNETT

Manager—Service Programs and Promotion

Joined the Philco Family 1942
Assistant to General Manager, Philco-Canada
Manager—Advertising and Promotion,
Midwest Sales Region
Manager—Advertising and Promotion, Service Division



WENDELL W. BENNETT

General Manager, Philco Distributors, Inc.—Cincinnati

Joined the Philco Family 1945
Distributor Salesman, Columbus, Ohio
Distributor Sales Manager, Columbus, Ohio
Distributor General Manager, Columbus, Ohio

Cincinnati, Ohio
Huntington, W. Va.
Dayton, Ohio



EDWARD F. BERG

Order, Billing, Shipping and Warehousing — Philco Corporation, Philadelphia, Pa.

Joined the Philco Family 1936
Head Bookkeeper, Philco Distributors, Inc., Chicago, Ill.
Controller, Philco Distributors, Inc., Detroit, Mich.
Controller, Philco Distributors, Inc., Chicago, Ill.
Controller, Philco Distributors, Inc., Detroit, Mich., & Chicago, Ill.
Assistant Credit Mgr., Philco Corporation, Philadelphia, Pa.
Operations Mgr., Philco Distributors, Inc., Philadelphia, Pa.
General Mgr., Philco Distributors, Inc., Philadelphia, Pa.
Manager, Philco Service Co.



JOHN L. BERRY

Contract Manager—Washington-Richmond District

Joined the Philco Family 1960



JAMES M. BLACK

Marketing Manager—Appliances

Joined the Philco Family 1948
Plant Engineering, Maintenance
Plant Maintenance, Maintenance
Shop Supervisor, Service Division
Nat'l. Service D. R. (Ref.), Service Division
Service Manager (A. C.), Service Division
Nat'l. Field Service Mgr., Service Division
Central A. C. Manager, Air Conditioning Dept.
Assistant Mdse. Manager, A. C., Marketing



FRANK BONNER

Gen. Mgr., Philco Distributors, Inc.—Washington, D. C.

Joined the Philco Family 1951
Appliance D. R., Atlantic Division
Appliance D. R., Eastern Division
General Sales Manager, Philco Distributors, Inc.,
Cleveland
All Year 'Round D. R., Allegheny Division
Appliance D. R., Atlantic Division



LOUIS O. BOTTI

Appliance Service D. R.—Atlantic Division

Joined the Philco Family 1956
Appliance Service D. R., Allegheny Division

Harrisburg-Lancaster, Pa.
Allentown, Pa.
Reading, Pa.
Williamsport, Pa.
Philadelphia, Pa.
Baltimore, Md.
Wilmington, Del.
Elizabeth, N. J.
New York, N. Y.



HENRY E. BOWES

Vice President & General Manager
Consumer Products Division

Joined the Philco Family 1936
Sales Expeditor, Auto Radio Division
National Service Manager, Auto Radio Division
District Sales Representative, Consumer Products Division
Government Sales Manager, G & I Division
UHF Television Sales Manager, Television Division
Sales Promotion and Advertising Manager,
Television Division
General Manager, Home Radio Division
Vice President and General Manager, Television Division
Vice President-Marketing, Consumer Products Division



BILL M. BRANAN

All Year 'Round D. R.—Southern Division

Joined the Philco Family 1943
TechRep., Field Service
Service D. R., Southern Division
Accessory D. R., Southern Division
Accessory D. R., Pacific Mountain Division
Electronic D. R., Southern California Division
Electronic D. R., Northwest Division
All Year 'Round D. R., Northwest Division
Firestone Representative, Southeast Division
Electronic D. R., Southeast Division

Atlanta, Ga.
Albany, Ga.
Birmingham, Ala.



RICHARD J. BRENNER

Sales Mgr., Philco Distributors, Inc.—Cincinnati, Ohio

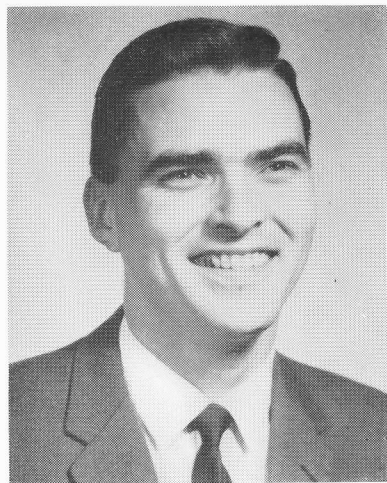
Joined the Philco Family 1956
Distributor Sales Manager, Cincinnati, Ohio
Distributor General Sales Manager, Cincinnati, Ohio



LEWIS BRIDGES

Sales Manager, Philco Distributors, Inc.—Knoxville, Tenn.

Joined the Philco Family 1960



VERNON BRISSON

Contract Manager—New York-Newark District

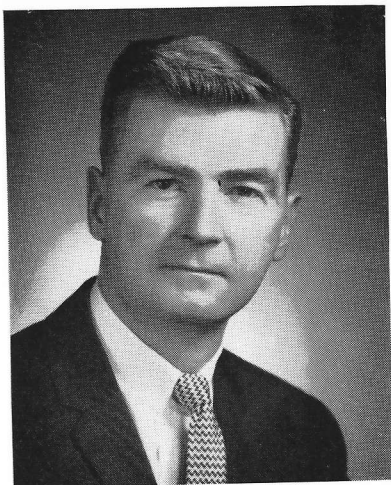
Joined the Philco Family 1960



MISS ROSE BRISTER

Home Economist—Southern Division

Joined the Philco Family 1960



EDWARD P. BURKE

Accessory D. R.—Atlantic Division

Joined the Philco Family 1946
Field Engineer (Phillipines), TechRep Division
Distributor Service Manager (Field), Boston, Mass.
Field Engineer (Ground and then Airborne Radar),
TechRep Division
Electronic Service D. R., North Atlantic Division
Parts and Service Manager, Philco Distributors, Inc.—
Boston, Mass.



PAUL E. BURKS

Area Sales Manager—West Area

Joined the Philco Family 1936
Distributor Salesman, St. Louis
Distributor Sales Manager, St. Louis
Expediter, Philco Distributors, Inc., Chicago
All Year 'Round D. R., Cincinnati, Ohio
Division Manager, Allegheny Division
Division Manager, Southern California Division
Manager-Distribution, Headquarters

San Diego, Calif.
Phoenix, Ariz.
San Francisco, Calif.
Fresno, Calif.
Portland, Ore. (Northwest)
Spokane, Wash. (Northwest)
Seattle, Wash. (Northwest)
Billings, Mont. (Northwest)
Salt Lake City, Utah (Northwest)
Denver, Col. (Northwest)



FRANK X. BUSCH

Contract Manager—Chicago, Milwaukee District

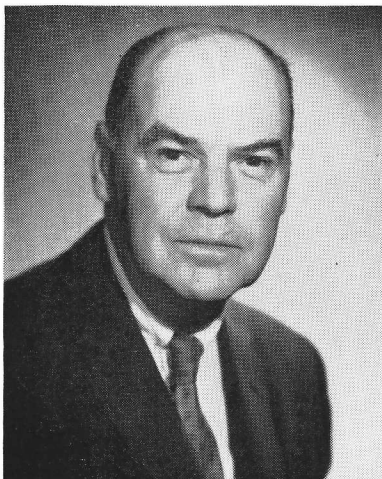
Joined the Philco Family 1960



FRANK BUTTERFIELD

Sales Mgr., Philco Distributors, Inc.—Chattanooga, Tenn.

Joined the Philco Family 1945
All Year 'Round D. R., Southern Division
Division Manager, Delta Division
Division Manager, Southern Division
Philco Distributor, Winston-Salem, N. C.
Philco Distributor, Chattanooga, Tenn.



WARD M. CALDWELL

All Year 'Round D. R.—Midwest Area

Joined the Philco Family 1929
Factory, Philadelphia, Pa.
Philadelphia Sales Office
District Representative, Atlantic Division
District Representative, Central Division
Sales Manager, Philco Distributors, Inc., Detroit
Operations Manager, Philco Distributors, Inc., Detroit
General Manager, Philco Distributors, Inc., Detroit
General Manager, Philco Distributors, Inc., Chicago
Division Manager, Southwest Division
Division Manager, South Central Division
District Representative, South Central Division

Kansas City, Mo.
Chanute, Kansas
Joplin, Mo.



EDWARD L. CAMMER

Appliance Service D. R.—Atlantic Division

Joined the Philco Family 1936
Test Inspector, Phila. Storage Battery Co.
Radio Repair Man, Philco Radio & Television Service
& Parts Dept.
Radio Repair, Service Division
Asst. to Serv. Manager, Philco International Corp.
Appliance Service D. R., Appliance Division

Richmond, Va.
Washington, D. C. (PDI)
Bluefield, West Va. (Southern)
Roanoke, Va. (Southern)



JOHN J. CANNELLA

All Year 'Round D. R.—Midwest Area

Joined the Philco Family 1956
Laundry D. R., South Central Division
Laundry and Appliance D. R., South Central Division

Omaha, Neb.
Burlington, Iowa



A. G. CAPRON

Sales Mgr., Philco Distributors, Inc.—Minneapolis, Minn.

Joined the Philco Family 1949
Distributor Sales Manager, Minneapolis, Minn.



M. F. CHAMPIEUX

Appliance Service D. R.—Midwest Area

Joined the Philco Family 1957

Omaha, Neb.
Kansas City, Mo.
Chanute, Kans.
Joplin, Mo.
Sioux Falls, S. D. (PDI)



EDWARD CHERRY

Accessory D. R.—Southern Division

Joined the Philco Family 1953
City Sales Desk, Philco Distributors, Inc., Chicago
Dealer Terr. Sales, Philco Distributors, Inc., Chicago
Associate Distributor Sales, Philco Distributors, Inc.,
Chicago
Advertising & Sales Promotion Manager,
Philco Distributors, Inc., Chicago
Appliance Sales Manager, Philco Distributors, Inc.,
Chicago
Electronic D. R., Southern Division

Atlanta, Ga.
Albany, Ga.
Miami, Fla.
Jacksonville, Fla.
Tampa, Fla.
Birmingham, Ala.
Montgomery, Ala.



R. J. CHERRY

Vice President—Appliances

Joined the Philco Family 1935
Stock Boy, Service Division
Radio and Television Service, Service Division
Air Conditioning Service, Service Division
Service Field Representative, Field
TechRep, Field
Accessory D. R., Field
National Field Sales Representative, Accessory Division
Air Conditioning Sales Manager, Air Conditioning
General Manager-Air Conditioning, Air Conditioning
Merchandise Manager-Refrigeration, Marketing Division



H. G. CLARK

Electronic Service D. R.—Allegheny Division

Joined the Philco Family 1953
Special Service Representative, Service Division
Electronic Service D. R., North Central

Buffalo-Rochester, N. Y.
Cleveland-Toledo, Ohio
Columbus, Ohio
Youngstown, Ohio
Erie, Pa.
Wheeling, W. Va.
Pittsburgh, Pa.
Altoona, Pa.
Williamsport, Pa.



PATRICK COCCHIARALEY

General Sales Mgr., Philco Distrs., Inc.—Detroit, Mich.

Joined the Philco Family 1947
Accessory Salesman, Philco Distributors, Inc., Phila.
Major Products Salesman, Philco Distributors, Inc., Phila.
All Year 'Round D. R., Central Division
Sales Manager, Philco Distributors, Inc., Phila.
Philco-Firestone D. R., Firestone-Akron
Division Manager, North Central Division



WALTER CONNOR

All Year 'Round D. R.—Southern Division

Joined the Philco Family 1947
Major Products Salesman, Philco Distributors, Inc.,
New York
Electronic D. R., Southern Division

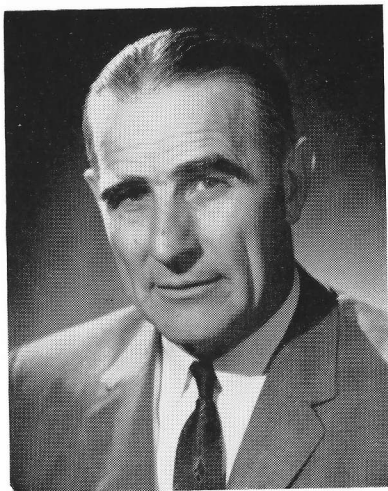
Miami, Florida
Jacksonville, Fla.



KENNETH A. COOPER

General Manager, Philco Distributors, Inc.—St. Louis

Joined the Philco Family 1945
Distributor Salesman, St. Louis, Mo.
Distributor Sales Manager, St. Louis, Mo.
Distributor General Manager, St. Louis, Mo.



GLEN CUMMINS

Philco-Firestone Service Supervisor
Firestone Central Division

Joined the Philco Family 1944
TechRep (Navy)
Electronic Service Representative, Eastern Division
Electronic Service Representative, Allegheny Division



STANLEY E. CZERNIAK

Electronic Service D. R.—Midwest Area

Joined the Philco Family 1959
Electronic Service D. R., Great Lakes Division

South Bend, Ind.
Indianapolis, Ind.
Sterling, Ill.
Saginaw, Mich.
Quincy, Ill.
Burlington, Ia.
Grand Rapids, Mich.
Duluth, Minn.



GEORGE F. DAUM

Division Manager—Northwest Division

Joined the Philco Family 1947
All Year 'Round D. R., Eastern Division
Distributor, Savannah, Ga.—Southern Division
Appliance D. R., Pacific Mountain Division
Appliance D. R., South California Division
Division Manager, Rocky Mountain Division

Portland, Ore.
Spokane, Wash.
Seattle, Wash.
Billings, Mont.
Salt Lake City, Utah
Denver, Col.



HARRY C. DAY

Accessory D. R.—Texas Division

Joined the Philco Family 1948
Television Field Engineer, Service Division
Navy Field Engineer, TechRep Division
All Year 'Round Service D. R., Southeast Division
Electronic Service D. R., Southeast Division
Accessory D. R., Southeast Division

Houston, Tex. (PDI)
San Antonio, Tex. (PDI)
Oklahoma City, Okla. (PDI)
Beaumont, Tex.
Dallas, Tex.
Lubbock, Tex.



F. J. "BUD" DEMSKY

Sales Mgr., Philco Distributors, Inc.—Sioux Falls, S. D.

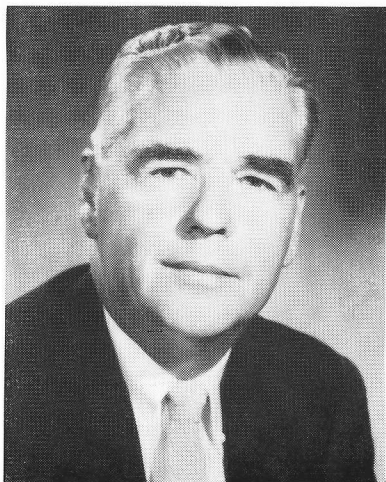
Joined the Philco Family 1934
Distributor Salesman, St. Louis, Mo.
Distributor Sales Manager, St. Louis, Mo.
Distributor Vice President, Evansville, Ind.
Advertising & Sales Promotion Manager,
Philco Distributors, Inc.—St. Louis



HARVEY G. DICKSON

Direct Accounts D. R.

Joined the Philco Family 1953
Junior Salesman, Philco Distributors, Inc., Chicago
Electronic Salesman-A. D. Salesman,
Philco Distributors, Inc., Chicago
Advertising Manager, Philco Distributors, Inc., Chicago
Electronic Sales Manager, Philco Distributors, Inc.,
Chicago



ROBERT C. DIGGES

Contract Manager—Detroit-Saginaw Districts

Joined the Philco Family 1937
Salesman, Philco-New York
Chief Field Expediter, New York and New England
District Representative, New England Division
Division Manager, Eastern Division
Division Manager, Atlantic Division
Philco-Firestone D. R.—Firestone, Akron
Manager, Firestone Account, Sales Dept.
Manager of Mobile Home Sales, Marketing Division



CHARLES W. EAST

Contract Sales Representative—South Area

Joined the Philco Family 1956
Range Specialist, Southern Division
Range-Air Conditioner D. R., Southern Division
Sales Development Manager, Southern Division
Laundry D. R., Southeast Division
Contract Sales Representative, Southern Division

Southern Division
Texas Division



W. H. EICHELBERGER, JR.

Marketing Manager—Electronics

Joined the Philco Family 1948
Accessory Sales Trainee, Philco Distributors, Inc., Phila.
Major Products Salesman, Philco Distributors, Inc., Phila.
Electronic D. R., Southeast Division
Electronic D. R., Midwest Division
Electronic Sales Manager, Philco Distributors, Inc.,
Chicago
General Sales Manager, Philco Distributors, Inc.,
Chicago
Division Manager, Atlantic Division
Sales Manager-Assoc. Dist., Marketing Division
Merchandising Manager-Radios & Phonographs,
Marketing Division



AUSTIN EMBREE

Field D. R. and Temp. Sales Mgr., Philco Dist., Inc.
Oklahoma City, Okla.

Joined the Philco Family 1958
Electronic D. R., Texas Division
All Year 'Round D. R., Texas Division

Oklahoma City, Okla.
Tulsa, Okla. (OTASCO)



AL FEENEY

Electronic Service D. R.—Atlantic Division

Joined the Philco Family 1947
Electronic Technician, Service Division
All Year 'Round Field Traveler, Philco Distributors, Inc.,
Phila.
Service D. R., North Central Division
Service D. R., Central Division
Service D. R., Capitol Division

Richmond-Norfolk, Va.
Washington, D. C. (PDI)
Bluefield, W. Va. (Southern)
Roanoke, Va. (Southern)
Baltimore, Md.
Harlan, Ky. (Southern)
Hazard, Ky. (Southern)



CLARENCE E. FORE

Philco-Firestone Service Supervisor
Firestone Eastern Division

Joined the Philco Family 1943
Instructor, Philco Training School
Service Supervisor, TechRep Overseas
Appliance Service D. R., Service Division
Appliance Service Manager, Service Division
Appliance Service D. R., Service Division



BILL FORE

Philco-Firestone Service Supervisor
Firestone Southeastern Division

Joined the Philco Family 1948
Service Division (Various Jobs), Philadelphia Headquarters
Appliance Service D. R., North Atlantic Division



WILLIAM C. FORTUNE

General Manager, Philco Distributors, Inc.—Chicago, Ill.

Joined the Philco Family 1958
Controller, Philco Distributors, Inc., Chicago
Appliance Sales Mgr., Philco Dist., Inc., Chicago



C. DICK FULLER

All Year 'Round D. R.—Allegheny Division

Joined the Philco Family 1954
Salesman, Philco Distributors, Inc., Chicago
Electronics D. R., Central Division
Salesman Philco Dist., Inc., Chicago
Appliance D. R., Atlantic Division

Syracuse, N. Y.
Buffalo, N. Y.
Rochester, N. Y.



ROBERT G. FURLONG

All Year 'Round D. R.—Atlantic Division

Joined the Philco Family 1949
Personnel Manager, Philco Distributors, Inc., New York
Assistant to Operations Manager,
Philco Distributors, Inc., New York
Electronic D. R., Atlantic Division
All Year 'Round D. R., Metropolitan Division
D. R. Ranges-Air Conditioners, North Atlantic Division
Electronics D. R., Atlantic Division

Philadelphia, Pa.
New York, N. Y.
Elizabeth, N. J.



ANDREW T. GALLAGHER

Contract Manager—New York City-Newark Districts

Joined the Philco Family 1950
Parts Counter, Philco Distributors, Inc., Phila.
Parts Salesman, Philco Distributors, Inc., Phila.
Major Products Salesman, Philco Distributors, Inc., Phila.
Laundry District Representative, Midwest Area
Contract Sales Representative, Philco Distributors, Inc.,
Detroit



RAYMOND B. GEORGE

Manager—Firestone Account

Joined the Philco Family 1936
Sales Manager, Radio & Tubes, New York Distributor
Accessory Sales Manager, New York Distributor
National Accessory Sales Manager, Accessory Division
Sales Promotion Manager, Consumer Products
Vice President-Merchandising, Television & Radio,
Television & Radio Divisions
Vice President-Merchandising, Consumer Products
Vice President-Sales Promotion, Consumer Products
Advertising and Sales Promotion Manager-Laundry,
Marketing
Merchandising Manager-Consumer Products, Marketing



JAMES J. GERRITY

General Manager, Philco Distributors, Inc.—Los Angeles

Joined the Philco Family 1948
TechRep, TechRep Division
Auto Rad. Field Service Rep., Service Division
Field Service D. R., So. California Division
Electronics D. R., Southwest Division, No. Central Division
Electronics D. R., Northwest Region
Electronics D. R., Central Division
All Year 'Round D. R., Midwest Division
Division Manager, Great Lakes Division



JOHN L. GOLDSCHMEDING, JR.

General Manager, Philco Distributors, Inc.—Houston, Tex.

Joined the Philco Family 1937
Advertising & Sales Promotion Manager,
Philco Distributors, Inc., Detroit
District Representative, Minneapolis Division
Accessory D. R., St. Louis
Manager Inst. & Prototype Group, TechRep—Phila.
District Representative, Texas Division
Division Manager, Texas Division
Sales Manager—Refrigeration, Appliance Division
Sales Manager—Ranges, Appliance Division
Sales Manager—Ranges, Air Conditioners,
Appliance Division
Sales Manager—Ranges, Appliance Division
Assistant to Sales Manager, East Area
Merchandise Manager—Ranges, Marketing Division

Houston, Tex.
San Antonio, Tex.



RAYMOND C. GORDON

Gen. Mgr., Philco Dist., Inc.—Boston, Mass.

Joined the Philco Family 1945
Assistant to Oper. Manager, Accessory Division
Plant Manager, Accessory Division
Sales Manager—Accessories, Philco Distributors, Inc.,
Chicago
Key Acct. Salesman, Philco Distributors, Inc., Chicago, Ill.
Accessory D. R., Accessory Division
Electronic D. R., North Atlantic Division
Philco-Firestone D. R., Firestone Eastern Division



JOE GRASSER

Sales Mgr., Philco Distributors, Inc.—St. Louis, Mo.

Joined the Philco Family 1945
Distributor Office, St. Louis, Mo.
Distributor Bendix Salesman, St. Louis, Mo.
Distributor Sales Promotion, St. Louis, Mo.
Distributor Sales Promotion Mgr., St. Louis, Mo.



MORGAN A. GREENWOOD

General Manager—Commercial Laundry Dept.

Joined the Philco Family 1948
Merchandising Manager-Radio, Advertising Dept.
Advertising Manager Radio & Television,
Advertising Dept.
General Advertising Manager, Advertising Dept.
Manager-Special Accounts, Sales Division
Sales Manager-Laundry, Appliance Division
Manager-Firestone Account, Sales Dept.



GUY HAGERTY

All Year 'Round D. R.—West Area

Joined the Philco Family 1948
All Year 'Round District Representative,
Southern California Division
District Representative, Pacific Mountain Division
District Representative, Southern California Division
Regional Manager, Delta Region
Division Manager, Delta Division
Division Manager, Texas Division
Citation D. R., West Coast

San Francisco, Calif.
Fresno, Calif.



JOSEPH E. HAIGH

Accessory D. R.—Atlantic Division

Joined the Philco Family 1952
Accessory Clerk, Accessory Division
Accessory Clerk, Philco Distributors, Inc., Philadelphia
Distributor Accessory Clerk, Philadelphia, Pa.
Distributor Parts Salesman, Philadelphia, Pa.
Distributor Parts Manager, Philadelphia, Pa.

Harrisburg, Pa.
Lancaster, Pa.
Reading, Pa.
Allentown, Pa.
Wilmington, Del.
Baltimore, Md.
Richmond, Va.



CHARLES HAKIMIAN

General Manager—Philco Distributors, Inc.

Joined the Philco Family 1943
Service Technician, Service Division
Accessory Technical Supervisor, Accessory Division
Accessory Manager, Philco Distributors, Inc., Detroit
Accessory District Representative, Indianapolis
Accessory District Representative, St. Louis
Appliance District Representative, Minneapolis
Sales Manager, Philco Distributors, Inc., Chicago
General Sales Manager, Philco Distributors, Inc., Chicago
General Manager, Philco Distributors, Inc., Chicago



CHARLES W. HALEY

Contract Sales Representative—Midwest Area

Joined the Philco Family 1956
Home Laundry D. R., Great Lakes Division

Kansas City, Mo.
Chanute, Kans.
Joplin, Mo.
Omaha, Neb.
Burlington, Ia.
Indianapolis, Ind.
Quincy, Ill.
South Bend, Ind.
Saginaw, Mich.
Grand Rapids, Mich.
Sterling, Ill.
Duluth, Minn.



DAVE HALLETT

Sales Assistant—Midwest Area

Joined the Philco Family 1956
Laundry D. R., Central Division
Laundry D. R., South Central Division
Laundry D. R., Texas Division
Laundry D. R., Northwest Division

Kansas City, Mo.
Chanute, Kans.
Joplin, Mo.
Omaha, Neb.
Burlington, Ia.
Indianapolis, Ind.
Quincy, Ill.
South Bend, Ind.
Saginaw, Mich.
Grand Rapids, Mich.
Sterling, Ill.
Duluth, Minn.



LEONARD H. HARDIN

Electronic Service D. R.—Southern Division

Joined the Philco Family 1946
Air Force TechRep, TechRep Division
Television Service Engineer, Service Division
Navy Field Engineer, TechRep Division
All Year 'Round Field Service Engineer, Southern Division
All Year 'Round Field Service Engineer, Mountain Division
Electronic Service D. R., Southern Division

Pensacola, Fla.
New Orleans, La. (PDI)
Jackson, Miss. (Texas)
Memphis, Tenn. (Texas)
Birmingham, Ala.
Montgomery, Ala.



JAMES HARFORD

All Year 'Round D. R.—Texas Division

Joined the Philco Family 1953
Salesman, Philco Distributors, Inc., New York
Accessory D. R., Southern Division
Accessory D. R., Texas Division
Electronic D. R., Texas Division

Jackson, Miss.
Memphis, Tenn.



VICTOR V. HAUGEBERG

Philco-Firestone Service Supervisor
Firestone Southwest Division

Joined the Philco Family 1946
Contracts Administrator, TechRep Division
Service D. R., Central Division



A. D. HEBERT

Appliance Service D. R.—Atlantic Division

Joined the Philco Family 1956
Appliance Service D. R., North Atlantic Division

Bangor, Me.
Portland, Me.
Boston (PDI)
Burlington, Vt.
Plattsburg, N. Y.
Providence, R. I.
Hartford, N. Y.
Albany, N. Y.
Syracuse, N. Y. (Allegheny)



PAUL HENDRICKSON

All Year 'Round D. R.—Allegheny Division

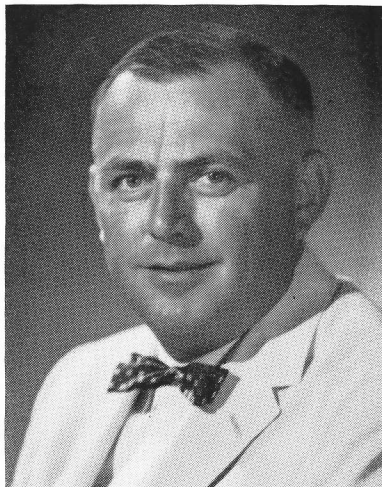
Joined the Philco Family 1960



GEORGE R. HICKMON

General Mgr., Philco Distributors, Inc.—Detroit, Mich.

Joined the Philco Family 1947
Television Promotion, Philco Distributors, Inc.,
Chicago, Ill.
Wholesale Salesman, Philco Distributors, Inc.,
Chicago, Ill.
Sales Supervisor, Philco Distributors, Inc., Chicago, Ill.
District Representative, Mid-West Division
Elec. Sales Manager, Philco Distributors, Inc.,
Chicago, Ill.
Sales Manager, Philco Distributors, Inc., Peoria, Ill.
Appliance Sales Manager, Philco Distributors, Inc.,
Chicago, Ill.
District Representative, Mid-West Area
General Manager, Philco Distributors, Inc., Chicago, Ill.



ROBERT A. HOUTZ

Field Sales Supervisor—Special Markets Dept.

Joined the Philco Family 1956
Manager-Contract & Kitchen Sales, Appliance Division
Manager-Citation Custom Appliances, Appliance Division



G. S. "BUD" HOWLAND, JR.

General Mgr., Philco Dist., Inc.—Minneapolis, Minn.

Joined the Philco Family 1952
Distributor Salesman, Philco Distributors, Inc., Chicago
Electronics D. R., Southeast Division
All Year 'Round D. R., Southern Region
Division Manager, Southeast Division
General Sales Manager, Philco—Los Angeles

Minneapolis, Minn.
 Fargo, N. D.
 Sioux Falls, S. D.



CARL HUBER

Accessory D. R.—West Area

Joined the Philco Family 1947
Distributor Service Manager, Los Angeles, Calif.
Accessory D. R., South California Division
Accessory D. R., Southwest Division

San Diego, Calif.
Phoenix, Ariz.
San Francisco, Calif.
Fresno, Calif.
Los Angeles, Calif. (PDI)



THOMAS W. HYER

Accessory D. R.—Southern Division

Joined the Philco Family 1946
Field Engineer, TechRep Division
Service D. R., Southern Division
Accessory D. R., Southeast Division
Accessory D. R., Southern Division
Accessory D. R., Delta Division
Accessory D. R., Central Division
Accessory D. R., Delta Division

Pensacola, Fla.
Jackson, Miss. (Texas)
New Orleans, La. (PDI)
Nashville, Tenn. (PDI)
Little Rock, Ark. (PDI)
Memphis, Tenn. (Texas)



HOWARD W. JOHNSON

Appliance Service D. R.—Allegheny Division

Joined the Philco Family 1957

Buffalo, N. Y.
Rochester, N. Y.
Pittsburgh, Pa.
Erie, Pa.
Altoona, Pa.



MISS LILY GEORGENE JOHNSON

Home Economist—Texas Division

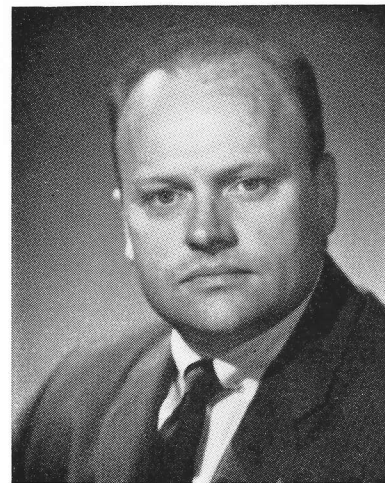
Joined the Philco Family 1960



W. R. (BILL) JOHNSON

Sales Manager, Philco Distributors, Inc.—Houston, Texas

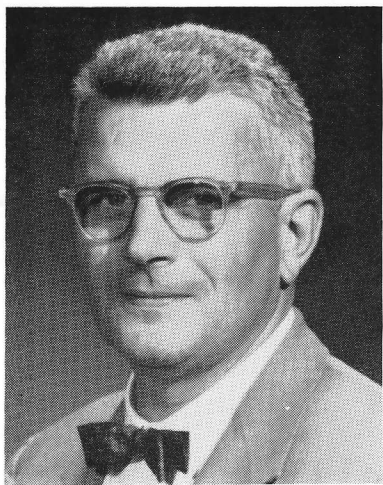
Joined the Philco Family 1943
Distributor Sales Manager, Houston, Texas
Distributor Vice President, General Sales Manager,
Houston, Texas



JOHN J. KANE

Merchandising Manager—Electronic Products

Joined the Philco Family 1956
Advertising and Sales Promotion Manager, Radio Division
Manager of Market Development, Radio Division
Merchandise Manager—Television, Marketing Division



RUSSELL KANOUSE

Appliance Service D. R.—Texas Division

Joined the Philco Family 1928
Radio Serviceman, Philco Service Division
Assistant Export Sales Manager, Export Sales Division
Instructor Radar Training Division, Philco Training School
Technical Writer, Philco Publications

Dallas, Tex.
Lubbock, Tex.
Oklahoma City, Okla. (PDI)



ROY D. KEARNS

All Year 'Round D. R.—Southern Division

Joined the Philco Family 1946
General Office, Philco Distributors, Inc., Chicago, Ill.
Salesman, Philco Distributors, Inc., Chicago, Ill.

Harlan, Ky.
Hazard, Ky.
Bluefield, W. Va.
Roanoke, Va.



WILLIAM W. KEEFER

All Year 'Round D. R.—Atlantic Division

Joined the Philco Family 1947
Accessory Salesman, Philco Distributors, Inc., Phila.
Major Product Salesman, Philco Dist., Inc., Phila.
Appliance D. R., Midwest Division
Sales Development Manager, North Atlantic Division
Appliance D. R., North Atlantic Division

Portland, Maine
Bangor, Maine
Providence, R. I.



JOHN KELLY

Advertising Manager—Consumer Products

Joined the Philco Family 1949
Distributor Advertising & Sales Promotion Mgr.,
San Francisco, Calif.
Advertising & Sales Promotion Mgr.,
Philco Distributors, Inc., Los Angeles
Advertising Manager, Radio & Television Division
Advertising Manager, Television Division
Advertising & Sales Promotion Mgr., Television Division



MARY J. KELLY

Home Economist—West Area

Joined the Philco Family 1949
Home Economist, Central Division

San Diego, Calif.
Phoenix, Ariz.
San Francisco, Calif.
Fresno, Calif.
Portland, Ore.
Spokane, Wash.
Seattle, Wash.
Billings, Mont.
Salt Lake City, Utah
Denver, Col.



WALTER H. KEMBEL

Electronic Service D. R.—West Area

Joined the Philco Family 1944
Contract Field Engineer, TechRep Division
Distributor Service Representative, Los Angeles Distributor
Contract Field Engineer, TechRep Division
Field Service Representative (All Year 'Round),
Service Division
Electronic Service D. R., Service Division

San Diego, Calif.
Phoenix, Ariz.
San Francisco, Calif.
Fresno, Calif.
Portland, Ore.
Spokane, Wash.
Seattle, Wash.



G. B. KENNEDY

Director of Merchandising

Joined the Philco Family 1946
Accessory Salesman, Philco Distributors, Inc., Phila.
Salesman, Philco Distributors, Inc., Phila.
Accessory D. R., Texas Division
Electronic D. R., North Atlantic Division
Division Manager, North Atlantic Division
Merchandise Manager, Television Division
Sales Manager, Television Division
General Sales Manager, Marketing Division
Manager, A.D.s, Marketing Division



OWEN H. KLEPPER

Merchandising Manager—Appliances and Home Laundry

Joined the Philco Family 1948
Television Sales Promotion Manager, Eastern Division
Sales Promotion Manager, G & I Division
Sales Promotion Manager, Appliance Division
Advertising and Sales Promotion Manager,
Refrigeration and Freezer Department
Advertising and Sales Promotion Manager,
Laundry and Air Conditioners
Advertising and Sales Promotion Manager,
Appliances and Laundry
Sales Promotion Manager, Consumer Products



LEON P. KULL

Electronic Service D. R.—Southern Division

Joined the Philco Family 1949
Product Performance, Service Division
Electronic Service D. R., Southern Division

Atlanta, Ga.
Columbia, S. C.
Charlotte, N. C.
Winston-Salem, N. C.
Raleigh, N. C.
Miami-Jacksonville, Fla.
Tampa, Fla.
Albany, Ga.



LARRY KULP

Contract Manager—Dallas and Oklahoma City Districts

Joined the Philco Family 1949
Electric Range Specialist, Delta-Texas Divisions
District Representative, Southeast Division
National Range Specialist, Headquarters
Appliance District Representative, Southwest Division
Laundry D. R., Texas Division
Contract Sales Representative, Texas Division



WILLIAM KUYKEN

Electronic Service D. R.—Atlantic Division

Joined the Philco Family 1942
TechRep, TechRep Division
Instructor, TechRep Division

Harrisburg-Lancaster, Pa.
Allentown, Pa.
Reading, Pa.
Long Island City, N. Y.
Philadelphia, Pa.
Elizabeth, N. J.
Wilmington, Del.



BRUCE LAMBERT

Manager—Direct Accounts

Joined the Philco Family 1953
Appliance D. R., North Central Division
Sales Manager, Philco Distributors, Inc., Detroit
Regional Manager, Atlantic Region
Asst. to General Sales Manager, Marketing Division



F. J. LANTZ, JR.

Sales Mgr., Philco Distributors, Inc.—Huntington, W. Va.

Joined the Philco Family 1950
Distributor Salesman, Huntington, West Virginia
Distributor Sales Manager, Huntington, West Virginia

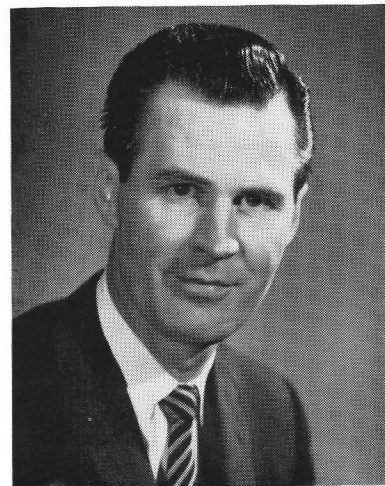


HENRY I. LAURIDSEN

All Year 'Round D. R.—Northwest Division

Joined the Philco Family 1941
Field Engineer, Storage Battery Division
All Year 'Round D. R., Rocky Mountain Division
Appliance D. R., Pacific Coast Division
Appliance Sales Manager, Philco-Los Angeles

Billings, Mont.
Salt Lake City, Utah
Denver, Colorado

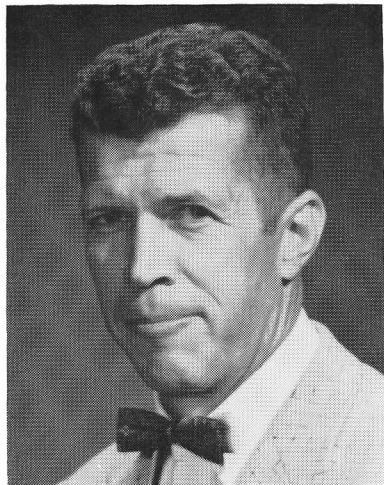


JOEL K. LEE

All Year 'Round D. R.—Allegheny Division

Joined the Philco Family 1956
Laundry D. R., Allegheny Division
Utility Representative, Midwest Area
Laundry D. R., Allegheny Division

Pittsburgh, Pa.
Altoona, Pa.
Williamsport, Pa.



JOHN R. LILLY

Appliance Service D. R.—Midwest Area

Joined the Philco Family 1946
TechRep, Iwo Jima
TechRep, Japan
Service Representative, Central and Allegheny Divisions
Product Performance, Service Division

Detroit, Mich. (PDI)
Grand Rapids, Mich.
Saginaw, Mich.
Cincinnati, Ohio (PDI)
Huntington, W. Va. (PDI)
Louisville, Ky. (PDI)
Nashville, Ky. (PDI)
Memphis, Tenn.



LAWRENCE LONDON

Direct Accounts D. R. — West Coast

Joined the Philco Family 1956
Air Conditioner-Range Specialist, East Central Division
Merchandise Manager, Philco Distributors, Inc.,
Detroit, Michigan
Merchandise Manager, Philco Distributors, Inc.,
Chicago, Illinois
Merchandise Manager, Philco Distributors, Inc.,
Los Angeles, Calif.



JOSEPH D. LYDON

Regional Sales Manager, Philco Distributors, Inc.—North

Joined the Philco Family 1954
Special Freezer Representative, Appliance Division
Manager-Sales Training, Appliance Division
Director-Sales Development, Headquarters
Electronic D. R., Southwest Division
Merchandising Manager, Philco Distributors, Inc., North

Minneapolis, Minn.
Milwaukee, Wisc.
Chicago, Ill.
Detroit, Mich.
Boston, Mass.
Washington, D. C.



JOHN C. MARDEN

General Manager, Philco Distributors, Inc.—New Orleans

Rejoined the Philco Family 1955
Distributor Salesman, Philadelphia, Pa., 1920-28
Distributor Adv. Manager, Philadelphia, Pa., 1928-33
Distributor Sales Manager, Philadelphia, Pa., 1933-35
Distributor President, New Orleans, La., 1955

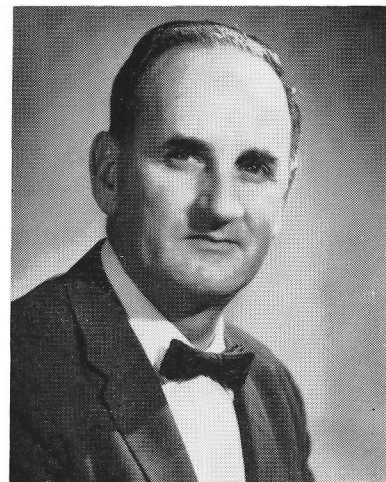


J. J. MASTNY

Appliance Service D. R.—Southern Division

Joined the Philco Family 1957
Appliance Service D. R., Southeast Division

Atlanta, Ga.
Columbia, S. C.
Charlotte, N. C.
Winston-Salem, N. C.
Raleigh, N. C.
Chattanooga-Knoxville, Tenn. (PDI)
Harlan, Ky.
Hazard, Ky.



JACK MATTINGLY

Philco-Firestone Service Supervisor
Firestone Western Division

Joined the Philco Family 1946
Television Service Engineer, Headquarters
Field Service Engineer, South Western Division
Electronic Dist. Service Representative
South Western Division
Manager, Philco Service Co., Kansas City

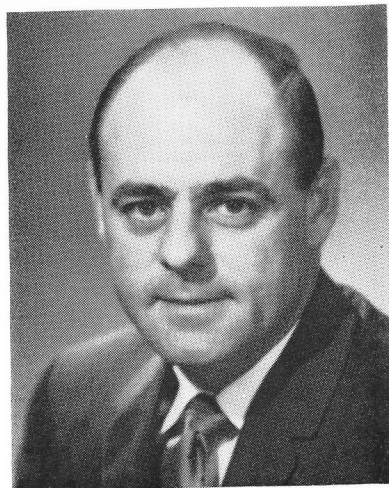


JAMES T. McMURPHY

Area Sales Manager—East Area

Joined the Philco Family 1946
TechRep, TechRep Division
District Representative, Southeast Division
Television Representative—South, Southern and
Texas Divisions
Division Manager, Capital Division
Division Manager, Texas Division
General Sales Manager, Accessory Division
Sales Manager, Air Conditioners, Appliance Division

Atlantic Division
Allegheny Division



BOB MEINKEN

Marketing Manager—Home Laundry

Joined the Philco Family 1947
Sales Training Phila., Consumer Products Division
Cost Engineering, Consumer Products Division
Advertising, Consumer Products Division
Accessory D. R., Texas Division
Appliance D. R., Texas Division
All Year 'Round D. R., Central Division
Appliance D. R., Texas Division
Electric Range D. R., Marketing
Citation D. R., Marketing
Sales Assistant, South Area
Asst. Merchandise Manager—Ranges, Marketing Division



JOSEPH MELUSKEY

Contract Manager—South Bend District

Joined the Philco Family 1956
Range Specialist, North Central Division
Range and Air Conditioner D. R., Central Division
Sales Development Manager, Central and Texas Divisions
Laundry D. R., South Central Division
Appliance D. R., Great Lakes Division
Contract Sales Representative, Midwest Area
(Mobile Home)



LYLE MEYERS

Sales Manager, Philco Distributors, Inc.—Fargo, N. D.

Joined the Philco Family 1956
Distributor General Manager, Fargo, North Dakota



NORMAN R. MILLARD

Manager—Utilities

Joined the Philco Family 1956



DAVID C. MILLER

Sales Assistant—South Area

Joined the Philco Family 1951
All Year 'Round D. R., North Atlantic Division
Appliance D. R., North Atlantic Division
All Year 'Round D. R., North Atlantic Division

Southern Division
Texas Division



JOHN W. MILLER

All Year 'Round D. R.—Atlantic Division

Joined the Philco Family 1946
Contract Field Engineer, TechRep Division
Television Field Service Engineer, Service Division
Accessory D. R., North Atlantic Division
Accessory D. R., Newark-New York Division
Accessory D. R., Capital Division
Appliance D. R., Atlantic Division

Wilmington, Del.
Baltimore, Md.
Richmond, Va.



WILLIAM R. MITCHELL

Regional Sales Manager, Philco Distributors, Inc.—South

Joined the Philco Family 1953
Salesman, Philco Distributors, Inc., Los Angeles
District Representative, Texas Division
Division Manager, Southwest Division
Merchandising Mgr., Philco Distributors, Inc., South

New Orleans, La.
St. Louis, Mo.
Cincinnati, Ohio
Louisville, Ky.
Los Angeles, Calif.
Houston, Tex.
Oklahoma City, Okla.



JOHN T. MORGAN

Manager—A. D.s

Joined the Philco Family 1946
TechRep, TechRep Division
Group Leader, Okinawa, TechRep Division
All Year 'Round Service D. R., Atlantic Division
Accessory D. R., Allegheny Division
All Year 'Round D. R., Eastern Division
Appliance D. R., Eastern Division
Electronics D. R., Allegheny Division
All Year 'Round D. R., Atlantic Division
Asst. Area Manager, West Area
Asst. Merchandise Mgr.—Laundry, Marketing Division



H. E. (HAL) MORRISON

Accessory D. R.—Northwest Division

Joined the Philco Family 1950
Manager, Repl. Unit Office, Service Division,
Tecumseh, Mich.
Manager, Repl. Units, Service Division
Manager, Appliance Warranty, Service Division
Air Conditioner Specialist, Allegheny Division
Air Conditioner and Range D. R., Allegheny Division
Sales Development Manager, Allegheny Division
Electronic D. R., Allegheny Division
All Year 'Round D. R., Allegheny Division

Portland, Ore.
Spokane, Wash.
Seattle, Wash.
Billings, Mont.
Salt Lake City, Utah
Denver, Col.



ANDREW MURNICK, JR.

Electronic Service D. R.—Midwest Area

Joined the Philco Family 1946
TechRep., TechRep Division
Contract Supervisor, TechRep Division
Electronic Service D. R., Midwest Division
Electronic Service D. R., Central Division
Electronic Service D. R., North Central Division

Omaha, Neb.
Kansas City, Mo.
Chanute, Kansas
Joplin, Mo.
Billings, Mont. (Northwest)
Salt Lake City, Utah (Northwest)
Denver (Northwest)



T. J. MURPHY

Manager—Premium Sales

Joined the Philco Family 1949
Expediter, Philco International Order Division
Co-ordinator-Appliances, Order Department
Manager, Special Sales Department
Special Sales Representative, Appliance Division



WILLIAM J. NAGY

General Sales Manager—Accessory Division

Joined the Philco Family 1947

Television Sales Supervisor, Philco Distributors, Inc.,
Detroit, Mich.

Promotion Manager, Service Division, Phila.

Sales Manager, Accessory Division, Philco Distributors,
Inc., New York, N. Y.

Division Sales Manager-All Products, Philco Distributors,
Inc., New York, N. Y.

Electronics D. R., Southeast Division

Sales Promotion and Advertising Manager,
Accessory Division

Sales Manager, Accessory Division

Merchandising Mgr.-Parts-Accessories, Marketing Division



LOUIS B. NEUENDORF

Sales Mgr., Philco Distributors, Inc.—Milwaukee, Wisc.

Joined the Philco Family 1953

Distributor Salesman, Milwaukee, Wisconsin

Distributor Sales Manager, Milwaukee, Wisconsin

Distributor General Manager, Milwaukee, Wisconsin



WILLIAM A. NEWMAN, JR.

Gen. Sales Mgr., Philco Distrs., Inc.—Los Angeles, Calif.

Joined the Philco Family 1952

Salesman, Philco Distributors, Inc., Los Angeles

District Representative, West Area

Sales Assistant, West Area



ROBERT NEWSOCK

Sales Manager, Philco Distributors, Inc. — Dayton, Ohio

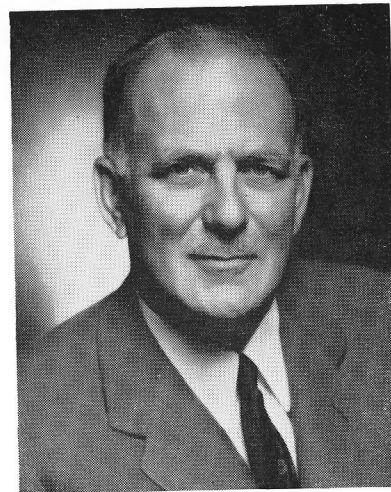
Joined the Philco Family 1954
Appliance D. R., Allegheny Division
All Year 'Round D. R., Allegheny Division
Appliance D. R., North Central Division



RAYFORD E. NUGENT

Vice President—Accessories and Service

Joined the Philco Family 1935
Parts and Service Department, Philco Distributors, Inc.,
Detroit, Mich.
Parts and Service Manager, Philco Distributors, Inc.,
Detroit, Mich.
Major Products Salesman, Philco Distributors, Inc.,
Detroit, Mich.
All Year 'Round D. R., Southern Division
Division Manager, Southeast Division
Division Manager, Delta Division
General Sales Manager, Accessory Division
General Manager, Accessory Division
Vice President-Sales, Consumer Products Division
Vice President-Assistant to Vice President, Marketing



FRED D. OGILBY

Vice President—Sales

Joined the Philco Family 1931
Sales Representative, Philco Distributors, Inc., New York
Brooklyn Sales Manager, Philco Distributors, Inc.,
New York
New Jersey Sales Manager, Philco Distributors, Inc.,
New York
General Sales Manager, Philco Distributors, Inc.,
New York
General Manager, Philco Distributors, Inc., Phila.
General Manager, Philco Distributors, Inc., New York
Sales Manager, Radio, Radio Division
Sales Manager, Television, Television Division
Vice President, Sales, Television & Radio Division
Vice President & General Manager, Television Division
Vice President, Marketing
Director, Market Development, Marketing
Director of Sales, Marketing



RUSSELL M. OLIVER

Sales Assistant—East Area

Joined the Philco Family 1936
City Salesman, Philco Distributors, Inc., Chicago
Manager Personnel, Philco Air Borne School
Accessory D. R., Northwest Division
All Year 'Round D. R., Milwaukee, Wisconsin
All Year 'Round D. R., South Bend, Indiana
General Manager, Service Division
Electronic D. R., North Central Division
Electronic D. R., Atlantic Division

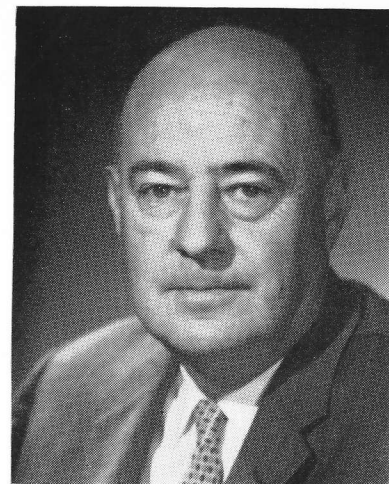
Atlantic Division
Allegheny Division



EDWARD A. ORTH, JR.

General Manager, Philco Distributors, Inc.—Milwaukee

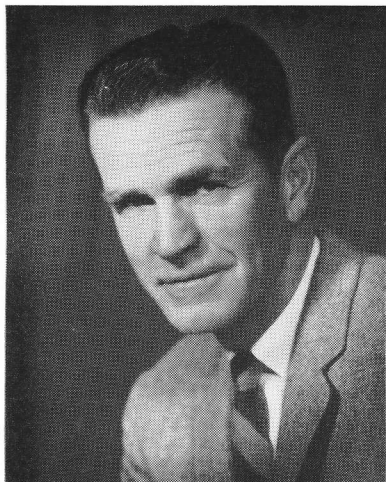
Joined the Philco Family 1948
Distributor Salesman, Philco Distributors, Inc., Chicago
Sales Manager, Appliances, Philco Distributors, Inc.,
Chicago
District Representative, Central Division
Advertising and Sales Promotion Manager,
Philco Distributors, Inc., Chicago



HENRY T. PAISTE, JR.

Director—Consumer Relations & Service

Joined the Philco Family 1928
Inspector, Speaker Production
Service Engineer, Service Division
Manager, Philco National Service Sta.
Manager, Service Division
Manager, Philco Training School
General Manager, Service Division
Special Sales Representative, Television Division
Director Quality & Mgr. Field Eng., Television Division
Vice Pres.—Product Performance & Service, Service Division



L. HAP PALMER

Contract Manager—Los Angeles District

Joined the Philco Family 1960



W. E. PATTERSON

Electronic Service D. R.—Atlantic Division

Joined the Philco Family 1960

Bangor, Me.
Portland, Me.
Burlington, Vt.
Plattsburgh, N. Y.
Providence, R. I.
Hartford, Conn.
Albany, N. Y.
Syracuse, N. Y. (Allegheny)



M. G. PAUL

Director — Marketing Finance

Joined the Philco Family 1945
Manager, Tax Dept.
Chairman, Tax Policy Committee
Assistant Treasurer Corporate



OLGA PLISHONIG

Home Economist—Midwest Area

Joined the Philco Family 1953

Kansas City, Mo.
Chanute, Kans.
Joplin, Mo.
Omaha, Neb.
Burlington, Ia.
Indianapolis, Ind.
Quincy, Ill.
South Bend, Ind.
Saginaw, Mich.
Grand Rapids, Mich.
Sterling, Ill.
Duluth, Minn.



JACK O. POFFENBARGER

All Year 'Round D. R.—Southern Division

Joined the Philco Family 1958
Appliance D. R., Southeast Division

Charlotte, N. C.
Raleigh, N. C.
Winston-Salem, N. C.
Columbia, S. C.



CHARLES A. POULSON, JR.

Sales Assistant—West Area

Joined the Philco Family 1956
Range Specialist, Allegheny Division
Air Conditioner and Range D. R., Northwest Division
Sales Development Manager, Northwest Division
Laundry D. R., Northwest Division
Appliance D. R., Southwest Division
Laundry and Appliance D. R., Southwest Division
Contract Sales Representative, West Area

San Diego, Calif.
Phoenix, Ariz.
San Francisco, Calif.
Fresno, Calif.
Portland, Ore. (Northwest)
Spokane, Wash. (Northwest)
Seattle, Wash. (Northwest)
Billings, Mont. (Northwest)
Salt Lake City, Utah (Northwest)
Denver, Col. (Northwest)



ARTHUR PRESSLER

All Year 'Round D. R.—West Area

Joined the Philco Family 1935
District Representative, Eastern Division
Distributor Salesman, Louisville, Ky.
All Year 'Round D. R., Southern Calif. Division
Sales Manager, Philco-Los Angeles
Philco-Firestone D. R., West Coast

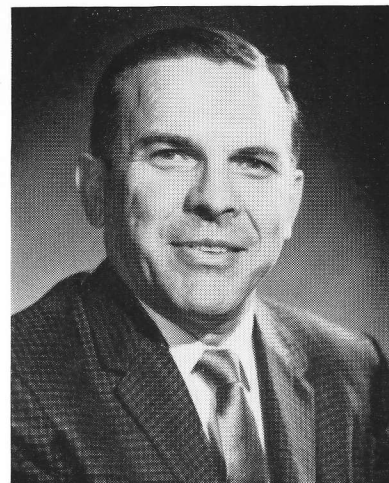
San Diego, Calif.
Phoenix, Arizona



WILLIAM T. QULLIN, JR.

Manager—Sales Training

Joined the Philco Family 1951
Distributor Salesman, Indianapolis, Ind.
Distributor Asst. Sales Manager, Indianapolis, Ind.
Distributor Television Sales Manager, Indianapolis, Ind.
Electronic D. R., Southern Division
Electronic D. R., Great Lakes Division
Sales Development Manager, Great Lakes Division
Manager-Sales Training Production, Merchandising Dept.



EUGENE N. RAMSEY

Division Manager, Texas Division

Joined the Philco Family 1945
All Year 'Round D. R., Texas Division
All Year 'Round D. R., Pacific Mountain Division
Electronic D. R., Pacific Mountain Division

Jackson, Miss.
Memphis, Tenn.
Beaumont, Tex.
Dallas, Tex.
Lubbock, Tex.



JOHN E. RAMSEY

Area Sales Manager—South Area

Joined the Philco Family 1926
Distributor Salesman, Jackson, Miss.
All Year 'Round D. R., Southern Division
All Year 'Round D. R., Southwest Division
Division Manager, Southwest Division
Division Manager, Southern Division
Sales Manager, South
Regional Manager, South Region
Division Manager, Southeast Division

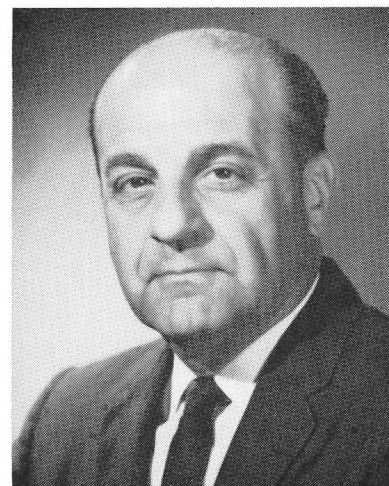
Southern Division
Texas Division



HARRY F. RECKER

Sales Manager, Philco Distributors, Inc.—Boston, Mass.

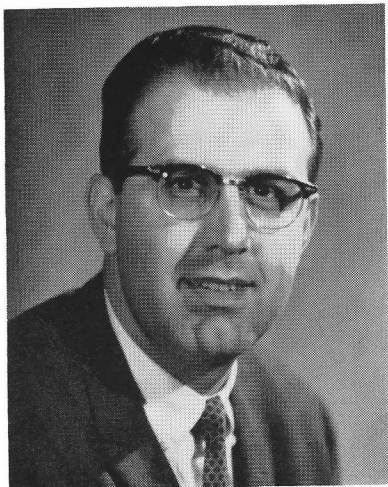
Joined the Philco Family 1952
Appliance D. R., Atlantic Division
Appliance D. R., North Atlantic Division
Appliance D. R., North Central Division
Sales Development Manager, North Central Division
Appliance D. R., Allegheny Division



HERBERT RIBAND

Merchandise Manager—Special Markets

Joined the Philco Family 1936
Publicity Man, Public Relations
Advertising Assistant, Advertising
Assistant Personnel Manager, Personnel
Manager Sales Statistics, Sales
Operations Manager, Accessory
Sales Manager, Accessory
General Manager, Accessory
Sales Manager Freezers, Refrigeration
Manager Sales Order Dept., Sales
Assistant-General Manager Special Markets,
Special Market Planning
Asst. to Director—Special Markets

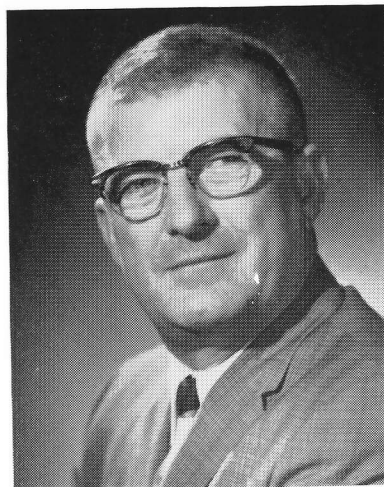


SAL RICCI

Accessory D. R.—Allegheny Division

Joined the Philco Family 1950
Tech. Dept., Accessory Division
Order Department, Accessory Division
Accessory D. R., Eastern Division

Pittsburgh, Pa.
Altoona, Pa.
Columbus, Ohio
Wheeling, W. Va.
Youngstown, Ohio
Williamsport, Pa.



TED RIEWE

All Year 'Round D. R.—Midwest Area

Joined the Philco Family 1940
Assistant to Wholesale Salesman,
Philco Distributors, Inc., Chicago
Staff, Philco Training School
Salesman, Philco Distributors, Inc., Chicago
All Year 'Round D. R., Northwest Division
Accessory D. R., Great Lakes Division
Accessory D. R., Southwest Division
Accessory D. R., North Central Division
Appliance D. R., Great Lakes Division

Sterling, Ill.
Duluth, Minn.



J. A. RISHEL, JR.

Vice President—Laundry

Joined the Philco Family 1957
General Manager, Refrigeration Division
Manager of Marketing, Consumer Products
General Manager-Merchandising, Marketing Division
Director of Merchandising, Marketing Division



MARVIN T. ROBERSON

Philco-Firestone Service Supervisor
Firestone Coast Division

Joined the Philco Family 1954
Electronic Service D. R., Southwest Division

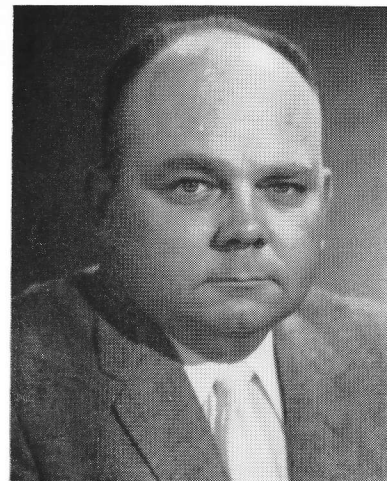


ROY L. ROBERTS

Appliance Service D. R.—Southern Division

Joined the Philco Family 1955
Appliance Service D. R., Delta Division
Appliance Service D. R., Southeast Division

Miami-Jacksonville, Fla.
Tampa, Fla.
Albany, Ga.
Pensacola, Fla.
Birmingham, Ala.
Montgomery, Ala.



ED ROGERS

All Year 'Round D. R.—Texas Division

Joined the Philco Family 1946
Contract Field Engineer, TechRep Division
Supervisor—ETO, TechRep Division
Manager—Atlantic Division, TechRep Division
Sales Manager, TechRep Division
Sales Engineer, G & I Division
Accessory D. R., Texas Division
Electronics D. R., Texas Division
General Sales Manager, Accessory Division

Dallas, Texas
Lubbock, Texas
Beaumont, Texas



HAL J. RUDE

Accessory D. R.—Midwest Area

Joined the Philco Family 1942
Field Engineer, TechRep Division
Accessory D. R., Southwest Division
Accessory D. R., Central Division
Accessory D. R., North Central Division

Kansas City, Mo.
Chanute, Kansas
Joplin, Mo.
Quincy, Ill.
Burlington, Iowa
St. Louis, Mo. (PDI)
Sterling, Ill.



W. J. RUSSELL

Accessory D. R.—Southern Division

Joined the Philco Family 1946
Clerk, Engineering Department
Clerk, Sales Statistical Department
Distributor Parts Salesman, Miami, Florida
Accessory D. R., Southeast Division
Appliance D. R., Southeast Division
Appliance District Manager, Southeast Division
All Year 'Round D. R., Southeast Division
Philco-Firestone D. R., South Region
Adv. and Sales Promotion Mgr., Accessory Division

Bluefield, W. Va.
Roanoke, Va.
Chattanooga, Tenn. (PDI)
Knoxville, Tenn. (PDI)
Knoxville, Tenn.
Winston-Salem, N. C.
Raleigh, N. C.
Charlotte, N. C.
Columbia, S. C.
Harlan, Ky.
Hazard, Ky.



BILL SATTERFIELD

All Year 'Round D. R.—Northwest Division

Joined the Philco Family 1946
TechRep-Japan, TechRep Division
Television Service Specialist, National
Television Service D. R., Midwest Area
Television Service Manager, Headquarters
Electronic Service Manager, Headquarters
Distributor Sales Manager, Seattle, Wash.

Portland, Ore.
Spokane, Wash.
Seattle, Wash.



GEORGE W. SAYLOR

Electronic Service District Representative—Texas Division

Joined the Philco Family 1939
Radio Repairman, Service Division
Appliance Repairman, Service Division
Outside Repairman (All Products), Service Division
Supervisor (Radio Repair), Service Division
Technical Writer, T & I Division
TechRep, TechRep Division
Assistant Radio Service Manager, Service Division
All Year 'Round Service D. R., Texas Division

San Antonio, Tex. (PDI)
Houston, Tex. (PDI)
Beaumont, Tex.
Dallas, Tex.
Lubbock, Tex.
Oklahoma City, Okla. (PDI)



KARL SCHARFENBERG

Sales Mgr., Philco Distributors, Inc.—San Antonio, Texas

Joined the Philco Family 1930
Distributor Branch Manager, Aurora, Ill.
Distributor Vice President, Peoria, Ill.
Distributor President, Fort Worth and San Antonio, Texas



DONALD R. SCHREIBER

All Year 'Round D. R.—Midwest Area

Joined the Philco Family 1952
Parts Department, Philco Distributors, Inc.,
Philadelphia, Pa.
Parts Salesman, Philco Distributors, Inc.,
Philadelphia, Pa.
Major Products Salesman, Philco Distributors, Inc.,
Philadelphia, Pa.
Electronic D. R., North Central Division

South Bend, Ind.
Saginaw, Mich.
Grand Rapids, Mich.



O. O. SCHREIBER

Vice President—Marketing Inventory Control

Joined the Philco Family 1933
Controller, Philco Distributors, Inc., New York
General Manager, Philco Distributors, Inc., California
Asst. Treasurer, P. R. & T. Corporation
Manager, Contract Dept., Philco Corporation
Manager, Planning Dept., Philco Corporation
Asst. Secretary, Philco Corporation
Asst. to the President, Philco Corporation
Vice President-Asst. to the President, Philco Corporation
Vice Pres.-Asst. to Vice Pres., General Mgr.—
Consumer Products Division



MICHAEL L. SEVERINE

Assistant Controller—Consumer Products

Joined the Philco Family 1944
Accountant, Television & Radio Division
Chief Accountant, Accessory Division
Consolidation Act., Corporate Division
Chief Accountant, Appliance Division
Chief Accountant, Marketing Division
Controller—Marketing

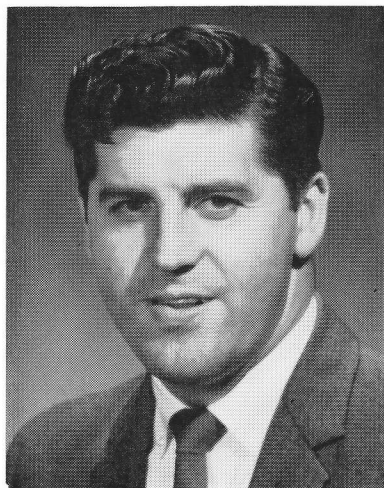


HAROLD SHEER

Division Manager—Atlantic Division

Joined the Philco Family 1931
Salesman, New York Territory
Sales Manager, New York Division
General Sales Manager, Philco Distributors, Inc.,
New York
General Manager, Philco Distributors, Inc., New York
Vice President, General Manager, Philco Distributors,
Inc., New York and Philadelphia
Division Manager, North Atlantic Division

Harrisburg, Pa.
Lancaster, Pa.
Reading, Pa.
Allentown, Pa.
Wilmington, Del.
Baltimore, Md.
Richmond, Va.
Philadelphia, Pa.
New York City, N. Y.
Elizabeth, N. J.
Portland, Me.
Bangor, Me.
Providence, R. I.
Albany, N. Y.
Hartford, Conn.
Plattsburg, N. Y.
Burlington, Vt.



THOMAS A. SHOEMAKER, JR.

Appliance Service D. R.—Allegheny Division

Joined the Philco Family 1950
Distributor Field Serviceman, Washington, D. C.
Distributor Appliance Service Manager, Washington, D. C.
Instructor (National), Philco Service Company
Service Supervisor, Philco Service Company, Philadelphia
Service Engineer (A/C), Service Division

Columbus, Ohio
Youngstown, Ohio
Cleveland-Toledo, Ohio
Wheeling, West Virginia



JAMES M. SKINNER, JR.

President

Joined the Philco Family 1934
Factory Expediter, Philadelphia, Pa.
Special Asst. to Vice President-Merchandising,
Philadelphia, Pa.
Manager-Sales Statistical Dept., Philadelphia, Pa.
Sales Manager, Accessory Division
General Manager, Accessory Division
Co-Director, Philco Training School
Vice President-Sales, Appliance Division
Vice President-Distribution, Corporate
Vice President, Television Division
Vice President-General Manager, Television Division



GLENN W. SMITH

Sales Mgr., Philco Distributors, Inc.—New Orleans, La.

Joined the Philco Family 1955
Distributor Sales Manager, New Orleans, La.



JAMES J. SMITH

All Year 'Round D. R.—Atlantic Division

Joined the Philco Family 1956
Laundry D. R., North Atlantic Division
All Year 'Round D. R., North Atlantic Division
Laundry D. R., North Atlantic Division

Harrisburg-Lancaster
Reading
Allentown



JOHN F. SPANGLER

Manager—Government Contracts Sales,
Special Markets Dept.

Joined the Philco Family 1938
Refrig. Service Tech., Philco Distributors, Inc., Phila.
Service Manager, Philco Distributors, Inc., Phila.
Sales Manager-Accessory Division,
Philco Distributors, Inc., Phila.
Major Products Salesman, Philco Distributors, Inc., Phila.
Refrig. Sales Manager, Philco Distributors, Inc., Phila.
Television Products Supervisor, Television Division
Electronics Dist. Representative, Atlantic Division



JOSEPH STRICKLER

Sales Manager, Philco Distributors, Inc.—Chicago, Ill.

Joined the Philco Family 1955
Refrigerator-Freezer Specialist, Delta Region
Appliance District Representative, South Central Division
Appliance District Representative, Allegheny Division
All Year 'Round D. R., Allegheny Division



GEORGE B. STROTMAYER

Division Manager—Allegheny Division

Joined the Philco Family 1951
All Year 'Round D. R., Southern Division
Electronic D. R., Southern Division
General Manager, Philco Distributors, Inc.,
Richmond, Va.
Appliance D. R., Allegheny Division

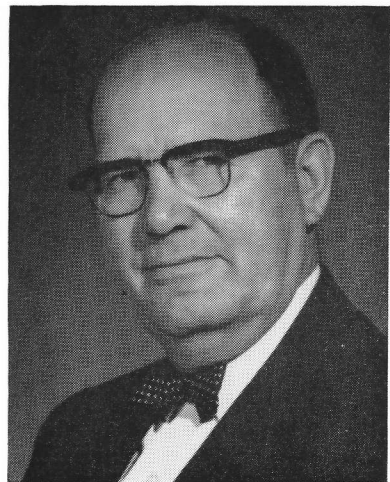
Syracuse, N. Y.
Buffalo, N. Y.
Rochester, N. Y.
Pittsburgh, Pa.
Altoona, Pa.
Williamsport, Pa.
Cleveland, Ohio
Erie, Pa.
Columbus, Ohio
Wheeling, West Va.
Youngstown, Ohio



MAX W. SWINNEY

Sales Mgr. A.D.s, Philco Distributors, Inc.—Chicago, Ill.

Joined the Philco Family 1942
Instructor, Training and Installation Division, Phila., Pa.
Navy Field Engineer, TechRep Division
Field Service Engineer, Service Division
All Year 'Round D. R., Southwest Division
Electronic D. R., Southwest Division
Division Manager, South Central Division



B. E. SYLVESTER

Appliance Service D. R.—Texas Division

Joined the Philco Family 1957
San Antonio (PDI)
Houston (PDI)
Beaumont, Tex.
Little Rock, Ark.
New Orleans, La. (PDI)
Jackson, Miss.



ROBERT J. THEIS

General Sales Manager

Joined the Philco Family 1949
District Representative, Southwest Division
Regional Manager, Allegheny Division
Merchandise Manager, Television Division

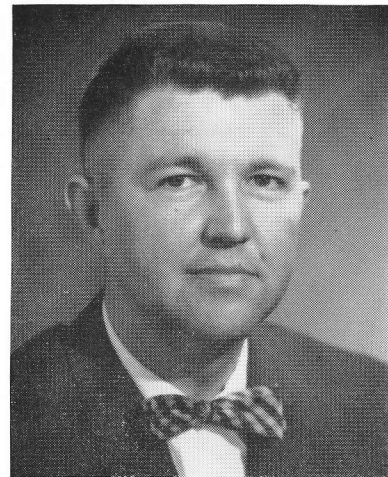


HENRY P. TOMCZAK

All Year 'Round D. R.—Southern Division

Joined the Philco Family 1948
Salesman, Philco Distributors, Inc., New York
Appliance D. R., Central Division
Appliance D. R., Southeast Division

Montgomery, Ala.
Tampa, Fla.
Pensacola, Fla.



CHARLES H. TOMLIN

Manager—Product Acceptance & Service

Joined the Philco Family 1940
Blueprinter, Radio Engineering
Lab Technician, Refrigeration
Metallurgical Technician, Watsontown Ordnance Works
Junior Engineer, Refrigeration
Senior Engineer, Appliance Engineering
Project Engineer, Product Performance
Manager Appliance Field Engineering
Manager Appliance Service



ROBERT G. URBAN

Vice President—Marketing

Joined the Philco Family 1960
Vice Pres.-Asst. to Vice President, Marketing,
Marketing Division



JOHN L. UTZ

Director—Special Markets

Joined the Philco Family 1936
Interviewer, Personnel Dept.
Salesman, Philco Distributors, Inc., Phila.
District Representative, Accessory Division
District Representative, St. Louis-Sales
Division Manager, Southwest Division (St. Louis)
District Representative, Pittsburgh-Sales
Division Manager, Atlantic Division
Sales Manager, Television Division
General Manager-Portable TV, Television Division
Associate Distributor Representative, East
General Manager-Special Markets, Marketing Division



JOSEPH P. VERDI

All Year 'Round D. R.—Midwest Area

Joined the Philco Family 1951
TechRep, TechRep Division
Air Conditioner Specialist, Midwest Region
Sales Development Manager, Atlantic Division
Sales Manager, Air Conditioners, Philco Distributors, Inc.,
New York
Laundry D. R., North Central Division
Electronic D. R., Midwest Area

Indianapolis, Ind.
Quincy, Ill.



MICHEAL J. VIALL

Appliance Service D. R.—Northwest Division

Joined the Philco Family 1946
Serviceman, Philco Distributors, Inc., Phila.
Shop Foreman, Philco Distributors, Inc., Phila.
Field Traveler, Philco Distributors, Inc., Phila.
Appliance Service D. R., Rocky Mountain Division

Portland, Ore.
Spokane, Wash.
Seattle, Wash.
Billings, Mont.
Salt Lake City, Utah
Denver, Col.



HERBERT WALKER

Controller—Philco Distributors, Inc.

Joined the Philco Family 1935
Accountant, Philco Distributors, Inc.—Chicago, Ill.
Chief Accountant, Philco Distributors, Inc.—Chicago, Ill.
Controller, Philco Distributors, Inc.—Chicago, Ill.
Controller, Philco Distributors, Inc.—St. Louis, Mo.



JACK WENRICH

All Year 'Round D. R.—Atlantic Division

Joined the Philco Family 1947
Accessory Salesman, Philco Distributors, Inc., Phila.
Major Products Salesman, Philco Distributors, Inc.,
Phila.
Accessory D. R., Capitol Division
Accessory D. R., Atlantic Division

Albany, New York
Hartford, Conn.
Plattsburg, N. Y.
Burlington, Vt.



CARL H. WILSON

Appliance Service D. R.—West Area

Joined the Philco Family 1927
Field Service Representative, Central Division
Distributor Service Manager, Peoria, Ill.
Distributor Service Manager, Toledo, Ohio
Contract Field Engineer, TechRep Division
Field Service Representative, Western Division
Distributor Service Manager, Long Beach, Calif.
Service D. R., Southwest Division
Philco-Firestone Service Supervisor, Coast Division

San Diego, Calif.
Phoenix, Ariz.
San Francisco, Calif.
Fresno, Calif.



JACK WINFIELD

Assistant Director of Sales

Joined the Philco Family 1949
Controller, Electric Range Division
Controller, Corporate Division
Controller, Appliance Division
Controller, Marketing



STEPHEN ZAHER

Accessory D. R.—Midwest Area

Joined the Philco Family 1950
Salesman, Philco Distributors, Inc., Chicago
Sales Manager Electronics, Philco Distributors, Inc.,
Chicago
Sales Manager A. D. Accounts, Philco Distributors, Inc.,
Chicago
Accessory D. R., Midwest Division
Accessory D. R., Great Lakes Division

Indianapolis, Ind.
South Bend, Ind.
Saginaw, Mich.
Grand Rapids, Mich.
Milwaukee, Wisc. (PDI)
Chicago, Ill. (PDI)
Cincinnati, Ohio (PDI)
Louisville, Ky. (PDI)
Huntington, W. Va. (PDI)
Detroit, Mich. (PDI)