

INSIDE OBSERVATIONS

COMPANY CONFIDENTIAL

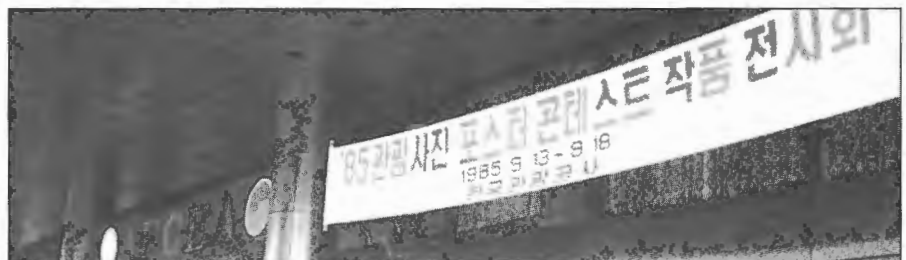
TEKTRONIX ATTENDS AFCEA ASIA - PACIFIC CONFERENCE

Tek exhibited at the first Armed Forces Communication Electronic Association (AFCEA) Asia-Pacific Conference and Exposition, held in Seoul, Korea at the Hilton International, on September 17-19.

The theme of the exposition was, "Dual Use Technologies for Global Communications and Information Processing." Although AFCEA annually sponsors conferences in Washington D.C., Anaheim, and Brussels, this was the first in the Pacific and reflected the rapid development of the commercial and military markets in the Asia-Pacific region.

The Tek exhibit at the show was a joint effort of Government Marketing, AMPAC, and Myoung Corporation, our Korean distributor. Shown were Tek instruments used to support military systems around the globe and adopted by the U.S. Military as standard. Our display included the 492 (AN/USM-489(V)1), 2335L (AN/USM-488), 2336-YA, 1503 (AN/USM-437(V)1), 2465, 1240, OF150, and the DA4084 (TS-4084) recently adopted by the U.S. Army. Participants at the Tek exhibit included Ken England, Government Marketing; Jim Geissinger, AMPAC; and D.S. Lee, J.W. Yang, J.S. Suh, and others with Myong Corporation.

Several thousand attendees were at the show during the three days of the



The AFCEA Asia-Pacific Conference in Seoul included an exhibit by Tek to military customers in the region. Participants in Seoul included: (left to right) Chang Wan Yoo, Applications Engr., Myoung; Jim Geissinger, AMPAC; Carl Royer, Govt. Marketing; and Miss Kang, Secretary, Myoung. (Photo by J.W. Yang, Myoung)

exhibit, including military representatives from Taiwan, Thailand, Malaysia, Australia, Philippines, and other countries, besides the Korean and U.S. attendees.

AFCEA announced at the end of the conference that the Asia-Pacific Exposition will become an annual event in Seoul, due to the high level of interest.

Special thanks for making this show a success are due Y.W. Lee, President, and the others at Myoung Corporation who assisted with the exhibit. Thanks also to Dale Jones, AMPAC, for his support, and to John Martin, Government Marketing, for arranging the delivery of instruments to the exhibit.

Carl Royer
International Programs
Huntsville Field Office

IN THE NEWS

Neil Schiller, the Army Account Manager, out of the Woodbridge Field Office is the featured person in Government/Aerospace Marketing this edition.

Neil started at Tek in 1979 as a Government Account Specialist for the Army. He has been an outstanding contributor to Tektronix with numerous major oscilloscope spectrum analyzer, and distortion analyzer procurements. Neil works closely with the Communication Electronics Command, Electronic R&D Command, Satellite Communications Agency and the Communications Systems Agency located at Fort Monmouth, NJ.

His background includes work as a technical representative for the Army and Defense Contracts. He has a bachelors degree in E.E. from Washington State University and a masters



degree in Industrial Engineering from Texas A&M.

Neil and his wife, Susan, have four children. They reside in Mt. Pleasant, New Jersey. His hobbies include sailing and coaching a soccer team.

SUCCESS STORY

This is a "rags to riches" or more appropriately a "junk to gold" story. Whatever you call it, Portables Division challenge any and all of the Military Account Managers to top this one.

A couple of years ago when we phased out the 475, Neil Schiller came to us with the possibility that the Army may want more OS261C's. For those of you who may not recognize this product, the OS261C is the Army's version of a 475, 200 MHz scope with an EMI option (04) and a DC power option (07). Tektronix has been a sole source for this product because it has one unique feature, 200 MHz bandwidth at 2 mv/div.

We saved the scrap from the phase out (which was many thousands of dollars) and the tooling just in case Neil pulled this one off. Neil worked hard on this and while we were attending the International Government Marketing in June of this year, he informed me that we were awarded the contract. Not only did he get the contract, but the unit price was something every General Manager dreams about when dealing with the military direct procurement. The contract was for 280 units with a 100% option quantity. Since this was to be our last time build for this product, Neil negotiated a price escalation clause into the option quantity, (price goes up the longer they wait to exercise the option). Now, he's negotiating with the Army for 200 each 1106 battery packs to power these units. All that, with large orders for spare main boards, makes this a very lucrative contract.

Portables Division would like to thank Neil for the fine negotiating job he did on this contract. We just want to say "keep those types of contracts coming, Neil!" From all of us here in the division, thanks to Neil and all the rest of the Military Account Managers and Specialists, PID has done quite well in winning several nice military contracts this year and hope to win more.

*Bernie Floersch
Product Marketing Manager
Portable Instrument Division*

WELCOME ABOARD

As of December 15, 1985, Al Langlois will officially have joined Government Marketing as the new Air Force Account Manager at the Kelly Field Office.

Al rejoins Government Marketing after a five year absence in the TM5000 and ISI groups of Tektronix. He originally came to Tek in December of 1977 as a Technical Programs Specialist for Government Marketing in Beaverton. Previously he served 20 years in the Marine Corps.

Al and his wife, Nancy, will be relocating to the San Antonio area in the near future.

CONGRESSIONAL TRADE EXPERT TO REPRESENT TEK

Government/Aerospace Marketing and Contract Group welcomes Roger Majak, former Staff Director for the House Subcommittee on International Economic Policy and Trade, to Tektronix and our Government Marketing Office at Crystal City. He will provide full time representation for Tektronix in Washington D.C.

Roger reports to Gary Conkling, Tektronix Manager of Government Relations, and will concentrate primarily on international trade issues, working out of the Crystal City Field Office.

Roger has degrees in journalism and international relations from Northwestern University and Ohio State University. Born and raised in the Chicago area Roger is married and he and his wife, Sally, have two children.

MASTERS 1985

Masters 1985, was a rewarding week, and an exciting experience. It was a week made as comfortable as possible at the Broadmoor Hotel, Colorado Springs, Colorado. It was a week that said, "You are important, You are among the best." And what a week of meetings and activities!

The opening night Welcome Party began when we were greeted by Darth Vadar. Everything was done to the Masters theme "Explore the Heights." It was an evening to dance, and an evening to meet and greet old friends and to make new ones, and this was just the beginning of the week's evening activities.

Monday evening was "Master's on Ice," a gala ice skating show planned exclusively for the Tektronix attendees. Tuesday evening was a barbecue at 'Rotten Log Hollow' with ample food and a wonderful view of Colorado Springs at night. Wednesday evening was dancing to the music at the "Master's Cabaret," with the music of the sixties filling the air. The evenings were nights to relax, dance and enjoy everything to the fullest.

Of course the Masters was not all evening activities. The days were shared with business meetings, tours and activities.

Monday morning was the opening business session for all attendees including spouses. This session included a special salute to the four Group Directors. The keynote address delivered by Wim Velsink, highlighted the morning session. In the afternoon, a special display and discussion of CAE was presented by Phil Smith. Also included in the afternoon session was an opportunity to ask questions of a panel consisting of Earl Wantland, Wim Velsink and John Landis. Besides this question and answer session, there was ample time during the week to chat with all of the Corporate Officers attending the Masters.



Wednesday's business day was a special session on Tektronix for the spouses and group sessions for the Masters. I know my wife was impressed by the special session. One of the things presented in this special session was the reality of being supportive of the extra time and effort required of sales engineers to obtain above average results and how important is that support.

For the group sessions, Marlyn Huceby attended the Instrument Group and I attended the Communication Group session. These informative sessions provided time for the Masters to speak out regarding issues of significant concerns and significant achievements. Group V.P.'s presented particulars of Long Range Plans.

After these morning sessions, spouses and sales engineers reconvened with their respective groups. Following lunch, it was the presentation of the Masters Plaques. In our session, Phil Robinson and Fred Hanson presented awards to the Instrument Group Masters and Stan Kouba presented the Masters Plaques to Marlyn and myself.

And now the final full day. The day started with the morning business session. Group V.P.'s discussed long range goals that focused on corporate issues and opportunities in the future years. A guest speaker, Hartsell Wilson, provided a stirring speech praising and encouraging all attendees to continue to excel. His speech received a standing ovation. After this morning session, it was lunch, afternoon activities and then the Thursday Night Banquet.

The ultimate in the evening affairs began with a champagne reception at the Broadmoor International Center and continued with the evenings dinner dance festivities. Additional awards to outstanding Masters and a special salute from Earl Wantland was the highlight of the evening. Earl's comments included changes that have occurred in the company as well as changes that have occurred in the Masters.

It is impossible for me to say any one day, any one activity was the best. The entire week was a wonderful experience. Corporate Officers and the Masters performance may make the Masters possible, but it is the Masters Staff that makes it happen. Anita Wallace and the Masters Staff continue to excel and provide lifetime memories for each attendee. Thank you to everyone in Tektronix that makes the Masters possible, that makes the Masters happen!

*George Yingling
Security Communications Specialist
Washington D.C. Field Office*

TEK MASTERS

Congratulations to George Yingling and Marlyn Huceby on representing Government Marketing at the Masters Conference 1985. The conference was a success by almost any measure and Government Marketing was represented well. I hope that more Government Marketing sales people have an opportunity to attend next year in the Bahamas, or in future years. I believe it is an objective worth pursuing.

Good Luck!

*Stan Kouba
Vice President
C.S. & U.S.F.S.*

DISTORTION ANALYZERS

The Instrument Systems Group was recently successful in winning a major Army procurement for 3,000 distortion analyzers. The initial delivery quantity is for 1,000 units. While this is good news for all of us, it's great news if you're involved with an Army customer or Army prime contractor. This is because the Army will be promoting standardization on our instrument and will be replacing the previous standard, the HP334A.

The system procured by the Army consists of a modified AA5001 (we added a SINAD mode), a modified TM5003 mainframe (we made a change to the power supply), and special accessory package. The Army will be calling our model the TS-4084. The Army version will have a specification sheet and will be listed in the 1986 catalog as the DA4084.

In the process of making the sale, we had to overcome a number of Army preconceptions which seem to be typical throughout the military. These include a need for operation to 600 KHz at up to 100% distortion levels in addition to a requirement for a built-in oscillator. You might run into similar attitudes. If you do, the approach we took might give you some ideas to use.

First we worked closely with the Army to determine their actual distortion measurement requirements. We found that the Army's primary requirements included distortion measurements on audio oscillators, radio receivers (SINAD test), and communication links. While there are other applications, these were the key measurement requirements we found.

In all cases, automatic operation to simplify use and save measurement time was a need we reinforced. By focusing on these specific measurement requirements, we were able to demonstrate that a distortion measurement capability to 100% was not needed. After all, a 100% distortion reading means that the fundamental has zero amplitude.

The built-in oscillator requirement was eliminated since SINAD, link testing and oscillator testing does not require an oscillator. We were also able to eliminate the 600 KHz fundamental requirements that stemmed from old audio oscillator requirements. We suggested a spectrum analyzer approach for distortion measurement above the audio range.

While you may run into other issues, if the sale is related to the military, you'll probably have to deal with at least the one we've seen. Remember, we now have the standard instrument for the Army, it's the preferred item. This will give you considerable leverage when dealing with military customers. Good luck in your sales efforts!

Neil Schiller
Army Account Manager
Woodbridge Field Office

MATE AND TEK

The Air Force has become so dependent on Automatic Test Equipment (ATE) for maintenance and diagnostics that 75% of their support equipment budget is devoted to developing and acquiring automatic test systems. To aid in gaining control of this major portion of their maintenance budget, in 1976 the Air Force established the Modular Automatic Test Equipment (MATE) program.

MATE was implemented to develop a systematic, disciplined approach to the definition, acquisition, and support of automatic testing capabilities and to investigate the feasibility of developing interface standards for an ATE architecture. Basically, MATE is a modular approach to assembling an ATE system using instrument modules which can be obtained from commercial sources.

The MATE architecture consists of the following industry standards and standards developed specifically by the Air Force.

- The MATE communications bus is the industry standard IEEE-488 GPIB.
- The MATE instrument language developed by the Air Force is called the Control Interface Intermediate Language (CIIL) which specifies the command and data formats required on the IEEE-488

bus for communications between the computer and the test modules.

- A Test Module Adapter (TMA) provides the electrical interface and data translation required between test modules with equipment specific codes and formats.
- IEEE-STD-716 ATLAS is used for writing all test programs.
- MIL-STD-1750A is a machine language instruction set used as the central computer language in MATE programs.

MATE system concepts, products and standards, are being utilized in the design, development, and production of the following Air Force ATE programs: A101NS, DATSA, LANTIRN, TISS, GATE, B-52 OAS, F-15 AIS, ATE update for the C-141, the AN/GSM-133 program, the B-1B program, and a depot tester for the F-16.

Tektronix is deeply involved with the MATE program and Government Marketing is assisting this involvement by participating in the MATE Users Group (MUG), providing liaison with the MATE office and assisting our customers with their MATE needs.

Joe Howard
Account Specialist
Kelly Field Office

2430 MATE/CIL PROGRAM

The 2430 100 ms/sec Digital Storage Oscilloscope announced by the Portables Instrument Division on September 16th is an excellent candidate for the Air Force MATE Programs. As a result of an Opportunity Proposal made to our Division General Manager in September, the Portables Instrument Division is now committed to pursuing this opportunity. We are exploring ways of imbedding CIIL capability into the 2430 and are working towards a delivery time frame.

The initial requirements from some of the Air Force MATE programs are not very exciting, but we believe the payoff will be long term. Any information you can provide PID Marketing regarding Air Force Programs, short term (0-2 years) requirements and long term (3-7 years) requirements will be appreciated. Call or write Bernie Floersch, 627-2890, Delivery Station 47-837.

SALES SUPPORT FOR ALL YOUR NEEDS

No folks, this is not going to be another message about the Government Marketing Sales Support Group and what our mission is. I thought that you might like to hear about some of the things we have been doing lately that are not part of our mission statement.

John Martin, the Sr. Logistics Specialist, has been taking your orders for coffee cups, pens and pencils over the past couple of months and has just recently received another order of cups. How many of you knew that he was buying them for the whole company? The old adage of "cheaper by the dozen" applies to anything, including cups. Therefore, John has teamed up with some of the other purchasing people in the company to establish large quantity contracts with our vendors resulting in lower unit prices. We then cost transfer the material out to the various groups. Thanks to John, we are getting the same high quality advertising material at a much lower price.

John has also jumped headlong into some new adventures in Logistics on a couple of our most recent Army contracts. Ask him about ORLA's the next time you talk to him. ORLA, by the way, stands for Optimum Repair Level Analysis and is a part of the Army's overall Logistics Support Requirements for new equipment in their inventory. This was a computer model which had to be set up to run on a DEC computer back on the East coast. Dave Morrisson has also played a major role in this program.

Dave Morrisson, the Market Analyst, has some very interesting irons in the fire. As you may all be aware, there are a lot of folks getting and reading the Commerce Business Daily (CBD) these days. Always on the lookout for those elusive opportunities or to see who is getting our business is the name of the game. Anyone who has ever seriously scanned the CBD must have said, "There has got to be an easier way to do this." Dave has been working diligently, along with John Martin, to find the way.

It seems that the CBD is now a computer data base and is available through one of our on-line subscription sources using a PC. Dave has set up a CBD file search routine that scans the whole CBD each day and then dumps into a read file ONLY those articles or items that are of interest to us. The scan procedure is determined by a set of "key" words or stock classes where we might want everything. John is helping to 'purify' the search routine so we can be certain that we are getting everything of interest. Our strong hopes are that someday we will be able to perhaps, put it on a Tek system such as TekFast or TekNet. Time will tell on this project. Give Dave a call sometime and discuss it with him.

Bob Miner, Technical Specialist, has not been idle these days. He is causing me concern about having to replace his one year old PC as he is going to wear it out. He has been

grinding out the proposals and specifications in recent months. Bob has also cranked out proposals on the commercial side of the house.

We have had a nice flow of customer visits to Beaverton this past year and have been grateful for the opportunity to help set up some visits for them or even, as in the case of four of George Yingling's customers, to set up the whole trip including lodging and transportation. I even had to take a side trip with one of them to go to the hospital to get him treated for an injury he came out here with.

All told we have a lot of new frontiers we are trying to conquer and always welcome your inquiries, visits, and comments. Stop by and see us whenever you are in Beaverton. We both can benefit from it.

Herb Richardson
Sales Support Manager
Government/Aerospace Marketing

AWARD FOR EXCELLENCE

Gerri Karnes, (CSR Specialist, Kelly Field Office) has been selected by the Government/Aerospace Marketing and Contracts Organization to receive their Award for Excellence for FY500.

This annual award is based on "outstanding achievements and dedication in support of Government Marketing programs, sales, and customer relations" according to Ken England (Government/Aerospace Marketing and Contracts Manager).

The individual "must have demonstrated positive and productive support to a Federal Government program or sales effort . . . and does not have to be in any particular marketing or sales role or even be located in the United States.

Gerri was recognized for her "overall team effort and determination to satisfy the customers requirements."

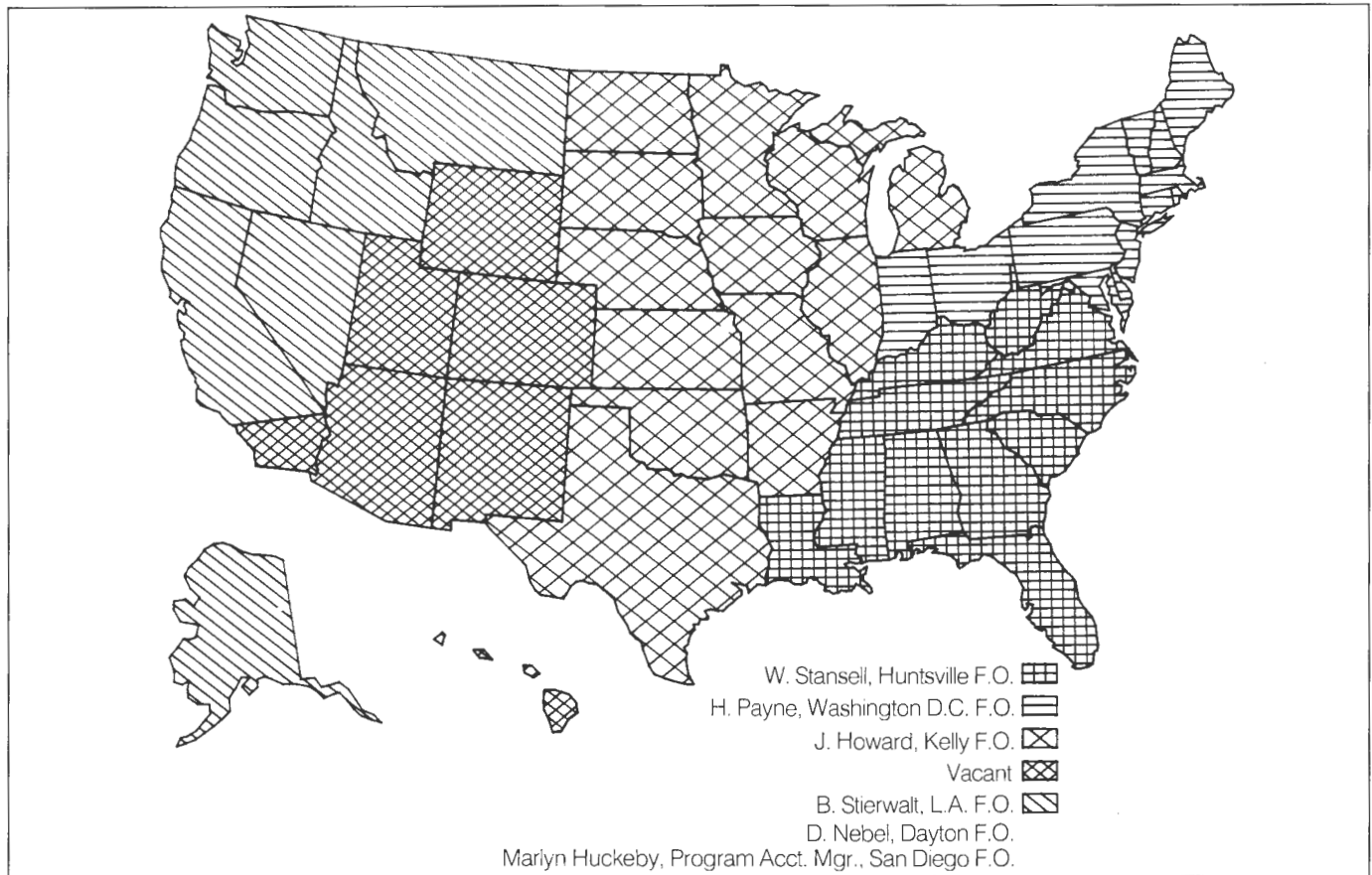
The customers Gerri comes in contact with note her "knowledge and efficient manner in handling problems, (have) trust and confidence in her abilities, her cheerful and caring attitude, and outstanding professionalism."

Previous winners of this award include: Ralph Cameron (Tek Canada), 1982; Bob Adams (ISG Technical Support Specialist), 1983; and Charles Hilger (COMM Group Sales Engineer), 1984.

In addition to recognizing Gerri for her accomplishments, Sue White (FOS Supervisor) was presented with a "perpetual plaque" with Gerri's name added to the list of previous winners. This plaque will be retained by the field office for one year.

Karen Leeper
FOS Talk Newsletter Editor

GOVERNMENT ACCOUNT SPECIALIST'S TERRITORIES



Government Account Specialists Territories are represented by the map as shown. Each Account Specialist is responsible for program management on military programs awarded to the contractors within the geographical territory. This includes field and factory coordination of program data and technological requirements. The Ac-

count Specialists are also responsible for coordination at major military facilities influencing central procurement and programs. Dave Nebel, in Dayton, is our primary focus for coordination between military facilities. He will be focusing on Warner-Robbins Air Force Base, Wright-Patterson Air Force Base, AGMC at

Sac and Tac, Eglin Air Force Base, NAC, NWSC, Lexington TMDE and NAEC in FY600.

*Mariyn Huckeyby
Aerospace/Contractor Program Mgr.
San Diego Field Office*

LOGISTICS DATA BOOK - WHAT IS IT AND WHY?

Have your customers ever asked you: "Does that instrument have a NSN or National Stock Number? Does it have a Military Nomenclature? Has it been provisioned? You say its been discontinued - what's its replacement? What is the F System composed of?"

The answers to all of those questions can be found in your Logistics Data Book. If your customers had a copy, they may not need to ask.

The Logistics Data Book is published annually and usually distributed late January. It is divided into seven sections as follows: Section 1 - Tek Type to NSN; Section 2 - NSN to Tek Type; Section 3 - Military Nomenclature to Tek Type; Section 4 - Test and Calibration Systems (F Systems); Section 5 - Provisioned Instruments; Section 6 - Discontinued Types to Recommended Replacements; and Section 7 - Calibration Fixtures.

Work has begun on the new book for 1986. Distribution has been targeted for late January. The book should be available through your literature coordinator or contact me in Beaverton at 54-064, (503) 642-8873.

*John Martin
Sr. Logistics Specialist
Government/Aerospace Marketing*

SELLING LOGISTICS TO THE MILITARY AND DEFENSE CONTRACTORS

Being knowledgeable about what Tektronix's products have gained a Preferred Items Status in the military systems can make your sales to military installations and defense contractors easier. Sometimes it can be the difference between winning and losing when you're faced with a entrenched competitor. In other cases, your military customers may find your order much easier to justify if you make them aware of its National Stock Number (NSN) or its Military Nomenclature, if one has been assigned.

Your source for this information is the Logistics Data Book. It contains cross-reference indexes between our instruments assigned National Stock Numbers, Military Nomenclatures, and Preferred Item List Status for each service.

The reason this logistics information can help you is based on the military's need for standardization. The services can't afford to have a lot of different equipment going to the field because it's extremely difficult and expensive to support each new item on a worldwide basis. To reduce these costs, they direct prime contractors to use standard approved test equipment wherever possible in systems which will be put into the field.

REQUIREMENT CONTRACTS AT KELLY FO

We presently have 3 requirement contracts at Kelly FO. An 18 month contract for our 496 Opt 3T, a 24 month contract for the 466 Opt 04 and a contract for the 7A22 which expires on 31 May 1986.

Please contact me for any information regarding contract numbers, price and delivery.

*Gerri Karnes
Government CSR
Kelly FO*

If you make recommendations in accordance with these standard lists (our Logistics Data Book), you have given your customer a strong reason to buy from you. Whenever you run into a situation where we've got the preferred military product, use logistics as part of your sales approach. See if your customer is sensitive to the military's requirements. While you may find that some engineering groups are so wrapped up in the design process, they don't care about logistics, you'll always be able to find a logistics group who puts major importance on test equipment

standardization. You can use this group as an ally to help make the sale to the engineering group.

Look at logistics as one more need, perhaps undiscovered, that your customer has. If you can help develop this need, you have put yourself in an excellent position to close the sale. Logistics can be a powerful sale tool. Add it to your arsenal by finding out how your customer manages it.

*Neil Schiller
Army Account Manager
Woodbridge Field Office*

GOVERNMENT CONTRACTOR SALES TRAINING SEMINAR

The Government Contractor Sales Training Seminar is being updated and will be ready for distribution by the end of AP606. This is approximately a three hour class to be presented to Sales Engineers calling on military contractors from all Tektronix groups. The seminar covers the following:

- How contractors buy our equipment
- System acquisition's cycle, including contractor activities and Tektronix opportunities
- The contractor organization, including logistics responsibility and functional and project organization

- A plan for working with Government Marketing for a organized approach to program management and sales

Handouts are being developed to provide the sales engineer with a reference for future use. The class will be worthwhile for any U.S. or International Sales Engineers or Major Account people who are interested in increasing their effectiveness by better understanding the military contractors and working with Government Marketing.

*Marilyn Huckleby
Aerospace/Contractor Program Mgr.
San Diego Field Office*

DEFENSE IN AUSTRALIA

It is always pleasant to visit the United States. What always comes across to the visitor is the passionate determination to defend all things American. Viable defense of those things is possible. It's expensive, but because of the volume of taxpayers, possible. For other nations it is harder. As we find it harder, we sometimes make fun of our defense capabilities, or worse become cynical about them.

In Australia we follow the pattern . . . We are an island nation of land mass comparable to that of the United States. Our borders are our coastlines. We have a population of less than 15 million and our average age is over 30 years. By the year 2000, our average age will be over 40 years, as will that of the United States and Europe. This will comprise 1/2 the world population, largely brought about by (enlightened) zero population growth.

By the year 2000, the whole of the southeast Asian/Pacific basin average age will be 20 years. This will represent the other half of the world's population. Zero population growth is not an oriental art form. Australia is in that basin as the odd ball with western/american life-style cultures.

Is this a threat or an opportunity? A marketing opportunity certainly, but a threat with our enormous empty land mass.

Here are some aspects of our defense dilemma:

- Probably half of our 15 million are either geriatric or minors, and approximately two thirds of the rest comprise the work force. The work
- Our isolation seems to give us an advantage, if viewed by any aggressive nation with designs on our sovereignty. The extension of their lines of communication to support any campaign of aggression is a deterrent in itself. It worked in World War II.
- But the reverse is valid too. If we are to sponsor an active rather than a passive defense philosophy, we need a strong capability for surveillance, let alone for strike. Our aircraft or ships have to travel a great distance before they get on station for surveillance patrol, that they just have to turn around and come home again before they run out of fuel. Fleet provisioning/refuelers, in flight refuelers, and ground force mobility, they all gobble up the allocated defense dollars before we've obtained any tools or weapons for formal defense.
- So we compromise. Because of our geography, our compromise is poor and is recognized as such.
- So what is the answer and is there

force is another name for taxpayers and only with the revenue of our taxation can we fund a defense program.

But that small revenue base also has to fund all the other programs that our western oriented society demands, such as roads, welfare, social security, medicine, law enforcement, and education. The list is familiar, but the population/geographic dimension problem is less so.

one? Grow the population/numbers of taxpayers, mutual treaties, or what? These are the politician's problems.

That's the Australian background and the environment in which Tektronix Australia competes.

Fortunately for us it is the same for all our competitors and how we compete follows fairly classic lines.

Perhaps in another issue we might describe some adventures in the Australian Marketplace.

Meantime greetings and good selling.

David Taylor
Southern Region Sales Manager
Tek Australia

UPCOMING EDITION

The Spring 1986 edition of "Inside Observations" will feature our subsidiary in Australia. A preview of some of the upcoming articles to watch for will include another "In the News" person, and an article on Foreign Military Requirements. Any suggestions, ideas, and comments on future publications are needed and will be appreciated. Send them to either Linda Pfeffer at 54-064 or Carl Royer at Huntsville.

Ralph Cameron
OTT