



A/C Pipe Corporation

Internal Correspondence

To: SEE DISTRIBUTION

Date: January 9, 1984

From: Richard K. Chi *RK 1/10/84*

Copies: File

Subject: J-M MANUFACTURING COMPANY, INC.
ORGANIZATION OF THE SALES AND MARKETING DEPARTMENTS
EFFECTIVE JANUARY 1, 1984

In accordance with my bulletin dated December 27, 1983 which details the above organization of J-M, it is my pleasure to announce the following:

SALES:

Ernest H. Pronske is promoted to General Sales Manager. Ernie is a graduate of U.C.L.A. with a B.A. in Geology. Since receiving his degree in 1955, he has held responsibilities as Development Engineer with Shell Oil Co., and the following with Johns-Manville and J-M; Sales Representative, Product Manager for Water Pipe, Area Manager for Sewer and Storm Drain, Recruiting and Training Manager, and District Sales Manager. Ernie and his wife, Helga, have two grown sons.

MARKETING:

Andrew Yu is promoted to General Marketing Manager. Andrew is a graduate of Ming-Chi Industrial Institute with a degree in Industrial Engineering. After receiving his degree in 1969, he has held various key assignments with both Nan Ya and Formosa Plastics Corporations, both in Taiwan and in the U.S.A. Andrew moved to the U.S. in 1979, following which he held assignments with the Formosa Group - U.S.A. In January of 1983, Andrew joined J-M and has been in Marketing since that time. Andrew and his wife, Jane, have two children, a son eight years old and a daughter five.

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ENGINEERING AND DEVELOPMENT:

Joe Chen of Nan Ya Plastics Corporation will join J-M and assume the responsibilities of Engineering of Technical Projects. Joe is a graduate of Kao-Hsing Industrial Institute of Technology with a degree in Chemical Engineering. He began his career with Nan Ya Plastics Corporation in 1973 and since that time has held key assignments with PVC Pipe and Fittings production. For the past four years, he has been a Plant Manager in charge of forty-six extruders and thirty-four injection molders. Joe and his wife, Sue, have two daughters, ages one and six.

IN ADDITION:

1. The Treasury, Employee Relations, Legal, and Data Processing Departments will be reorganized to report directly to me.
2. Mr. C. H. Pan will report to me in a staff position as Assistant to the President for Special Assignments. Mr. Pan's first assignment will be to provide assistance and expertise to the Data Processing Department.

In behalf of Messrs. Pronske and Yu, Sales and Marketing Department personnel are assigned as follows:

SALES - Reporting to Mr. E. H. Pronske

1. District Managers
 - a. Western District - Mr. John K. Bogart
 - b. Rocky Mountain District - Mr. James A. Alexander
 - c. Central District - Mr. E. H. Pronske (acting)
 - d. Southeast District - Mr. Ken G. Kreikemeier
 - e. Northeast District - Mr. David Whitaker
2. Export Manager - Mrs. Heidi K. Amy will represent the Export Department until an Export Manager is hired. Mr. Paul Lee will continue to work with Mrs. Amy.
3. Manager of Special Projects - Mr. J. R. Anklam.
4. Administrative and Secretarial:
 - a. Administrative Assistant to Mr. Pronske - Mrs. Mary Silveira.
 - b. Secretary - Mrs. Esther Herrera.
 - c. Sales Analyst - Miss Susanna Lee.

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5. Marketing Coordinators - Marketing Coordinators will report administratively to Mr. Yu. Functionally, they will report to the various District Managers as follows:
 - a. Western District - Homer Hsieh
 - b. Rocky Mountain District - Mrs. Cheryl McGregor
 - c. Central District - Mr. Charles Ning
 - d. Southeast District - Mr. Tony Geiger (acting)
 - e. Northeast District - Mr. Tony Geiger
6. Field Technical Specialists - Field Technical Specialists will report to the various District Managers as follows:
 - a. Western District - Mr. Howard Harvey
 - b. Rocky Mountain District - Mr. Vince Pacifico
 - c. Central District - Mr. John Miller
 - d. Southeast District - Mr. Frank Dudash
 - e. Northeast District - Mr. Frank Dudash
7. Sales Representatives - All Sales REpresentatives will report to their various District MANagers as they have in the past.

MARKETING - Reporting to Mr. Andrew Yu

1. Marketing Coordinators (Administratively, the marketing coordinators will report to the General Marketing Manager)
2. Traffic Manager - Mr. Dale Johnson
3. Service Manager - Mr. Dick Cronk
4. Customer Service Centers
 - a. Green Cove Springs - Mr. Glen Foster (Reports administratively to Plant Manager)
 - b. Denison - Mr. Jimmy Compton (Reports administratively to Plant Manager)
 - c. Stockton - Mr. Pat Stanco
5. Administrative Assistant - Miss Shirley Reichmuth.

Positions designated as "acting" will be filled in the future. Job descriptions of all of the foregoing personnel will be made available in the very near future.

DISTRIBUTION:

All Headquarter Personnel
 All Plant Locations
 All District Managers
 All Customer Service Centers
 All Sales Representatives
 All Field Technical Specialists

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