1986

PLAINTIFF'S EXHIBIT

SWB-228

ORGANIZATION CHARTS

TEXAS

SOUTHWESTERN BELL TELEPHONE COMPANY

JANUARY 1, 1986

DEPARTMENT	CHART NUMBER
VICE PRESIDENT-MARKETING (TEXAS) - San Antonio	1
DIVISION MANAGER-MARKETING ADMINISTRATION - San Antonio	2
GENERAL MANAGER-MARKETING (TEXAS) - Dallas	7
GENERAL MANAGER-MARKETING (TEXAS) - Houston	26
GENERAL MANAGER-MARKETING (TEXAS) - San Antonio	74
REGIONAL MARKETING DIVISION	

ISSUED BY THE

MARKETING DEPARTMENT

(INDICATES THE TEXAS TITLE PLAN TRIAL)

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE COMPANY
JANUARY 1, 1986

VICE PRESIDENT-
MARKETING (TEXAS)
Claude M. West
(512) 222-3131
San Antonio

Employees (6229)

DIVISION MANAGER-
MARKETING ADM. - San Antonio | See Chart 2
W. R. Dunbar (58)
(512) 222-3683

GENERAL MANAGER-
MARKETING (TEXAS) - Dallas | See Chart 7
William T. Hall (1241)
(214) 464-2621

GENERAL MANAGER-
MARKETING (TEXAS) - Houston | See Chart 26
Lonnie R. Griffin (3261)
(713) 978-4888

GENERAL MANAGER-
MARKETING (TEXAS) - San Antonio | See Chart 74
Jerry E. Allison (1667)
(512) 377-5855

SECRETARY TO VICE PRESIDENT-
MARKETING (TEXAS) | Sr. Confidential Steno. 1
Mary Botello (1)
(512) 222-3133

CHART 1

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE COMPANY
JANUARY 1, 1986

DIVISION MANAGER-
MARKETING ADM.
W. R. Dunbar (58)
(512) 222-3683

DISTRICT MANAGER-
MARKETING PERSONNEL — See Chart 3
Ruben Garcia III (13)
(512) 222-3221

DISTRICT MANAGER-
MARKETING OPERATIONS — See Chart 4
E. Wayne Nanney (18)
(512) 222-3848

DISTRICT MANAGER-
MARKETING BUDGETS/MECH. — See Chart 5
Ray Wilkins (16)
(512) 222-3411

DISTRICT MANAGER-
MARKETING CUSTOMER SERVICES — See Chart 6
J. D. Hopkins (5)
(713) 861-1215

SECRETARY TO DIVISION MANAGER-
MARKETING ADMINISTRATION — Sr. Steno. 1
Carmen Ingle (1)
(512) 222-5003

CHART 2

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE COMPANY
JANUARY 1, 1986

GENERAL MANAGER-MARKETING (TEXAS)
SAN ANTONIO
Jerry E. Allison (1667)
(512) 377-5655

DIVISION MANAGER-MARKETING BUSINESS SALES SUPPORT - SAN ANTONIO
James D. Gallemore (41)
(512) 377-5832
See Chart 75

DIVISION MANAGER-MARKETING BUSINESS SALES - DALLAS
Marvin R. Holland (146)
(214) 980-3000
See Chart 82

DIVISION MANAGER-MARKETING BUSINESS SALES - AUSTIN
Vernon L. Richards (113)
(512) 870-4631
See Chart 76

DIVISION MANAGER-MARKETING BUSINESS SALES - HOUSTON
Tom L. Morgan (124)
(713) 235-7766
See Chart 79

DIVISION MANAGER-MARKETING BSC - DALLAS
Michael S. Edelmann (1237)
(214) 464-4400
See Chart 87

SECRETARY TO GENERAL MANAGER-MARKETING (TEXAS)
Frances L. Fetts
(512) 377-5706

CHART 74

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE COMPANY
JANUARY 1, 1986

GENERAL MANAGER-
MARKETING (TEXAS)
SAN ANTONIO
Jerry E. Allison
(512) 377-5655

DIVISION MANAGER-MARKETING
BUSINESS SALES SUPPORT
SAN ANTONIO
James D. Gallemore (41)
(512) 377-5632

DISTRICT MANAGER
MARKETING ADMINISTRATIVE - SAN ANTONIO
Jerry L. Nelson (14)
(512) 377-6304
Stenographer - 1

AREA MANAGER-MARKETING PERSONNEL
Glynn D. Budd (6)
(512) 377-5859

MANAGER-MARKETING PERSONNEL
Joyce I. Rummel (5)
(512) 377-5861
Stenographer - 4
Sr. Reports [illegible] - 1

AREA MANAGER-MARKETING TECHNICAL
John V. Johnston (1)
(512) 377-6240

MANAGER-MARKETING ADMINISTRATIVE
Kathy L. McClain
(512) 377-5771

AREA MANAGER-MARKETING OPERATIONS
George E. Troutman (1)
(512) 377-6170

MANAGER-MARKETING ADMINISTRATIVE
Chris Aendon
(512) 377-5105

AREA MANAGER-MARKETING METHODS
Scott E. Watson
(512) 377-5702

AREA MANAGER-MARKETING METHODS
Patricia A. Franklin
(512) 377-5993

DISTRICT MANAGER-
MARKETING TECHNICAL
Philip D. Matthews (6)
(512) 377-5703
Stenographer - 1

AREA MANAGERS-MARKETING TECHNICAL
Roger A. Schott (1)
(512) 377-4215

MANAGER-MARKETING TECHNICAL
William R. Schoel
(512) 377-4206

Norma Martinez
(512) 377-4214

Grover P. Mitchell
(512) 377-5955

Mary J. Ellis
(512) 377-4213

DISTRICT MANAGER-
MARKETING OPERATIONS
Vacant (17)
(512) 377-5377
Stenographer - 1

AREA MANAGER-MARKETING OPERATIONS
Ivan W. Estes Jr. (1)
(512) 377-5301

MANAGER-MARKETING OPERATIONS
Michael A. Dawson
(512) 229-8103

AREA MANAGER-MARKETING OPERATIONS
Linda J. Jackson (1)
(512) 377-5721

MANAGER-MARKETING OPERATIONS
Julie R. Sullivan
(512) 377-4207

AREA MANAGER-MARKETING OPERATIONS
Jo N. Walters (1)
(512) 377-5714

MANAGERS-MARKETING OPERATIONS
Nancy A. Cramer
(512) 377-5860

Sara E. Meldenhauer
(512) 377-4209

AREA MANAGER-MARKETING OPERATIONS
Ann B. Crum (1)
(512) 377-4171

MANAGERS-MARKETING OPERATIONS
Anna M. Gonzales
(512) 377-4208

Tomas V. Garza
(512) 377-5158

AREA MANAGER-MARKETING OPERATIONS
Larry L. McClellan (3)
(512) 377-4212

MANAGERS-MARKETING OPERATIONS
Donna J. Alley
(512) 377-4210

William D. Jones
(512) 377-5644

Robert A. Schaefer
(512) 377-4211

AREA MANAGERS-MARKETING OPERATIONS
Rebecca Whitlock
(512) 377-5642

Alexander A. Traviesa
(512) 377-5749

SECRETARY TO DIVISION MANAGER-MARKETING BUSINESS SALES SUPPORT
Nancy L. Hoddle
(512) 377-5176

CHART 75

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE COMPANY
JANUARY 1, 1986

See Chart 77

DIVISION MANAGER-MARKETING
BUSINESS SALES
AUSTIN
Weldon L. Richards (114)*
(512) 870-4631

DISTRICT MANAGER-MARKETING
BUSINESS SALES - San Antonio
E. James Wilson (43)
(512) 377-5272

AREA MANAGER-MARKETING
BUSINESS SALES - Austin
Barbara J. Kemper (7)
(512) 870-4241

ACCOUNT EXECUTIVES-
INDUSTRY CONSULTANT
Lawanda F. Ditto
(512) 870-4545
M.B. 'Skip' Duncan
(512) 870-4208

ACCOUNT EXECUTIVES
Francine A. Collins
(512) 870-4991
Doreen Dorlisy
(512) 870-4468
Barbara A. Klemme
(512) 870-4793
Connie J. Hoffman
(512) 870-4052
Russel L. White
Temple
(817) 773-4444

AREA MANAGER-MARKETING
TECHNICAL
John A. 'Tony' Nieto (8)
San Antonio
(512) 377-5849
(512) 870-4851 (Ext 8)

SENIOR TECHNICAL
SUPPORT MANAGERS
William A. Bullinghausen, Jr.
(512) 870-4021
Marvin D. 'Doug' Stephenson
(512) 870-4994
Marty L. Perry
San Antonio
(512) 377-4953

TECHNICAL SUPPORT MANAGERS
Owen S. Bryant
(512) 870-4862
John P. Hopkins
(512) 870-4189
David E. Caldiron
Amarillo
(806) 378-1683
Joyce E. Whitney
San Antonio
(512) 377-5302
Elizabeth L. Williams
Corpus Christi
(512) 851-3485

AREA MANAGER-MARKETING
ADMINISTRATIVE - Austin
Garrett A. Fitzsimmons
(512) 870-4996 (16)

MANAGER-MARKETING
TECHNICAL
Marcia A. Ferguson
(512) 870-4998

MANAGER-MARKETING ADMINISTRATIVE
Juanita C. Bearden (7)
(512) 870-4671

- Communications Consultants - 3
- Service Representative - 1
- Senior Stenographers - 3

MANAGER-MARKETING ADMINISTRATIVE
David L. Light (6)
(512) 870-4392

- Communications Consultants - 4
- Service Representatives - 2

*Includes Division Manager

CHART 76

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE COMPANY
JANUARY 1, 1986

DISTRICT MANAGER-MARKETING BUSINESS SALES
E. Duane Wilson (43)
(512) 377-5272

AREA MANAGER-MARKETING BUSINESS SALES
Roberto R. Vela (8)
(512) 377-5370

ACCOUNT EXECUTIVE-INDUSTRY CONSULTANT
Donna L. Martin
(512) 377-5748
Ruben Ortiz
(512) 377-5793

SENIOR ACCOUNT EXECUTIVE
Richard L. Bragg
(512) 377-5140
Ray J. Chandler, Jr.
(512) 377-5750
Irene Chavez
(512) 377-5172
Sylvia Dukes
(512) 377-6163
Peggy J. Tedford
(512) 377-5274
Maximo R. Teston
(512) 630-8400

AREA MANAGER-MARKETING ADMINISTRATIVE
Raymar E. Tedford, Jr. (32)
(512) 377-5900

MANAGER-MARKETING OPERATIONS
Barbara A. Barrera (3)
(512) 630-8400
- Communications Consultants 2
- Service Representative 1

MANAGER-MARKETING ADMINISTRATIVE
S. Jan Kirk (8)
(512) 377-6172
- Communications Consultants 6
- Service Representatives 2

MANAGER-MARKETING ADMINISTRATIVE
Amos L. Horn (9)
(512) 377-5730
- Communications Consultants 4
- Business Services Instructor 1
- Senior Stenographers 4

MANAGER-MARKETING ADMINISTRATIVE
Curtis W. Boothe (6)
(512) 576-8000
(512) 851-3491
- Communications Consultants 3
- Service Representative 1
- Senior Stenographers 2

MANAGER-MARKETING ADMINISTRATIVE
Richard Valent
(512) 851-3488

ACCOUNT EXECUTIVE
Lorene M. Juarez
(512) 377-6227

SECRETARY TO DISTRICT MANAGER-MARKETING BUSINESS SALES
Joanna H. Adamek
(512) 377-5279

CHART 77

1-1-1-158

ORGANIZATION CHARTS
MARKETING DEPARTMENT

Table of Charts

CHART NO.	
1	VICE PRESIDENT-MARKETING (TEXAS)
2	Division Manager-Marketing Administration - San Antonio
3	District Manager-Forecasting/Personnel - San Antonio
6	District Manager-Marketing Operations - San Antonio
7	District Manager-Marketing Budgets/Mechanization - San Antonio
9	District Manager-Forecasting - Dallas
11	GENERAL MANAGER-MARKETING (TEXAS) - Dallas
11	District Manager-Marketing Administrative - Dallas
12	Division Manager-Public Communications - San Antonio
13	District Manager-Public Communications - San Antonio
15	District Manager-Public Communications - Arlington
17	District Manager-Public Communications - Houston
19	District Manager-Public Communications - San Antonio
21	Division Manager-Interexchange Cust. Svc. Ctr. (ICSC) - Dallas
22	District Manager-ICSC Operations - Dallas
23	District Manager-ICSC - Houston
24	District Manager-ICSC - Dallas
25	District Manager-ICSC - San Antonio
26	Division Manager-Regional Marketing - Dallas
26	District Manager-Regional Marketing - Dallas
26	District Manager-Regional Marketing Administrative - Dallas
26	District Manager-Regional Marketing - Dallas
27	GENERAL MANAGER-MARKETING (TEXAS) - Houston
27	District Manager-Marketing Personnel - Houston
27	District Manager-Marketing Operations - Houston
29	Division Manager-Marketing Customer Services - Austin
30	District Manager-Marketing Operations - Austin
31	District Manager-Service Center - Austin
33	District Manager-Service Center - Galveston
35	District Manager-Service Center - Waco
37	Division Manager-Marketing Customer Services - El Paso
39	District Manager-Sales/Service Center - El Paso
41	District Manager-Sales/Service Center - Lubbock

CHART NO.

42 Division Manager–Marketing Customer Services – Fort Worth/Dallas
43 District Manager–Marketing Operations – Fort Worth
44 District Manager– Sales/Service Center – Fort Worth (Midcities)
46 District Manager– Sales/Service Center – Fort Worth (West)
48 District Manager– Sales/Service Center – Dallas (East)
50 District Manager– Sales/Service Center – Dallas (North)

53 Division Manager–Marketing Customer Services – Houston
54 District Manager–Marketing Operations – Houston
56 District Manager–Marketing Customer Services – Houston (Northeast)
58 District Manager–Marketing Customer Services – Houston (Northwest)
60 District Manager–Marketing Customer Services – Houston (South)
62 District Manager–Marketing Customer Services – Houston (West)

64 Division Manager–Marketing Customer Services – San Antonio
64 District Manager–Sales/Service Center – San Antonio
65 District Manager–Marketing Operations – San Antonio
66 District Manager–Sales/Service Center – San Antonio
69 District Manager–Sales/Service Center – Corpus Christi

71 GENERAL MANAGER–MARKETING (TEXAS) – **San Antonio**

72 Division Manager–Marketing Business Sales Support – San Antonio
73 District Manager–Marketing COG – San Antonio
75 District Manager–Marketing Technical – San Antonio
76 District Manager–Marketing Administrative

77 Division Manager–Marketing Business Sales – Houston
78 District Manager–Marketing Operations – Houston
79 District Manager–Sales/Service Center (No. Suburban) – Houston
81 District Manager–Sales/Service Center (South) – Houston
83 District Manager–Marketing Business Sales – Houston

86 Division Manager–Marketing Business Sales – Dallas
87 District Manager–Marketing Operations – Dallas
88 District Manager–Marketing Business Sales – Dallas
90 District Manager–Marketing Business Sales – Dallas
93 District Manager–Marketing Business Sales – Fort Worth

94 Division Manager–Marketing Business Sales – Austin
94 District Manager–Marketing Operations –
95 District Manager–Marketing Business Sales – Austin
97 District Manager–Marketing Business Sales – San Antonio
99 District Manager–Marketing Business Sales – Corpus Christi
100 District Manager–Marketing Business Sales – Lubbock

103 Division Manager–Marketing Business Sales – Dallas

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

		DISTRICT MANAGER-FORECASTING/PERSONNEL	See Chart 3
		Ruben Garcia III (44) (512) 222-3221	
		DISTRICT MANAGER-MARKETING OPERATIONS	See Chart 6
		Robert E. McNamara (20) (512) 222-3848	
'ICE PRESIDENT- ARKETING (TEXAS)	DIVISION MANAGER-MARKETING ADM.	DISTRICT MANAGER-MARKETING BUDGETS/MECHANIZATION	See Chart 7
Vayne S. Alexander (5609) 12) 222-3131	William R. Dunbar (120) (512) 222-3683	Larry Laine (25) (512) 222-3411	
		DISTRICT MANAGER-FORECASTING	See Chart 9
		Dortha H. Haws (26) (214) 464-2597	
		SECRETARY, DIVISION MANAGER-MARKETING ADMINISTRATION	
		Connie Sierra (512) 222-5003	

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

DIVISION MANAGER-
MARKETING ADMIN.

William R. Dunbar (120)
(512) 222-3683

DISTRICT MANAGER-FORECASTING/PERSONNEL

Ruben Garcia III (44)
(512) 222-3221

AREA MANAGER-
MARKETING PERSONNEL

Mary Alice Campos (2)
(512) 222-3216

MANAGER-
MARKETING PERSONNEL — Sr. Steno 1

Carmen Ingle (1)
(512) 222-3906

AREA MANAGER-
MARKETING PERSONNEL — Sr. Rec. Clk. 1

Margie Dear (1)
(512) 222-5921

AREA MANAGER-
MARKETING OPERATIONS

Janet M. Fuller (2)
(512) 222-3880

MANAGER-
MARKETING OPERATIONS — Sr. Steno 1

Virginia Bruton (1)
(512) 222-3266

AREA MANAGER-
MARKETING ADMIN. — Sr. Rpts. Clk. 1

Patricia M. Carvel (1)
(512) 222-3380

SECRETARY TO DISTRICT MANAGER-
FORECASTING/PERSONNEL

Janie Jack
(512) 222-3022

FOR ADDITONAL SUBORDINATES SEE CHART 4

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

IVISION MANAGER-
IARKETING ADMIN.

ilIiam R. Dunbar (120)
:12) 222-3683

DISTRICT MANAGER-MARKETING OPERATIONS

Robert E. McNamara (20)
(512) 222-3848

AREA MANAGER-
MARKETING METHODS

Helen Frazee (3)
(512) 222-3855

MANAGER-
MARKETING METHODS — Sr. Steno 1

Janie Kellner (1)
(512) 222-5991
Annie Alexander
(512) 222-5992

AREA MANAGER-
MARKETING OPERATIONS

Jerry Hennig (2)
(512) 222-3344

MANAGER-
MARKETING METHODS — Sr. Steno 1

Vacant (1)
(512) 222-3847

AREA MANAGER-
MARKETING OPERATIONS

Glynda Merritt (4)
(512) 222-3840

MANAGER-
MARKETING OPERATIONS — Sr. Steno 1

Dianna Kowalik (1)
(512) 222-5637

MANAGER-
MARKETING METHODS — Sr. Steno 1

David Espinoza (1)
(512) 222-5920

AREA MANAGER-
MARKETING METHODS

Ethyl Riggs (5)
(512) 222-3116

MANAGER-
MARKETING METHODS — Sr. Steno 1

JoElla Koerner (1)
(512) 222-5853

MANAGER-
MARKETING METHODS

Emily Luna
(512) 222-3147

MANAGER-
MARKETING METHODS — Sr. Steno 1

Martha S. Statzer (1)
(512) 222-5922

AREA MANAGER-
MARKETING OPERATIONS

Nora Mendez
(512) 222-5490

Sr. Steno 1

Chart 6

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

DIVISION MANAGER-
MARKETING ADMIN.

William R. Dunbar (120)
(512) 222-3683

DISTRICT MANAGER-MARKETING BUDGETS/MECH.

Larry Laine (25)
(512) 222-3411

AREA MANAGER-
MARKETING BUDGETS

Patricia Rios (2)
(512) 222-5692

MANAGERS-
MARKETING BUDGETS

Terri Williams
(512) 222-3211
Lois Morgado
(512) 222-5237

AREA MANAGER-
MARKETING METHODS

Mark Harrison (3)
(512) 222-3079

MANAGER-
MARKETING METHODS — Sr. Steno 1

Bianca Velasquez (1)
(512) 222-5790

MANAGER-
MARKETING METHODS

Connie F. Nanney
(512) 222-4680

AREA MANAGER-MKTG.
REV. FORCST. & ANALYZ.

Robert F. Cole (3)
(512) 222-4682

MANAGER-MKTG.
REV. FORCST. & ANALYZ. — Sr. Steno 1

Janice Miller (1)
(512) 222-5215

MANAGER-MKTG.
REV. FORCST. & ANALYZ.

Mary Botello
(512) 222-6023

AREA MANAGERS-
MARKETING OPERATIONS — Sr. Steno 1

Ronald C. Smith
(512) 222-6003
Christie Gillison
(512) 222-5858

AREA MANAGER-
MARKETING METHODS

Philip Strauch
(512) 222-3212

Sr. Steno 1

FOR ADDITIONAL SUBORDINATES SEE CHART 8

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

GENERAL MANAGER-MARKETING (TEXAS)	DIVISION MANAGER-PUBLIC COMMUNICATIONS
W. T. Hall (968) (214) 464-2621	Joe D. Cochran (525) (512) 222-3604

DISTRICT MANAGER-PUBLIC COMMUNICATIONS	See Chart 13
Vacant (11) (512) 222-5015	

DISTRICT MANAGER-PUBLIC COMMUNICATIONS	See Chart 15
Jerry L. Daffern (129) (817) 640-1027	

DISTRICT MANAGER-PUBLIC COMMUNICATIONS	See Chart 17
Jerry L. Melson (159) (713) 974-8450	

DISTRICT MANAGER-PUBLIC COMMUNICATIONS	See Chart 19
Sandra Wagner (178) (512) 820-6895	

AREA MANAGER-PUBLIC COMMUNICATIONS SLS.	See Chart 14
Mark Koepp (38) (512) 222-5133	

AREA MANAGER-PUBLIC COMMUNICATIONS SLS.	See Chart 14
Orlando E. Castillo (3) (512) 222-3873	

SECRETARY, DIVISION MANAGER PUBLIC COMMUNICATIONS
Geralyn M. Gray (512) 222-3605

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

DIV. MGR.-
PUB. COMM.

Joe D. Cochran (525)
(512) 222-3604

DIST. MGR.-
PUB. COMM. OPERS.

Vacant
(512) 222-5015

AREA MGR-
PUB. COMM. METHODS

Joe Medina (6)
(512) 222-3472

MANAGERS-
PUB. COMM. METHODS

Jackie S. Honea
(512) 222-5107
Raymond C. Lange
(512) 222-5320
Ricky D. Ryan
(512) 222-3385

MANAGERS-
PUB. COMM. SECURITY

Catherine Ramirez
(512) 820-6776
Virginia R. Self
(713) 974-8498
Leslie M. Miles
(817) 640-8017

AREA MGR.-
PUB. COMM. METHODS

Joe I. Ramos (3)
(512) 222-6437

MANAGERS-
MKTG. METHODS

Patricia A. Carroll
(512) 222-5520
Lesley C. Proud
(512) 222-7136

MANAGER-
PUB. COMM. ADMIN.

Terry L. Moore
(512) 222-5543

FOR ADDITIONAL SUBORDINATES SEE CHART 14

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

DIVISION MANAGER-MARKETING ADMIN.

William R. Dunbar (120)
(512) 222-3683

DISTRICT MANAGER-FORECASTING/PERSONNEL

Ruben Garcia III (44)
(512) 222-3221

MANAGER-FORCASTING

Rachel Castaneda
(512) 222-6024

AREA MGR.-FORECASTING (SA)

Raul Cortez (10)
(512) 222-6024

Sr. Steno	1
Sr. Rec. Clk.	1

MANAGER-FORECASTING (SA)

Hershel Ankrom
(512) 222-3904
Michael Medina
(512) 222-3195
Gloria Rochester
(512) 222-3157
Garry W. Carter
(512) 222-3744
Barbara Brown
(512) 222-3742
Glenn Crumpton
(512) 222-3743
Ron Crawley
(512) 222-5256

Sr. Steno	1

AREA MGR.-FORECASTING (AUSTIN)

Gene Fisher (5)
(512) 870-3102

Sr. Steno	1

MANAGER-FORECASTING (AUSTIN)

Louisa Alaniz
(512) 870-3128
Bill Sewell
(512) 870-3101
Charles Hubert
(512) 870-3103
Bronnie Martin
(512) 870-3111

FOR ADDITIONAL SUBORDINATES SEE CHART 5

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

DIV. MGR.- PUB. COMM.
Joe D. Cochran (525)
(512) 222-3604

AREA MGR.- PUB. COMM. SALES
Mark A. Koepp (38)
(512) 222-5133

MANAGER- PUB. COMM. METHODS
Danese Biela (4)
(512) 222-5253

Sr. Steno	4

MANAGER- PUB. COMM. SALES
Frank Gomez (11)
(817) 794-1231

Pay Tel. Consit.	8
Oprs. Clk.	1
Rec. Clk.	1

MANAGER- PUB. COMM. SALES
Ed Kelley (8)
(512) 820-6216

Pay Tel. Consit.	7
Proj. Clk.	1

MANAGER- PUB. COMM. SALES
Nick Terrazas (10)
(713) 778-2909

Pay Tel. Consit.	8
Key Clk.	1
Svc. Rep.	1

MANAGER- PUB. COMM. OPRS.
Mary Ann Sepulveda
(512) 222-3225

AREA MGR.- PUB. COMM. SALES
Orlando E. Castillo (3)
(512) 222-3873

MANAGER- PUB. COMM. SALES
Cheryl L. Tolliver
(713) 778-2900
Barbara Osborne
(817) 794-1230
John D. Peckham
(512) 870-6138

003237

Chart 14

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

DISTRICT MANAGER-ICSC
James E. Greber (114)
(512) 377-5501

AREA MANAGER-ICSC
Carol A. Hardin (30)
(512) 377-5561

- MANAGER-ICSC: Bonnie A. Pedroza (10), (512) 377-5511
  - Service Rep. 8
  - Service Order Writers 2
- MANAGER-ICSC: Dora M. Albracht (10), (512) 377-6302
  - Service Rep. 8
  - Service Order Writers 2
- MANAGER-ICSC: Martha P. Rubalcava (7), (512) 377-5510
  - Service Rep. 7

AREA MANAGER-ICSC
Loretta H. Griffin (35)
(512) 377-6303

- MANAGER-ICSC: Mary O. Hernandez (12), (512) 377-5507
  - Service Rep. 8
  - Service Order Writers 4
- MANAGER-ICSC: Manuel Perez, Jr. (10), (512) 377-5508
  - Service Rep. 8
  - Service Order Writers 2
- MANAGER-ICSC: Reba J. Sneed (10), (512) 377-5568
  - Service Rep. 7
  - Service Order Writers 3

AREA MANAGER-ICSC
Mary M. Koch (45)
(512) 377-5947

- MANAGER-ICSC: William V. Benavides, (512) 377-5627
- MANAGER-ICSC: Bertha G. Zambrand, (512) 377-6305 (8)
  - Service Rep. 8
- MANAGER-ICSC: Beatrice M. Flores (10), (512) 377-5952
  - Service Rep. 10
- MANAGER-ICSC: Janice R. Jarzombek (11), (512) 377-5961
  - Service Rep. 3
  - Bus. Ofc. Clk. 1
  - Svc. Ord. Wrtr. 2
  - Sr. Steno. 1
  - Prol. Clks. 2
  - Rcds. Clk. 2
- MANAGER-ICSC: Brenda W. Olive, (512) 377-5954
- MANAGER-ICSC: Anna M. Lockhart (10), (512) 377-5961
  - Service Rep. 10

SECRETARY TO DISTRICT MANAGER-ICSC
Deborah M. Williams
(512) 377-5505

Chart 25

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

DIVISION MANAGER-
MKTG. CUST. SVCS.

James R. Reed (504)
(512) 820-7676

DISTRICT MANAGER-MARKETING OPERATIONS — See Chart 65

Jane Burchard (81)
(512) 820-6195

DISTRICT MANAGER-SALES/
SERVICE CENTER (San Antonio) — See Chart 66

E. Wayne Nanney (258)
(512) 820-7725

DISTRICT MANAGER-SALES/
SERVICE CENTER (Corpus Christi) — See Chart 69

Harold R. Johnson (160)
(512) 881-2233

DISTRICT MANAGER-SALES/
SERVICE CENTER (San Antonio)

Marcus Semmelmann
(512) 820-6641

SECRETARY TO
DISTRICT MANAGER-SALES/SERVICE CENTER (SAN ANTONIO)

Debbie Price
(512) 820-6110

SECRETARY TO DIVISION MANAGER-MARKETING CUSTOMER SERVICES

Yolanda DeLeon
(512) 820-7677

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

IVISION MANAGER-
IKTG. CUST. SVCS. -
ames R. Reed (503)
:12) 820-7676

DISTRICT MANAGER-MARKETING OPERATIONS

Jane Burchard (81)
(512) 820-6195

AREA MANAGER-MARKETING ADMINISTRATIVE — Sr. Steno. 1

Genevieve J. Modarelli (2)
(512) 820-6193

MANAGER-MARKETING ADMINISTRATIVE

Cathy Schmidt
(512) 820-6426

AREA MANAGER-SALES/SERVICE CENTER

Michael Everett (4)
(512) 820-6176

MANAGER-MARKETING METHODS — Sr. Steno. 1

Kathryn Ridings (1)
(512) 820-6483

MANAGER-SALES/SERVICE CENTER — Sr. Rec. Clk. 1

George N. Coultress (1)
(512) 820-6421

AREA MANAGER-SALES/SERVICE CENTER

Teofilo Moreno (44)
(512) 820-6189

MANAGER-SERVICE BUREAU — Sr. Steno. 1; Rec. Clk. 8

Pat Rodriguez (9)
(512) 820-7048

MANAGER-SALES/SERVICE CENTER — Rec. Clk. 8; Svc. Ord. Wrtr. 1

Dorothy Morgan (8)
(512) 820-5436

MANAGER-SERVICE ORDER COMPLETION — Svc. Ord. Wrtr. 11

Yolanda G. Guadiana (11)
(512) 820-6410

MANAGER-SERVICE BUREAU — Rec. Clk. 12

Romelia Barrera (12)
(512) 870-6930

AREA MANAGER-FINAL ACCOUNTS COLLECTION CENTER

Jesse Garcia (26)
(512) 820-7770

MANAGER-FINAL ACCOUNTS COLLECTION CENTER — Fnl. Acct. Reprs. 10

Belia Maldonado (10)
(512) 820-7025

MANAGER-FINAL ACCOUNTS COLLECTION CENTER — Fnl. Acct. Reprs. 10; Sr. Steno. 1; Fnl. Acct. Clk. 2

Colleen Haight (13)
(512) 820-5728

ACT. MANAGER-FINAL ACCTS. COLLECTION CENTER

Shirley Canickshank
(512) 820-5728

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

IVISION MANAGER-
1KTG. CUST. SVCS. -
ames R. Reed (503)
512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (San Antonio)

E. Wayne Nanney (258)
(512) 820-7725

AREA MANAGER-SALES/SERVICE CENTER

Joel I. Munis (52)
(512) 820-6659

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Gerri Earley (10)
(512) 820-6923

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Sharyn V. Hall (10)
(512) 820-6572

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Rachel M. Campos (10)
(512) 820-6514

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 7; Bus. Ofc. Clk. 1
Jessie J. Harbert III (8)
(512) 820-6921

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
Carolyn Pedraza (8)
(512) 820-6738

MANAGER-SALES/SERVICE CENTER
Cathy Scott
(512) 820-5170

AREA MANAGER-SALES/SERVICE CENTER

Natalie A. Rivas (52)
(512) 820-7474

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9; Steno 1
Dorothy M. Thompson (10)
(512) 820-5816

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Elvia F. Gonzales (9)
(512) 820-7475

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Patsy J. Hunt (9)
(512) 820-7476

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Paulette C. Bell (10)
(512) 820-7477

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
M. Christine Thomas (9)
(512) 820-7478

FOR ADDITIONAL SUBORDINATES SEE CHART 67

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

DIVISION MANAGER-MKTG. CUST. SVCS.
James R. Reed (503)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (San Antonio)

E. Wayne Nanney (258)
(512) 820-7725

AREA MANAGER-SALES/SERVICE CENTER

Janie Braun
(512) 820-6659

AREA MANAGER-SALES/SERVICE CENTER

Jo N. Tarvin (53)
(512) 820-6606

MANAGER-SALES/SERVICE CENTER	Svc. Rep.	10
Maria Y. Nious (10) (512) 820-6236		
MANAGER-SALES/SERVICE CENTER	Svc. Rep.	9
Sue L. Harris (9) (512) 820-6283		
MANAGER-SALES/SERVICE CENTER	Svc. Rep.	9
Maxine Scott (9) (512) 820-6223		
MANAGER-SALES/SERVICE CENTER	Svc. Rep.	8
Tanya L. Tidrick (9) (512) 820-6039	Steno	1
MANAGER-SALES/SERVICE CENTER	Svc. Rep.	9
Judith M. Fletcher (9) (512) 820-6526		
MANAGER-SALES/SERVICE CENTER		
Nancy Valdez (512) 820-6254		

AREA MANAGER-SALES/SERVICE CENTER

William C. Howorth (62)
(512) 820-7662

MANAGER-SALES/SERVICE CENTER	Svc. Rep.	9
Frank Olivencia, Jr. (9) (512) 820-5817		
MANAGER-SALES/SERVICE CENTER	Svc. Rep.	8
Sandra A. Fisher (11) (512) 820-6913	Rec. Clk. Bus. Ofc. Clk.	2 1
MANAGER-SALES/SERVICE CENTER	Svc. Rep.	10
Shirley E. Clifton (10) (512) 820-7093		
MANAGER-SALES/SERVICE CENTER	Svc. Rep.	9
Anna M. Gonzales (9) (512) 820-7089		
MANAGER-SALES/SERVICE CENTER	Svc. Rep.	9
Gloria Slataper (9) (512) 820-7092		
MANAGER-SALES/SERVICE CENTER	Svc. Rep.	8
Rebecca Rendon (8) (512) 820-7091		

FOR ADDITONAL SUBORDINATES SEE CHART 68

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (503)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (San Antonio)
E. Wayne Nanney (258)
(512) 820-7725

AREA MANAGER-SALES/SERVICE CENTER
Tomas Garza (28)
(512) 727-6703

MANAGER-SALES/SERVICE CENTER Olivia Garza-Gongora (8) (512) 727-6704	Svc. Rep.	8
MANAGER-SALES/SERVICE CENTER M. Sylvia Solis (8) (512) 727-6850	Svc. Rep.	8
MANAGER-SALES/SERVICE CENTER Peggy F. Puig (9) (512) 727-6705	Svc. Rep. Sr. Typ.	8 1
MANAGER-SALES/SERVICE CENTER Aimee Fite (3) (512) 820-5999	Bus. Ofc. Clk. Force Adj. Clk.	1 2

SECRETARY TO DISTRICT MANAGER-SALES/SERVICE CENTER — Sr. Steno 1
Anne Guyer (1)
(512) 820-7727

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

GENERAL MANAGER-MARKETING (TEXAS) SAN ANTONIO)

Phillip R. Howard (1572)
(512) 377-5855

DIVISION MANAGER-MKTG. BUS. SALES SUPPORT - SAN ANTONIO See Chart 72

Lowell D. Whitlock (136)
(512) 377-5832

DIVISION MANAGER-MARKETING BUSINESS SALES - HOUSTON See Chart 77

Robert S. Campbell (458)
(713) 235-7786

DIVISION MANAGER-MARKETING BUSINESS SALES - DALLAS See Chart 85

Theodore E. Bernard (469)
(214) 464-4400

DIVISION MANAGER-MARKETING BUSINESS SALES - AUSTIN See Chart 94

JAMES A. COWAN (502)
(512) 870-4631

DIVISION MANAGER-MARKETING BUSINESS SALES - DALLAS See Chart 103

John R. Clark, Jr. (1)
(214) 464-1123

SECRETARY TO GENERAL MANAGER-MARKETING (TEXAS)

Frances Felts
(512) 377-5706

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

GENERAL MANAGER-MARKETING (TEXAS)
Phil Howard (1572)
(512) 377-5855

DIV. MANAGER-MKTG. BUS. SALES SUPPORT (San Antonio)
Lowell D. Whitlock (136)
(512) 377-5832

DISTRICT MANAGER-MARKETING COG - DALLAS
G. G. Strickland (99)
(214) 464-6750
Chart 73

DISTRICT MANAGER-MARKETING TECHNICAL
Philip D. Matthews (13)
(512) 377-5703
Chart 75

DISTRICT MANAGER-MARKETING ADMINISTRATIVE
David L. Burns (20)
(512) 377-5377
Chart 76

SECRETARY TO DIVISION MANAGER-MARKETING BUSINESS SALES SUPPORT
Nancy L. Robbins
(512) 377-5176

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

GENERAL MANAGER-MARKETING (TEXAS)	DIV. MANAGER-MKTG. BUS. SALES SUPPORT (San Antonio)
Phil Howard (1572) (512) 377-5855	Lowell D. Whitlock (136) (512) 377-5832

DISTRICT MANAGER-MARKETING COG - DALLAS
G. G. Strickland (99)
(214) 464-6750

AREA MANAGER-COG	MANAGER-COG		
Marvin P. King (25) (512) 820-7000	Mary A. Cuellar (6) (512) 820-7050	Comm. Consults.	3
		Svc. Reps.	3
	MANAGER-COG	Svc. Reps.	6
	Andreal E. White (6) (512) 820-7010		
	MANAGER-COG	Svc. Reps.	4
	Gipsye A. Winkler (7) (512) 820-7030	Svc. Ord. Writers	3
	MANAGER-COG	Senior Stenos.	2
	Joseph M. Hillen (2) (512) 820-7007		
AREA MANAGER-COG	MANAGER-COG	Svc. Reps.	6
Nancy Y. Romero (24) (713) 943-9438	Georgia D. Cunningham (7) (713) 947-9532	Svc. Ord. Writer	1
	MANAGER-COG	Svc. Reps.	6
	Dorothy J. Davison (7) (713) 943-9947	Svc. Ord. Writers	1
	MANAGER-COG	Comm. Consults.	3
	William A. Ripple (7) (713) 943-8990	Svc. Reps.	1
		Recs. Clerk	1
		Senior Steno.	1
		Svc. Ord. Writer	1

For Additional Subordinates See Chart 74

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

GENERAL MANAGER-MARKETING (TEXAS)
Phil Howard (1572)
(512) 377-5855

DIV. MANAGER-MKTG. BUS. SALES SUPPORT (San Antonio)
Lowell D. Whitlock (136)
(512) 377-5832

DISTRICT MANAGER-MARKETING COG - DALLAS
G. G. Strickland (99)
(214) 464-6750

AREA MANAGER-COG
Barbara A. Price (38)
(214) 464-4214

- **MANAGER-COG**
  Blaine Ferrell (9)
  (214) 464-5641
  - Svc. Reps. 3
  - Svc. Ord. Writer 1
- **MANAGER-COG**
  Johnnie Hackney (8)
  (214) 464-8996
  - Svc. Reps. 5
  - Senior Steno. 1
  - Bus. Ofc. Clerk 1
- **MANAGER-COG**
  Glenda F. Penney (8)
  (214) 464-0591
  - Comm. Consult. 1
  - Svc. Reps. 5
  - Svc. Ord. Writer 1
- **MANAGER-COG**
  Patsy M. Shafer (9)
  (214) 464-2978
  - Comm. Consults. 3
  - Svc. Reps. 4
  - Svc. Ord. Writer 2
- **MANAGER-COG**
  *Murphy L. Murray
  *Glenda K. Odennell
  (214) 464-4214

AREA MANAGER-BUS. SALES ADMN.
Arthur D. Sinclair
(214) 464-2844
- Senior Steno. 1

AREA MANAGER-MARKETING OPERATIONS
Avo Griffin
(214) 464-3773
- Senior Steno. 1

SALES AGENCY MANAGER
Gilda G. Lee
(214) 464-7042

ACCOUNT EXECUTIVE
Marilyn E. Boyett
(214) 464-1481

SALES AGENCY MANAGER
Tom Baumgardner
(713) 235-7858

SALES AGENCY MANAGER
Ruben Ortiz
(512) 820-5738

SECRETARY TO DISTRICT MANAGER-MARKETING COG
Linda D. Wilburn
(214) 464-8628

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Chart 74

* On Loan

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

NERAL MANAGER-
RKETING (TEXAS)
N ANTONIO)

I Howard (1572)
2) 377-5855

DIVISION MANAGER-MKTG
BUSINESS SALES SUPPORT
(SAN ANTONIO)

Lowell D. Whitlock (136)
(512) 377-5832

DISTRICT MANAGER-
MARKETING TECHNICAL

Philip D. Matthews (13)
(512) 377-5703

AREA MANAGER-
MARKETING TECHNICAL

Norma Martinez (2)
(512) 377-6214

MANAGERS-
MARKETING TECHNICAL

William E. Scheel
(512) 377-6206

Cheryl L. Blanchette
(512) 377-5158

AREA MANAGER-
MARKETING TECHNICAL

Homer A. Schott (3)
(512) 377-6215

MANAGERS-
MARKETING TECHNICAL

William D. Lashbrook
(512) 377-6309

Robert A. Schaefer
(512) 377-6211

Donald F. Stelzer
(512) 377-6240

AREA MANAGER-
MARKETING ADMINISTRATIVE

Alexander A. Travieso
(512) 377-5749

AREA MANAGER-
MARKETING TECHNICAL

Teresa M. Goodwin
(512) 377-5301

AREA MANAGER-
MARKETING OPERATIONS

Caryll F. Beer
(713) 235-7796

Sr. Stenographer 1

SENIOR ACCOUNT EXECUTIVE

Richard L. Atkins
(214) 464 -3911

MANAGER-
MARKETING OPERATIONS

Pamela J. Horne
(214) 464 -4114

Chart 75

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

GENERAL MANAGER-MARKETING (TEXAS) (SAN ANTONIO)	DIVISION MANAGER-MKTG BUSINESS SALES SUPPORT (SAN ANTONIO)
Phil Howard (1572) (512) 377-5855	Lowell D. Whitlock (136) (512) 377-5832

DISTRICT MANAGER-MARKETING ADMINISTRATIVE

David L. Burns (20)
(512) 377-5377

AREA MANAGER-MARKETING PERSONNEL	MANAGER-MARKETING OPERATIONS
Ivan L. Estes (2) (512) 377-5859	Kathy L. McClain (512) 377-5771
	MANAGER-MARKETING PERSONNEL
	Joyce E. Rummel (512) 377-5862

AREA MANAGER-MARKETING OPERATIONS	AREA MANAGER-MARKETING COG
Larry L. McClellan (3) (512) 377-6212	Mike Lee (512) 377-6170
	MANAGER-MARKETING OPERATIONS
	William D. Jones (512) 377-5844
	Michael De Leon (512) 377-5105

AREA MANAGER-MARKETING OPERATIONS	MANAGER-MARKETING OPERATIONS
Joan R. Vitiello (1) (512) 377-5714	Anna B. Crum (512) 377-6171

AREA MANAGER-MARKETING OPERATIONS	MANAGER-MARKETING OPERATIONS		
		Sen. Steno.	5
Patricia A. Franklin (7) (512) 377-5993	Vacant	Sr. Rec. Clk.	1

AREA MANAGER-MARKETING OPERATIONS	MANAGER-MARKETING OPERATIONS
Timothy A. Bailey (1) (512) 377-5721	Mary Paule (512) 377-6207

	Sr. Stenographer 1

003249

Chart 76

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

VISION MANAGER-
KTG. BUS. SALES

MES A. COWAN (502)
12) 870-4631

DISTRICT MANAGER-MARKETING BUSINESS SALES (SAN ANTONIO)

E. Duane Wilson (138)
(512) 820-5757

AREA MANAGER-BUSINESS SALES

Robert R. Vela (21)
(512) 820-5770

SENIOR ACCOUNT EXECUTIVE

Irene Huron
(512) 820-5772
Peggy J. Tedford
(512) 820-5755

ACCOUNT EXECUTIVE

Katy Swanson
(512) 820-5754
Donna Alley
(512) 820-5740
Sandy Kubena
(512) 820-5756

MANAGER-BUS. SALES ADM.

Sara J. Kirk (7)
(512) 820-5751

Comm. Consultants 5
Senior Stenographers 2

MANAGER-SALES/SERVICE CENTER

Hilary Kavy (7)
(512) 820-6016

Svc. Representatives 7

AREA MANAGER-BUSINESS SALES

Joe B. Baines (19)
(512) 820-5771

SENIOR ACCOUNT EXECUTIVE

Richard L. Bragg
(512) 820-5741
Ray J. Chandler, Jr.
(512) 820-5750
Sylvia A. Dukes
(512) 820-5775

MANAGER-BUS. SALES ADM.

Rudy Lopez (7)
(512) 820-5767

Comm. Consultants 4
Senior Stenographers 3

MANAGER-SALES/SERVICE CENTER

Carroll Fisher (7)
(512) 820-6160

Svc. Representatives 7

AREA MANAGER-SALES/SERVICE CENTER

Peggy G. Trees (32)
(512) 820-6251

MANAGER-SALES/SERVICE CENTER

Roland Mendez (10)
(512) 820-5555

Svc. Representatives 10

MANAGER-SALES/SERVICE CENTER

Olga Rios (9)
(512) 820-6706

Svc. Representatives 9

MANAGER-SALES/SERVICE CENTER

Dolores Flores (10)
(512) 820-6269

Svc. Representatives 10

For Additional Subordinates See Chart 98

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JANUARY 1, 1988

DIVISION MANAGER-MKTG. BUS. SALES
JAMES A COWAN (502)
(512) 870-4631

DISTRICT MANAGER-MARKETING BUSINESS SALES (SAN ANTONIO)

E. Duane Wilson (138)
(512) 820-5757

AREA MANAGER-SALES SERVICE CENTER

Raymar E. Tedford, Jr. (38)
(512) 820-6154

Comm. Consultant	1
Svc. Representatives	4
Service Order Writer	1
Assistant Clerk	1

MANAGER-SALES/SERVICE CENTER
Ronay Cromer (7)
(512) 820-6150

Svc. Representatives	13
Service Order Writer	1

MANAGER-SALES/SERVICE CENTER
Mary Kaye Shandera (14)
(512) 820-6156

Svc. Representatives	13
Service Order Writer	1

MANAGER-SALES/SERVICE CENTER
Urcie Allen (14)
(512) 820-6015

AREA MANAGER-SERVICE ORDERS

Hattie B. Wood (22)
(512) 820-6171

Svc. Representatives	5
Service Order Writers	2

MANAGER-SALES/SERVICE CENTER
Kay Burleson (7)
(512) 820-6141

Service Order Writers	13

MANAGER-BUS. SERVICE ORDERS
Janet Sczech (13)
(512) 820-6303

SECRETARY TO DISTRICT MANAGER-MARKETING BUSINESS SALES

Joanna M. Adamek
(512) 820-5759

4-2-88

ORGANIZATION CHARTS
TEXAS

SOUTHWESTERN BELL TELEPHONE COMPANY

MARKETING SEGMENT

APRIL 2, 1988

ISSUED BY THE
VICE PRESIDENT-MARKETING (TEXAS)

ORGANIZATION CHARTS
MARKETING DEPARTMENT

Table of Charts

CHART NO.	
1	VICE PRESIDENT-MARKETING (TEXAS)
2	Division Manager-Marketing Administration - San Antonio
3	District Manager-Forecasting/Personnel - San Antonio
6	District Manager-Marketing Operations - San Antonio
8	District Manager-Marketing Budgets/Mechanization - San Antonio
10	District Manager-Forecasting - Dallas
12	Division Manager-Strategic Marketing - San Antonio
13	District Manager-Marketing Product Support - San Antonio
14	District Manager-Marketing & Technical Support - San Antonio
15	District Manager-Competitive Assessment - Dallas
16	GENERAL MANAGER-MARKETING (TEXAS) - Dallas
16	District Manager-Marketing Administrative - Dallas
17	Division Manager-Public Communications - San Antonio
18	District Manager-Public Communications Operations - San Antonio
20	District Manager-Public Communications - Arlington
22	District Manager-Public Communications - Houston
24	District Manager-Public Communications - San Antonio
26	Division Manager-Interexchange Cust. Svc. Ctr. (ICSC) - Dallas
27	District Manager-ICSC Operations - Dallas
28	District Manager-ICSC - Houston
29	District Manager-ICSC - Dallas
30	District Manager-ICSC - San Antonio
31	District Manager-Marketing COG - Dallas
33	Division Manager-Regional Marketing - Dallas
33	District Manager-Regional Marketing - Dallas
33	District Manager-Regional Marketing Administrative - Dallas
33	District Manager-Regional Marketing - Dallas
34	GENERAL MANAGER-MARKETING (TEXAS) - Houston
34	District Manager-Marketing Personnel - Houston
35	District Manager-Marketing Operations - Houston
36	Division Manager-Marketing Customer Services - Austin
37	District Manager-Marketing Operations - Austin
38	District Manager-Service Center - Austin
40	District Manager-Service Center - Galveston
42	District Manager-Service Center - Waco

CHART NO.

44 Division Manager–Marketing Customer Services – El Paso
47 District Manager–Sales/Service Center – El Paso
48 District Manager–Sales/Service Center – Lubbock

49 Division Manager–Marketing Customer Services – Fort Worth/Dallas
50 District Manager–Marketing Operations – Fort Worth
52 District Manager–Sales/Service Center – Fort Worth (Midcities)
54 District Manager–Sales/Service Center – Fort Worth (West)
56 District Manager–Sales/Service Center – Dallas (East)
58 District Manager–Sales/Service Center – Dallas (North)

60 Division Manager–Marketing Customer Services – Houston
61 District Manager–Marketing Operations – Houston
63 District Manager–Sales/Service Center – Houston (Northeast)
65 District Manager–Sales/Service Center – Houston (Northwest)
67 District Manager–Sales/Service Center – Houston (South)
69 District Manager–Sales/Service Center – Houston (West)

71 Division Manager–Marketing Customer Services – San Antonio
72 District Manager–Marketing Operations – San Antonio
73 District Manager–Sales/Service Center – San Antonio
75 District Manager–Sales/Service Center – Corpus Christi
77 District Manager–Sales/Service Center – San Antonio

78 GENERAL MANAGER–MARKETING (TEXAS) – San Antonio
79 District Manager–Marketing Administrative

80 Division Manager–Marketing Business Sales – Houston
81 District Manager–Marketing Operations – Houston
82 District Manager–Sales/Service Center (No. Suburban) – Houston
84 District Manager–Sales/Service Center (South) – Houston
86 District Manager–Marketing Business Sales – Houston

89 Division Manager–Marketing Business Sales – Dallas
90 District Manager–Marketing Operations – Dallas
91 District Manager–Marketing Business Sales – Dallas
93 District Manager–Marketing Business Sales – Dallas
95 District Manager–Marketing Business Sales – Fort Worth

97 Division Manager–Marketing Business Sales – Austin
97 District Manager–Marketing Operations – Austin
98 District Manager–Marketing Business Sales – Austin
100 District Manager–Marketing Business Sales – San Antonio
102 District Manager–Marketing Business Sales – Corpus Christi
103 District Manager–Marketing Business Sales – Lubbock

106 Division Manager–Marketing Business Sales – Dallas

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

VICE PRESIDENT-MARKETING (TEXAS)	DIVISION MANAGER-MARKETING ADM.		
Wayne S. Alexander (5735) (512) 222-3131	William R. Dunbar (126) (512) 222-3683	DISTRICT MANAGER-FORECASTING/PERSONNEL Ruben Garcia III (43) (512) 222-3221	See Chart 3
		DISTRICT MANAGER-MARKETING OPERATIONS Robert E. McNamara (28) (512) 222-3848	See Chart 6
		DISTRICT MANAGER-MARKETING BUDGETS/MECHANIZATION Larry Laine (24) (512) 222-3411	See Chart 8
		DISTRICT MANAGER-FORECASTING Dortha H. Haws (26) (214) 464-2597	See Chart 10
		SECRETARY, DIVISION MANAGER-MARKETING ADMINISTRATION Connie Sierra (512) 222-5003	

Chart 2

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-
MARKETING ADMIN.

William R. Dunbar (126)
(512) 222-3683

DISTRICT MANAGER-FORECASTING/PERSONNEL

Ruben Garcia III (43)
(512) 222-3221

AREA MANAGER-
MARKETING PERSONNEL

Mary Alice Campos (2)
(512) 222-3216

MANAGER-
MARKETING PERSONNEL | Sr. Steno 1

Carmen Ingle (1)
(512) 222-3906

AREA MANAGER-
MARKETING PERSONNEL | Sr. Rec. Clk. 1

Margie Dear (1)
(512) 222-5921

AREA MANAGER-
MARKETING OPERATIONS | Sr. Steno 1

Janet M. Fuller (2)
(512) 222-3880

MANAGER-
MARKETING OPERATIONS

* Virginia Bruton (1)
(512) 222-3266

AREA MANAGER-
MARKETING ADMIN. | Sr. Rpts. Clk. 1

Patricia M. Carvel (1)
(512) 222-3380

SECRETARY TO DISTRICT MANAGER-
FORECASTING/PERSONNEL

Janie Jack
(512) 222-3022

FOR ADDITONAL SUBORDINATES SEE CHART 4

* On Loan

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-MARKETING ADMIN.
William R. Dunbar (126)
(512) 222-3683

DISTRICT MANAGER-MARKETING OPERATIONS
Robert E. McNamara (28)
(512) 222-3848

AREA MANAGER-MARKETING METHODS
Helen Frazee (3)
(512) 222-3855

MANAGER-MARKETING METHODS — Sr. Steno 1
Janie Kellner (1)
(512) 222-5991

MANAGER-MARKETING METHODS — Sr. Steno 1
Annie Alexander
(512) 222-5992

AREA MANAGER-MARKETING OPERATIONS
Jerry Hennig (2)
(512) 222-3344

MANAGER-MARKETING METHODS — Sr. Steno 1
John T. Morris (1)
(512) 222-3847

AREA MANAGER-MARKETING OPERATIONS
Glynda Merritt (4)
(512) 222-3840

MANAGER-MARKETING OPERATIONS — Sr. Steno 1
Dianna Kowalik (1)
(512) 222-5637

MANAGER-MARKETING METHODS
David Espinoza (1)
(512) 222-5920

AREA MANAGER-MARKETING METHODS
Ethyl Riggs (5)
(512) 222-3116

MANAGER-MARKETING METHODS — Sr. Steno 1
JoElla Koerner (1)
(512) 222-5853

MANAGER-MARKETING METHODS
Ida M. Singleton
(512) 222-3147

AREA MANAGER-MARKETING OPERATIONS
Nora Mendez
(512) 222-5490

Sr. Steno 1

Chart 6

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-MARKETING ADMIN.
William R. Dunbar (126)
(512) 222-3683

DISTRICT MANAGER-MARKETING OPERATIONS
Robert E. McNamara (28)
(512) 222-3848

AREA MANAGER-MARKETING METHODS
JoAnn Vitiello (4)
(512) 222-5630

MANAGER-MARKETING METHODS — Sr. Steno 1
Martha S. Statzer (1)
(512) 222-5922
Ann Crum
(512) 222-3853
Vacant

AREA MANAGER-MARKETING METHODS
Mary Burnett (3)
(713) 978-4988

MANAGER-MARKETING METHODS — Sr. Rec. Clk. 1
Jeanette Moody (1)
(713) 978-4994

MANAGER-MARKETING METHODS
Gloria Zwahr
(713) 978-4875

Chart 7

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-MARKETING ADMIN.
William R. Dunbar (126)
(512) 222-3683

DISTRICT MANAGER-MARKETING BUDGETS/MECH.
Larry Laine (24)
(512) 222-3411

AREA MANAGER-MARKETING BUDGETS
Patricia Rios (2)
(512) 222-5692

MANAGER-MARKETING BUDGETS
Terri Williams
(512) 222-3211
Lois Morgado
(512) 222-5237

AREA MANAGER-MARKETING METHODS
Mark Harrison (3)
(512) 222-3079

MANAGER-MARKETING METHODS — Sr. Steno 1
Blanca Velazquez (1)
(512) 222-5790

MANAGER-MARKETING METHODS
Connie F. Nanney
(512) 222-4680

AREA MANAGER-MKTG. REV. FORCST. & ANALYZ.
Robert E. Cole (3)
(512) 222-4682

MANAGER-MKTG. REV. FORCST. & ANALYZ. — Sr. Steno 1
Janice Miller (1)
(512) 222-5215

MANAGER-MKTG. REV. FORCST. & ANALYZ.
Mary Botello
(512) 222-6023

AREA MANAGER-MARKETING METHODS
Joe Baines
(512) 222-6003

AREA MANAGER-MARKETING METHODS — Sr. Steno 1
Philip Strauch
(512) 222-3212

MANAGER-MARKETING OPERATIONS — Records Clk. 2
* Virginia Bruton

FOR ADDITIONAL SUBORDINATES SEE CHART 8

* Borrowed

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-STRATEGIC MARKETING
Lowell Whitlock (40)
(512) 222-5611

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT — See Chart 13
Philip D. Matthews (15)
(512) 377-5703

DISTRICT MANAGER-MARKETING & TECHNICAL SUPPORT — See Chart 14
Chris Bowers (8)
(512) 377-6304

DISTRICT MANAGER-COMPETITIVE ASSESSMENT — See Chart 15
Jymme Gomez (13)
(214) 464-1868

SECRETARY TO DIVISION MANAGER-STRATEGIC MARKETING
Nancy Robbins
(512) 222-5613

Chart 12

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-STRATEGIC MARKETING
LOWELL WHITLOCK (40)
(512) 222-5611

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT
Philip D. Matthews (15)
(512) 377-5703

AREA MANAGER-MARKETING PRODUCT SUPPORT
Louis Sternberg
(512) 377-6171
Alex Travieso
(512) 377-5749

AREA MANAGER-MARKETING PRODUCT SUPPORT
Homer A. Schott (4)
(512) 377-6215

MANAGER-MARKETING PRODUCT SUPPORT
William D. Lashbrook
(512) 377-6309
Donald F. Stelzer
(512) 377-6240
Mary E. Fullen
(512)
Vacant

AREA MANAGER-MARKETING PRODUCT SUPPORT
Art Sinclair (1)
(214) 464-2844

Sr. Steno 1

AREA MANAGER-MARKETING PRODUCT SUPPORT
Caryll Beer (2)
(713) 235-7796

SENIOR ACCOUNT EXECUTIVE
Richard Atkins
(214) 464-3911

MANAGER-MARKETING PRODUCT SUPPORT
Pamela Horne
(214) 464-4114

AREA MANAGER-MARKETING PRODUCT SUPPORT
Ruthmary Carol Norman (1)
(512) 377-5603

MANAGER-MARKETING PRODUCT SUPPORT
Vacant

Sr. Steno 1

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-
STRATEGIC MARKETING

LOWELL WHITLOCK (40)
(512) 222-5611

DISTRICT MANAGER-MARKETING AND TECHNICAL SUPPORT

Chris Bowers (8)
(512) 377-6304

AREA MANAGER-MARKETING AND TECHNICAL SUPPORT

Ron Smith
(512) 377-6170

AREA MANAGER-MARKETING AND TECHNICAL SUPPORT

Larry McClellan (1)
(512) 377-6212

MANAGER-MARKETING AND TECHNICAL SUPPORT

Vacant

AREA MANAGER-MARKETING AND TECHNICAL SUPPORT

Susan Burns (2)
(512) 377-5714

Sr. Steno	1
Rpt. Clk.	1

Sr. Steno	1

Chart 14

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

GENERAL MANAGER-MARKETING (TEXAS)	DIVISION MANAGER-PUBLIC COMMUNICATIONS
W. T. Hall (968) (214) 464-2621	Joe D. Cochran (524) (512) 222-3604

DISTRICT MANAGER-PUBLIC COMMUNICATIONS OPERATIONS	See Chart 18
Jerry L. Melson (12) (512) 222-5015	

DISTRICT MANAGER-PUBLIC COMMUNICATIONS	See Chart 20
Jerry L. Daffern (129) (817) 640-1027	

DISTRICT MANAGER-PUBLIC COMMUNICATIONS	See Chart 22
Welton C. Holsome (157) (713) 974-8450	

DISTRICT MANAGER-PUBLIC COMMUNICATIONS	See Chart 24
Sandra Wagner (174) (512) 820-6895	

AREA MANAGER-PUBLIC COMMUNICATIONS SLS.	See Chart 19
Mark Koepp (41) (512) 222-5133	

AREA MANAGER-PUBLIC COMMUNICATIONS SLS.	See Chart 19
Orlando E. Castillo (4) (512) 222-3873	

SECRETARY, DIVISION MANAGER PUBLIC COMMUNICATIONS
Geralyn M. Gray (512) 222-3605

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIV. MGR.-
PUB. COMM.

Joe D. Cochran (525)
(512) 222-3604

DIST. MGR.-
PUB. COMM. OPERS.

Jerry L. Melson (12)
(512) 222-5015

AREA MGR-
PUB. COMM. METHODS

Joe Medina (6)
(512) 222-3472

MANAGERS-
PUB. COMM. METHODS

Jackie S. Honea
(512) 222-5107
Raymond C. Lange
(512) 222-5320
Ricky D. Ryan
(512) 222-3385

MANAGERS-
PUB. COMM. SECURITY

Catherine Ramirez
(512) 820-6776
Virginia R. Self
(713) 974-8498
Leslie M. Miles
(817) 640-8017

AREA MGR.-
PUB. COMM. METHODS

Joe I. Ramos (3)
(512) 222-6437

MANAGERS-
MKTG. METHODS

Patricia A. Carroll
(512) 222-5520
Lesley C. Proud
(512) 222-7136

MANAGER-
PUB. COMM. ADMIN.

Terry L. Moore
(512) 222-5543

AREA MGR.-
PUB. COMM. METHODS

Shirlyn N. Hutchings
(512) 222-6428

FOR ADDITIONAL SUBORDINATES SEE CHART 19

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIV. MGR.-
PUB. COMM.

Joe D. Cochran (525)
(512) 222-3604

**AREA MGR.-
PUB. COMM. SALES**

Mark A. Koepp (41)
(512) 222-5133

**MANAGER-
PUB. COMM. METHODS**

Danese Biela (4)
(512) 222-5253

Sr. Steno	4

**MANAGER-
PUB. COMM. SALES**

Frank Gomez (11)
(817) 794-1231

Pay Tel. Consit.	8
Oprs. Clk.	1
Rec. Clk.	1
Svc. Rep.	1

**MANAGER-
PUB. COMM. SALES**

Ed Kelley (10)
(512) 820-6216

Pay Tel. Consit.	7
Proj. Clk.	1
Svc. Ord. Wrtr.	1
Sr. Steno	1

**MANAGER-
PUB. COMM. SALES**

Nick Terrazas (11)
(713) 778-2909

Pay Tel. Consit.	8
Key Clk.	1
Svc. Rep.	1
Svc. Ord. Wrtr.	1

**MANAGER-
PUB. COMM. OPRS.**

Mary Ann Sepulveda
(512) 222-3225

**AREA MGR.-
PUB. COMM. SALES**

Orlando E. Castillo (4)
(512) 222-3873

**MANAGER-
PUB. COMM. SALES**

Cheryl L. Tolliver
(713) 778-2900
Barbara Osborne
(817) 794-1230
John D. Peckham
(512) 870-6138
Esther Arias
(512) 820-6288

003215

Chart 19

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIV. MGR.-
PUB. COMM.

Joe D. Cochran (525)
(512) 222-3604

DIST. MGR.-
PUB. COMM.

Sandra L. Wagner (174)
(512) 820-6895

AREA MGR.-
PUB. COMM. I/M

Louis A. Faust (57)
(512) 870-3484

MANAGER-PUB. COMM. I/M		
Richard Baack (4) (915) 675-3651	Cust. Svcs. Tech.	4
MANAGER-PUB. COMM. I/M		
Joe G. Davis (5) (806) 353-4713	Cust. Svcs. Tech.	3
	Coin Col.	1
	Svcs. Tech.	1
MANAGER-PUB. COMM. I/M		
Judith F. Hill (5) (915) 336-8579	Cust. Svcs. Tech.	5
MANAGER-PUB. COMM. I/M		
Beth Sells (4) (915) 367-6459	Cust. Svcs. Tech.	3
	Coin Col.	1
MANAGER-PUB. COMM. I/M		
Edward E. Smith (4) (806) 797-1893	Cust. Svcs. Tech.	3
	Coin Col.	1
MANAGER-PUB. COMM. I/M		
Nelda Hamilton (7) (817) 772-1751	Cust. Svcs. Tech.	7
MANAGER-PUB. COMM. I/M		
Richard Pollok (8) (512) 870-3484	Cust. Svcs. Tech.	8
MANAGER-PUB. COMM. I/M		
Barney Sifuentes (10) (512) 870-3487	Cust. Svcs. Tech.	4
	Coin Col.	6
	Oprs. Clk.	2

FOR ADDITIONAL SUBORDINATES SEE CHART 25

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIV. MGR.-PUB. COMM.
Joe D. Cochran (525)
(512) 222-3604

DIST. MGR.-PUB. COMM.
Sandra L. Wagner (174)
(512) 820-6895

AREA MGR.-PUB. COMM. I/M	MANAGER-PUB. COMM. I/M		
Linda Jackson (64) (512) 820-6386	John H. Webber III (8) (512) 820-6018	Cust. Svcs. Tech.	8
	MANAGER-PUB. COMM. I/M	Cust. Svcs. Tech.	7
	Lynda J. Marino (8) (512) 820-6022	Supplies Attendant	1
	MANAGER-PUB. COMM. I/M	Cust. Svcs. Tech.	6
	Jim Hughes (10) (915) 593-2391	Coin. Coll.	3
		Key Clerk	1
	MANAGER-PUB. COMM. I/M	Cust. Svcs. Tech.	7
	Jose M. Flores (7) (512) 820-6026		
	MANAGER-PUB. COMM. I/M	Cust. Svcs. Tech.	4
	Kenneth Jaeger (7) (512) 421-7516	Coin Col.	3
	MANAGER-PUB. COMM. I/M	Cust. Svcs. Tech.	7
	Andres Lopez (7) (512) 630-8450		
	MANAGER-PUB. COMM. I/M	Cust. Svcs. Tech.	8
	Mary Lou Bejarano (9) (512) 851-3115	Coin Col.	1
		Oprs. Clk.	1

AREA MGR.-SLS./SVC. CTR. (PUB. COMM.)	MANAGER-PUB. COMM. INST. CTRL.		
Dru Cessac (49) (512) 820-6019		Mtce. Admin.	9
	Carol Franz (12) (512) 820-6021	Svc. Ord. Wrtr.	3
	MANAGER-SLS/SVC CTR (PUB COMM)	Svc. Repr.	7
	Dorothy Stolle (8) (512) 820-6611	Sr. Steno.	1
	MANAGER-PUB. COMM. COLL.	Coin Col.	9
	Deborah Shelton (9) (512) 820-6330		
	MANAGER-PUB. COMM. (COUNTING)	Coin Ofc. Clk.	4
	Vacant (512) 820-6288	Key Clk.	2
		Coin Col.	1
	MANAGER-PUB. COMM. (DATA CTR.)	Key Clk.	8
	Norma Lurati (8) (512) 820-6327		
		Sr. Steno	1

SEC., DIST. MGR.-PUB. COMM.
Melinda Vega
(512) 820-6897

Chart 25

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DISTRICT MANAGER-ICSC
James E. Greber (99)
(512) 377-5501

AREA MANAGER-ICSC
Carol A. Hardin (26)
(512) 377-5561

- MANAGER-ICSC
  Bonnie A. Pedroza (8)
  (512) 377-5511
  - Service Rep. 8
- MANAGER-ICSC
  Dora M. Albracht (8)
  (512) 377-6302
  - Service Rep. 8
- MANAGER-ICSC
  Martha P. Rubalcava (7)
  (512) 377-5510
  - Service Rep. 7

AREA MANAGER-ICSC
Loretta H. Griffin (31)
(512) 377-6303

- MANAGER-ICSC
  Mary O. Hernandez (9)
  (512) 377-5507
  - Service Rep. 8
  - Service Order Writers 1
- MANAGER-ICSC
  Manuel Perez, Jr. (10)
  (512) 377-5508
  - Service Rep. 8
  - Service Order Writers 2
- MANAGER-ICSC
  Reba J. Sneed (9)
  (512) 377-5568
  - Service Rep. 7
  - Service Order Writers 2

AREA MANAGER-ICSC
Mary M. Koch (38)
(512) 377-5947

- MANAGER-ICSC
  Bertha G. Zambrano (7)
  (512) 377-6305
  - Service Rep. 7
- MANAGER-ICSC
  Beatrice M. Flores (1)
  (512) 377-5627
  - Service Rep. 1
- MANAGER-ICSC
  Janice R. Jarzombek (7)
  (512) 377-5961
  - Service Rep. 4
  - Bus. Ofc. Clk. 1
  - Proj. Clks. 2
- MANAGER-ICSC
  Brenda W. Olive (10)
  (512) 377-5952
  - Service Rep. 10
- MANAGER-ICSC
  Anna M. Lockhart (8)
  (512) 377-5961
  - Service Rep. 8

SECRETARY TO DISTRICT MANAGER-ICSC
Deborah M. Williams
(512) 377-5505

Chart 30

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DISTRICT MANAGER-MARKETING COG - DALLAS
G. G. Strickland (84)
(214) 464-6750

AREA MANAGER-COG
Marvin P. King (23)
(512) 820-7000

MANAGER-COG
Mary A. Cuellar (4)
(512) 820-7070

Comm. Consults.	2
Svc. Reps.	2

MANAGER-COG
Andreal E. White (6)
(512) 820-7010

Svc. Reps.	6

MANAGER-COG
Gipsye A. Winkler (7)
(512) 820-7030

Svc. Reps.	4
Svc. Ord. Writers	3

MANAGER-COG
Joseph M. Hillen (2)
(512) 820-7007

Senior Stenos.	2

AREA MANAGER-COG
Nancy Y. Romero (22)
(713) 943-9438

MANAGER-COG
Georgia D. Cunningham (5)
(713) 947-9532

Svc. Reps.	5

MANAGER-COG
Dorothy J. Davison (9)
(713) 943-9947

Svc. Reps.	6
Svc. Ord. Writers	3

MANAGER-COG
William A. Rippie (5)
(713) 943-8990

Comm. Consults.	2
Svc. Reps.	1
Recs. Clerk	1
Senior Steno.	1

FOR ADDITIONAL SUBORDINATES SEE CHART 32

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-MKTG. CUST. SVCS.
James R. Reed (561)
(512) 820-7676

DISTRICT MANAGER-MARKETING OPERATIONS — See Chart 72
Jane Burchard (69)
(512) 820-6195

DISTRICT MANAGER-SALES/ SERVICE CENTER (San Antonio) — See Chart 73
E. Wayne Nanney (155)
(512) 820-7725

DISTRICT MANAGER-SALES/ SERVICE CENTER (Corpus Christi) — See Chart 75
Harold R. Johnson (164)
(512) 881-2233

DISTRICT MANAGER-SALES/ SERVICE CENTER (San Antonio) — See Chart 77
Marcus Semmelmann (169)
(512) 820-8051

SECRETARY TO DIVISION MANAGER-MARKETING CUSTOMER SERVICES
Yolanda DeLeon
(512) 820-7677

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (503)
(512) 820-7676

DISTRICT MANAGER-MARKETING OPERATIONS
Jane Burchard (69)
(512) 820-6195

AREA MANAGER-MARKETING ADMINISTRATIVE — Sr. Steno. 2
Genevieve J. Modarelli (4)
(512) 820-6193

MANAGER-MARKETING ADMINISTRATIVE — Sr. Steno. 1
Cathy Schmidt (1)
(512) 820-6426

AREA MANAGER-SALES/SERVICE CENTER
Michael Everett (4)
(512) 820-6176

MANAGER-MARKETING METHODS — Sr. Steno. 1
Elvia Gonzales (1)
(512) 820-6421

MANAGER-SALES/SERVICE CENTER — Sr. Rec. Clk. 1
George N. Coultress (1)
(512) 820-6483

AREA MANAGER-SALES/SERVICE CENTER — Sr. Steno. 1
Teofilo Moreno (56)
(512) 820-6189

MANAGER-SERVICE BUREAU — Rec. Clk. 8
Pat Rodriguez (8)
(512) 820-7048

MANAGER-SALES/SERVICE CENTER — Rec. Clk. 8; Svc. Ord. Wrtr. 1
Dorothy Morgan (8)
(512) 820-7520

MANAGER-SERVICE ORDER COMPLETION — Svc. Ord. Wrtr. 10
Yolanda G. Guadiana (10)
(512) 881-2535

MANAGER-SERVICE BUREAU — Rec. Clk. 10
Romelia Barrera (12)
(512) 870-6930

MANAGER-SERVICE CENTER — Rec. Clk. 10
Pauline Harper
(512) 870-6172

003221

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (561)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (San Antonio)
E. Wayne Nanney (156)
(512) 820-7725

AREA MANAGER-SALES/SERVICE CENTER — Steno 1
Joel I. Munis (53)
(512) 820-8082

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Cathy Scott (9)
(512) 820-6738

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Sharyn V. Hall (10)
(512) 820-6572

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Kathryn Ridings (9)
(512) 820-7475

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Jessie J. Harbert III (10)
(512) 820-6921

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Christine Thomas (9)
(512) 820-7476

MANAGER-SALES/SERVICE CENTER
Vacant

FOR ADDITIONAL SUBORDINATES SEE CHART 74

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (561)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (San Antonio)
E. Wayne Nanney (156)
(512) 820-7725

AREA MANAGER-SALES/SERVICE CENTER — Bus. Ofc. Clk. 1
Janie Braun (44)
(512) 820-6659

- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
  Rachel Campos (10)
  (512) 820-6514
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
  Maxine Scott (9)
  (512) 820-6223
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
  Nance Valdez (10)
  (512) 820-5170
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
  Emily Luna (10)
  (512) 820-6923

AREA MANAGER-SALES/SERVICE CENTER — Steno 1
Jo N. Tarvin (54)
(512) 820-6606

- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
  Maria Y. Nious (10)
  (512) 820-6236
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
  Sue L. Harris (9)
  (512) 820-6283
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
  Carol Pedraza (10)
  (512) 820-5171
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
  Tanya L. Tidrick (10)
  (512) 820-6039
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
  Judith M. Fletcher (9)
  (512) 820-6526

SECRETARY TO DISTRICT MANAGER-SALES/SERVICE CENTER — Sr. Steno 1
Anne Guyer (1)
(512) 820-7727

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

GENERAL MANAGER-MARKETING (TEXAS) (SAN ANTONIO)

Phillip R. Howard (1462)
(512) 377-5855

DISTRICT MANAGER-MARKETING ADMINISTRATIVE — See Chart 79

David L. Burns (18)
(512) 377-5377

DIVISION MANAGER-MARKETING BUSINESS SALES - HOUSTON — See Chart 80

Robert S. Campbell (462)
(713) 235-7786

DIVISION MANAGER-MARKETING BUSINESS SALES - DALLAS — See Chart 89

Theodore E. Bernard (470)
(214) 464-4400

DIVISION MANAGER-MARKETING BUSINESS SALES - AUSTIN — See Chart 97

JAMES A. COWAN (505)
(512) 870-4631

DIVISION MANAGER-MARKETING BUSINESS SALES - DALLAS — See Chart 106

John R. Clark, Jr. (1)
(214) 464-1123

SECRETARY TO GENERAL MANAGER-MARKETING (TEXAS)

Frances Felts
(512) 377-5706

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

GENERAL MANAGER-MARKETING (TEXAS) (SAN ANTONIO)

Phil Howard (1462)
(512) 377-5855

DISTRICT MANAGER-MARKETING ADMINISTRATIVE

David L. Burns (18)
(512) 377-5377

AREA MANAGER-MARKETING PERSONNEL	MANAGER-MARKETING PERSONNEL
Ivan L. Estes (2) (512) 377-5859	Joyce E. Rummel (512) 377-5862

AREA MANAGER-MARKETING OPERATIONS	AREA MANAGER-MARKETING OPERATIONS
Timothy A. Bailey (2) (512) 377-5721	Patricia A. Franklin (512) 377-5993

MANAGER-MARKETING OPERATIONS
Mary Paule (512) 377-6551

AREA MANAGER-SALES SUPPORT

Richard C. Fasnacht
(512) 377-6208

AREA MANAGER-SALES PLANNING	MANAGERS-MARKETING OPERATIONS	Sr. Stenographer 3
Ruben Ortiz (5) (512) 377-6213	Sandra Rivera (512) 377-5861 Kathy L. McClain (512) 377-5771	

AREA MANAGER-MARKETING TECHNICAL	MANAGER-MARKETING OPERATIONS
Teresa M. Goodwin (512) 377-5301	Mike De Leon (512) 820-5198

AREA MANAGER-MARKETING COG

Charles R. Miller
(512) 377-5844

AREA MANAGER-MARKETING TECHNICAL	MANAGER-MARKETING TECHNICAL
Curtis Browne (512) 377-6214	Cheryl Blanchette (512) 377-5158

Sr. Stenographer 1

003225

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-MKTG. BUS. SALES
JAMES A. COWAN (505)
(512) 870-4631

DISTRICT MANAGER-MARKETING BUSINESS SALES (SAN ANTONIO)

E. Duane Wilson (138)
(512) 820-5757

AREA MANAGER-BUSINESS SALES

Robert R. Vela (20)
(512) 820-5770

SENIOR ACCOUNT EXECUTIVE

Irene Huron
(512) 820-5772

ACCOUNT EXECUTIVE

Katy Swanson
(512) 820-5754
Donna Alley
(512) 820-5740
Sandy Kubena
(512) 820-5756

MANAGER-BUS. SALES ADM.

Sara J. Kirk (7)
(512) 820-5751

Comm. Consultants 5
Senior Stenographers 2

MANAGER-SALES/SERVICE CENTER

Hilary Kavy (7)
(512) 820-6016

Svc. Representatives 7

AREA MANAGER-BUSINESS SALES

Joe B. Baines (19)
(512) 820-5771

SENIOR ACCOUNT EXECUTIVE

Richard L. Bragg
(512) 820-5741
Sylvia A. Dukes
(512) 820-5775

ACCOUNT EXECUTIVE

Robert Schaefer
(512) 820-5750

MANAGER-BUS. SALES ADM.

Rudy Lopez (7)
(512) 820-5767

Comm. Consultants 4
Senior Stenographers 3

MANAGER-SALES/SERVICE CENTER

Carroll Fisher (7)
(512) 820-6160

Svc. Representatives 7

AREA MANAGER-SALES/SERVICE CENTER

Peggy G. Trees (32)
(512) 820-6251

MANAGER-SALES/SERVICE CENTER

Roland Mendez (10)
(512) 820-5555

Svc. Representatives 10

MANAGER-SALES/SERVICE CENTER

Olga Rios (9)
(512) 820-6706

Svc. Representatives 9

MANAGER-SALES/SERVICE CENTER

Dolores Flores (10)
(512) 820-6269

Svc. Representatives 10

For Additional Subordinates See Chart 101

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
APRIL 2, 1988

DIVISION MANAGER-MKTG. BUS. SALES
JAMES A COWAN (505)
(512) 870-4631

DISTRICT MANAGER-MARKETING BUSINESS SALES (SAN ANTONIO)

E. Duane Wilson (138)
(512) 820-5757

AREA MANAGER-SALES SERVICE CENTER

Raymar E. Tedford, Jr. (36)
(512) 820-6154

Comm. Consultant	1
Svc. Representatives	2
Service Order Writer	1
Assistant Clerk	1

MANAGER-SALES/SERVICE CENTER
Ronay Cromer (5)
(512) 820-6150

MANAGER-SALES/SERVICE CENTER
Mary Kaye Shandera (14)
(512) 820-6156

Svc. Representatives	13
Service Order Writer	1

MANAGER-SALES/SERVICE CENTER
Urcie Allen (14)
(512) 820-6015

Svc. Representatives	13
Service Order Writer	1

AREA MANAGER-SERVICE ORDERS

Hattie B. Wood (23)
(512) 820-6171

MANAGER-SALES/SERVICE CENTER
Kay Burleson (8)
(512) 820-6141

Svc. Representatives	6
Service Order Writers	2

MANAGER-BUS. SERVICE ORDERS
Janet Sczech (13)
(512) 820-6303

Service Order Writers	13

ACCOUNT EXECUTIVE

Peggy Tedford
(512) 820-5730

ACTING MANAGER-SALES/SERVICE CENTER

Roland Cortez
(512) 377-5860

SECRETARY TO DISTRICT MANAGER-MARKETING BUSINESS SALES

Joanna M. Adamek
(512) 820-5759

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ORGANIZATION CHARTS
MARKETING DEPARTMENT

Table of Charts

CHART NO.	
1	VICE PRESIDENT-MARKETING (TEXAS)
2	Division Manager-Marketing Administration - San Antonio
3	District Manager-Forecasting/Personnel - San Antonio
6	District Manager-Marketing Operations - San Antonio
8	District Manager-Marketing Budgets/Mechanization - San Antonio
10	District Manager-Forecasting - Dallas
12	Division Manager-Strategic Marketing - San Antonio
13	District Manager-Marketing Product Support - San Antonio
14	District Manager-Marketing & Technical Support - San Antonio
15	District Manager-Competitive Assessment - Dallas
16	GENERAL MANAGER-MARKETING (TEXAS) - Dallas
16	District Manager-Marketing Administrative - Dallas
17	Division Manager-Public Communications - San Antonio
18	District Manager-Public Communications Operations - San Antonio
20	District Manager-Public Communications - Arlington
22	District Manager-Public Communications - Houston
24	District Manager-Public Communications - San Antonio
26	Division Manager-Interexchange Cust. Svc. Ctr. (ICSC) - Dallas
27	District Manager-ICSC Operations - Dallas
28	District Manager-ICSC - Houston
29	District Manager-ICSC - Dallas
30	District Manager-ICSC - San Antonio
31	District Manager-Marketing COG - Dallas
33	Division Manager-Regional Marketing - Dallas
33	District Manager-Regional Marketing - Dallas
33	District Manager-Regional Marketing Administrative - Dallas
33	District Manager-Regional Marketing - Dallas
34	GENERAL MANAGER-MARKETING (TEXAS) - Houston
34	District Manager-Marketing Personnel - Houston
35	District Manager-Marketing Operations - Houston
36	Division Manager-Marketing Customer Services - Austin
37	District Manager-Marketing Operations - Austin
38	District Manager-Service Center - Austin
40	District Manager-Service Center - Galveston
42	District Manager-Service Center - Waco

CHART NO.

44 Division Manager-Marketing Customer Services - El Paso
47 District Manager-Sales/Service Center - El Paso
48 District Manager-Sales/Service Center - Lubbock

49 Division Manager-Marketing Customer Services - Fort Worth/Dallas
50 District Manager-Marketing Operations - Fort Worth
52 District Manager-Sales/Service Center - Fort Worth (Midcities)
54 District Manager-Sales/Service Center - Fort Worth (West)
56 District Manager-Sales/Service Center - Dallas (East)
58 District Manager-Sales/Service Center - Dallas (North)

60 Division Manager-Marketing Customer Services - Houston
61 District Manager-Marketing Operations - Houston
63 District Manager-Sales/Service Center - Houston (Northeast)
65 District Manager-Sales/Service Center - Houston (Northwest)
67 District Manager-Sales/Service Center - Houston (South)
69 District Manager-Sales/Service Center - Houston (West)

71 Division Manager-Marketing Customer Services - San Antonio
72 District Manager-Marketing Operations - San Antonio
73 District Manager-Sales/Service Center - San Antonio
75 District Manager-Sales/Service Center - Corpus Christi
77 District Manager-Sales/Service Center - San Antonio

78 GENERAL MANAGER-MARKETING (TEXAS) - San Antonio
79 District Manager-Marketing Administrative

80 Division Manager-Marketing Business Sales - Houston
81 District Manager-Marketing Operations - Houston
82 District Manager-Sales/Service Center (No. Suburban) - Houston
84 District Manager-Sales/Service Center (South) - Houston
86 District Manager-Marketing Business Sales - Houston

89 Division Manager-Marketing Business Sales - Dallas
90 District Manager-Marketing Operations - Dallas
91 District Manager-Marketing Business Sales - Dallas
93 District Manager-Marketing Business Sales - Dallas
94 District Manager-Marketing Business Sales - Dallas
96 District Manager-Marketing Business Sales - Fort Worth

98 Division Manager-Marketing Business Sales - Austin
98 District Manager-Marketing Operations - Austin
99 District Manager-Marketing Business Sales - Austin
101 District Manager-Marketing Business Sales - San Antonio
103 District Manager-Marketing Business Sales - Corpus Christi
104 District Manager-Marketing Business Sales - Lubbock

78 Division Manager-Marketing Business Sales - Dallas

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

VICE PRESIDENT-MARKETING (TEXAS)	DIVISION MANAGER-MARKETING ADM.		
Wayne S. Alexander (5674) (512) 222-3131	William R. Dunbar (128) (512) 222-3683	DISTRICT MANAGER-FORECASTING/PERSONNEL Ruben Garcia III (45) (512) 222-3221	See Chart 3
		DISTRICT MANAGER-MARKETING OPERATIONS Robert E. McNamara (28) (512) 222-3848	See Chart 6
		DISTRICT MANAGER-MARKETING BUDGETS/MECHANIZATION Larry Laine (24) (512) 222-3411	See Chart 8
		DISTRICT MANAGER-FORECASTING Dortha H. Haws (26) (214) 464-2597	See Chart 10
		SECRETARY, DIVISION MANAGER-MARKETING ADMINISTRATION Connie Sierra (512) 222-5003	

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-
MARKETING ADMIN.

William R. Dunbar (128)
(512) 222-3683

DISTRICT MANAGER-FORECASTING/PERSONNEL

Ruben Garcia III (45)
(512) 222-3221

AREA MANAGER-
MARKETING PERSONNEL

Mary Alice Campos (2)
(512) 222-3216

MANAGER-
MARKETING PERSONNEL

Carmen Ingle (1)
(512) 222-3906

Sr. Steno 1

AREA MANAGER-
MARKETING PERSONNEL

Margie Dear (1)
(512) 222-5921

Sr. Rec. Clk. 1

AREA MANAGER-
MARKETING OPERATIONS

Janet M. Fuller (2)
(512) 222-3880

Sr. Steno 1

MANAGER-
MARKETING OPERATIONS

* Virginia Bruton (1)
(512) 222-3266

Sr. Rpts. Clk. 1

SECRETARY TO DISTRICT MANAGER-
FORECASTING/PERSONNEL

Janie Jack
(512) 222-3022

FOR ADDITONAL SUBORDINATES SEE CHART 4

* On Loan

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MARKETING ADMIN.

William R. Dunbar (128)
(512) 222-3683

DISTRICT MANAGER-FORECASTING/PERSONNEL

Ruben Garcia III (45)
(512) 222-3221

MANAGER-FORCASTING

Rachel Castaneda
(512) 222-6024

AREA MGR.-FORECASTING (SA)

Raul Cortez (9)
(512) 222-6024

Sr. Steno	1
Sr. Rec. Clk.	1

MANAGER-FORECASTING (SA)

Hershel Ankrom
(512) 222-3904
Michael Medina
(512) 222-3195
Gloria Rochester
(512) 222-3157
Garry W. Carter
(512) 222-3744
Barbara Brown
(512) 222-3742
Glenn Crumpton
(512) 222-3743
Ron Crawley
(512) 222-5256

AREA MGR.-FORECASTING (AUSTIN)

Gene Fischer (5)
(512) 870-3102

Sr. Steno	1

MANAGER-FORECASTING (AUSTIN)

Louisa Alaniz
(512) 870-3128
Bill Sewell
(512) 870-3101
Charles Hubert
(512) 870-3103
Bronnie Martin
(512) 870-3111

FOR ADDITIONAL SUBORDINATES SEE CHART 5

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MARKETING ADMIN.

William R. Dunbar (128)
(512) 222-3683

DISTRICT MANAGER-MARKETING OPERATIONS

Robert E. McNamara (28)
(512) 222-3848

AREA MANAGER-MARKETING METHODS

Helen Frazee (3)
(512) 222-3855

MANAGER-MARKETING METHODS — Sr. Steno 1

Janie Kellner (1)
(512) 222-5991

MANAGER-MARKETING METHODS — Sr. Steno 1

Annie Alexander
(512) 222-5992

AREA MANAGER-MARKETING OPERATIONS

Jerry Hennig (2)
(512) 222-3344

MANAGER-MARKETING METHODS — Sr. Steno 1

John T. Morris (1)
(512) 222-3847

AREA MANAGER-MARKETING OPERATIONS

Glynda Merritt (4)
(512) 222-3840

MANAGER-MARKETING OPERATIONS — Sr. Steno 1

Dianna Kowalik (1)
(512) 222-5637

MANAGER-MARKETING METHODS

David Espinoza (1)
(512) 222-5920

AREA MANAGER-MARKETING METHODS

Ethyl Riggs (5)
(512) 222-3116

MANAGER-MARKETING METHODS — Sr. Steno 1

JoElla Koerner (1)
(512) 222-5853

MANAGER-MARKETING METHODS

Ida M. Singleton
(512) 222-3147

AREA MANAGER-MARKETING OPERATIONS

Nora Mendez
(512) 222-5490

Sr. Steno 1

Chart 6

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MARKETING ADMIN.
William R. Dunbar (128)
(512) 222-3683

DISTRICT MANAGER-MARKETING OPERATIONS
Robert E. McNamara (28)
(512) 222-3848

AREA MANAGER-MARKETING METHODS
JoAnn Vitiello (4)
(512) 222-5630

MANAGER-MARKETING METHODS
Martha S. Statzer (1)
(512) 222-5922
Ann Crum
(512) 222-3853
Vacant

Sr. Steno 1

AREA MANAGER-MARKETING METHODS
Mary Burnett (3)
(713) 978-4988

MANAGER-MARKETING METHODS
Jeanette Moody (1)
(713) 978-4994

Sr. Rec. Clk. 1

MANAGER-MARKETING METHODS
Gloria Zwahr
(713) 978-4875

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Chart 7

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MARKETING ADMIN.
William R. Dunbar (128)
(512) 222-3683

DISTRICT MANAGER-MARKETING BUDGETS/MECH.
Larry Laine (24)
(512) 222-3411

AREA MANAGER-MARKETING BUDGETS
Patricia Rios-Saenz (2)
(512) 222-5692

MANAGER-MARKETING BUDGETS
Terri Williams
(512) 222-3211
Lois Morgado
(512) 222-5237

AREA MANAGER-MARKETING METHODS
Mark Harrison (3)
(512) 222-3079

MANAGER-MARKETING METHODS — Sr. Steno 1
Blanca Velazquez (1)
(512) 222-5790

MANAGER-MARKETING METHODS
Connie F. Nanney
(512) 222-4680

AREA MANAGER-MKTG. REV. FORCST. & ANALYZ.
Robert E. Cole (3)
(512) 222-4682

MANAGER-MKTG. REV. FORCST. & ANALYZ. — Sr. Steno 1
Janice Miller (1)
(512) 222-5215

MANAGER-MKTG. REV. FORCST. & ANALYZ.
Mary Botello
(512) 222-6023

AREA MANAGER-MARKETING METHODS
Joe Baines
(512) 222-6003

AREA MANAGER-MARKETING METHODS — Sr. Steno 1
Philip Strauch
(512) 222-3212

MANAGER MARKETING OPERATIONS — Records Clk. 2
* Virginia Bruton

Sr. Steno 1

FOR ADDITIONAL SUBORDINATES SEE CHART 9

* Borrowed

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-STRATEGIC MARKETING
Lowell Whitlock (39)
(512) 222-5611

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT — See Chart 13
Philip D. Matthews (12)
(512) 377-5703

DISTRICT MANAGER-MARKETING & TECHNICAL SUPPORT — See Chart 14
Chris Bowers (10)
(512) 377-6304

DISTRICT MANAGER-COMPETITIVE ASSESSMENT — See Chart 15
Jymme Gomez (13)
(214) 464-1868

SECRETARY TO DIVISION MANAGER-STRATEGIC MARKETING
Nancy Robbins
(512) 222-5613

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-STRATEGIC MARKETING

LOWELL WHITLOCK (39)
(512) 222-5611

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT

Philip D. Matthews (12)
(512) 377-5703

AREA MANAGER-MARKETING PRODUCT SUPPORT

Louis Sternberg
(512) 377-6171
Alex Travieso
(512) 377-5749

AREA MANAGER-MARKETING PRODUCT SUPPORT

Homer A. Schott (4)
(512) 377-6215

MANAGER-MARKETING PRODUCT SUPPORT

William D. Lashbrook
(512) 377-6309
Donald F. Stelzer
(512) 377-6240
Mary E. Fullen
(512) 377-6211
Dewey Clark
(512) 377-5955

AREA MANAGER-MARKETING PRODUCT SUPPORT

Art Sinclair (1)
(214) 464-2844
Caryll Beer (2)
(713) 235-7796

AREA MANAGER-MARKETING PRODUCT SUPPORT

Ruthmary Carol Norman (1)
(512) 377-5603

MANAGER-MARKETING PRODUCT SUPPORT

Betty Winder
(512) 377-6538

Sr. Steno 1

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-STRATEGIC MARKETING
LOWELL WHITLOCK (39)
(512) 222-5611

DISTRICT MANAGER-MARKETING AND TECHNICAL SUPPORT
Chris Bowers (10)
(512) 377-6304

AREA MANAGER-MARKETING AND TECHNICAL SUPPORT
Ron Smith (1)
(512) 377-6170

STUDENT MANAGER
Shannon K. Cummings
(512) 377-5105

AREA MANAGER-MARKETING AND TECHNICAL SUPPORT
Larry McClellan (1)
(512) 377-6212

MANAGER-MARKETING AND TECHNICAL SUPPORT
Vacant

AREA MANAGER-MARKETING AND TECHNICAL SUPPORT
Susan Burns (4)
(512) 377-5714

Sr. Steno	3
Rpt. Clk.	1

Sr. Steno 1

Chart 14

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

GENERAL MANAGER-MARKETING (TEXAS)	DIVISION MANAGER-PUBLIC COMMUNICATIONS
W. T. Hall (1005) (214) 464-2621	Joe D. Cochran (521) (512) 222-3604

DISTRICT MANAGER-PUBLIC COMMUNICATIONS OPERATIONS	See Chart 18
Jerry L. Melson (58) (512) 222-5015	

DISTRICT MANAGER-PUBLIC COMMUNICATIONS	See Chart 20
Jerry L. Daffern (128) (817) 640-1027	

DISTRICT MANAGER-PUBLIC COMMUNICATIONS	See Chart 22
Welton C. Holsome (156) (713) 974-8450	

DISTRICT MANAGER-PUBLIC COMMUNICATIONS	See Chart 24
Sandra Wagner (174) (512) 650-8334	

SECRETARY, DIVISION MANAGER-PUBLIC COMMUNICATIONS

Geralyn M. Gray
(512) 222-3605

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Chart 17

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIV. MGR.-
PUB. COMM.

Joe D. Cochran (521)
(512) 222-3604

DIST. MGR.-
PUB. COMM. OPERS.

Jerry L. Melson (58)
(512) 222-5015

AREA MGR-
PUB. COMM. METHODS

Joe Medina (7)
(512) 222-3472

MANAGERS-
PUB. COMM. METHODS

Jackie S. Honea
(512) 222-5107
Raymond C. Lange
(512) 222-5320
Ed Kelley
(512) 222-3385

MANAGERS-
PUB. COMM. SECURITY

Catherine Ramirez
(512) 650-8344
Virginia R. Self
(713) 974-8498
Leslie M. Miles
(817) 640-8017
Beth Sells
(915) 367-6459

AREA MGR.-
PUB. COMM. METHODS

Joe I. Ramos (3)
(512) 222-6437

MANAGERS-
PUB. COMM. METHODS

Patricia A. Carroll
(512) 222-5520
Lesley C. Proud
(512) 222-7136

MANAGER-
PUB. COMM. ADMIN.

Terry L. Moore
(512) 222-5543

AREA MGR.-
PUB. COMM. METHODS

Shirlyn N. Hutchings (6)
(512) 222-6427

MANAGERS-
PUB. COMM. METHODS

Danese Biela (5)
(512) 222-5253

Sr. Steno 5

FOR ADDITIONAL SUBORDINATES SEE CHART 19

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIV. MGR.- PUB. COMM.
Joe D. Cochran (521)
(512) 222-3604

DIST. MGR.- PUB. COMM. OPERS.
Jerry L. Melson (58)
(512) 222-5015

AREA MGR.- PUB. COMM. SALES
Mark A. Koepp (34)
(512) 222-5133

MANAGER- PUB. COMM. SALES
Frank Gomez (10)
(817) 794-1231

Pay Tel. Conslt.	7
Oprs. Clk.	1
Rec. Clk.	1
Svc. Rep.	1

MANAGER- PUB. COMM. SALES
Lynda Marino (9)
(512) 820-6216

Pay Tel. Conslt.	7
Proj. Clk.	1
Svc. Ord. Wrtr.	1

MANAGER- PUB. COMM. SALES
Nick Terrazas (11)
(713) 778-2909

Pay Tel. Conslt.	8
Key Clk.	1
Svc. Rep.	1
Svc. Ord. Wrtr.	1

MANAGER- PUB. COMM. OPRS.
Mary Ann Sepulveda
(512) 222-3225

AREA MGR.- PUB. COMM. SALES
Orlando E. Castillo (3)
(512) 222-3873

MANAGER- PUB. COMM. SALES
Cheryl L. Tolliver
(713) 778-2900
Barbara Osborne
(817) 794-1230
Esther Arias
(512) 820-6692

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIV. MGR.-
PUB. COMM.

Joe D. Cochran (521)
(512) 222-3604

DIST. MGR.-
PUB. COMM.

Sandra L. Wagner (174)
(512) 650-8334

AREA MGR.-
PUB. COMM. I/M

Louis A. Faust (56)
(512) 870-3484

MANAGER-PUB. COMM. I/M		
Richard Baack (4) (915) 675-3651	Cust. Svcs. Tech.	4
MANAGER-PUB. COMM. I/M		
Joe G. Davis (5) (806) 353-4713	Cust. Svcs. Tech.	3
	Coin Col.	1
	Svcs. Tech.	1
MANAGER-PUB. COMM. I/M		
Judith F. Hill (9) (915) 336-8579 - Ft. Stockton (915) 367-6459 - Midland	Cust. Svcs. Tech.	8
	Coin Col.	1
MANAGER-PUB. COMM. I/M		
Edward E. Smith (4) (806) 797-1893	Cust. Svcs. Tech.	3
	Coin Col.	1
MANAGER-PUB. COMM. I/M		
Nelda Hamilton (7) (817) 772-1751	Cust. Svcs. Tech.	7
MANAGER-PUB. COMM. I/M		
Richard Pollok (8) (512) 870-3484	Cust. Svcs. Tech.	8
MANAGER-PUB. COMM. I/M		
Barney Sifuentes (10) (512) 870-3487	Cust. Svcs. Tech.	4
	Coin Col.	6
	Oprs. Clk.	2

FOR ADDITIONAL SUBORDINATES SEE CHART 25

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MKTG. CUST. SVCS.
James R. Reed (565)
(512) 820-7676

DISTRICT MANAGER-MARKETING OPERATIONS — See Chart 72
Jane Burchard (68)
(512) 820-6195

DISTRICT MANAGER-SALES/ SERVICE CENTER (San Antonio) — See Chart 73
E. Wayne Nanney (164)
(512) 820-7725

DISTRICT MANAGER-SALES/ SERVICE CENTER (Corpus Christi) — See Chart 75
Harold R. Johnson (162)
(512) 881-2233

DISTRICT MANAGER-SALES/ SERVICE CENTER (San Antonio) — See Chart 77
Marcus Semmelmann (166)
(512) 820-8051

SECRETARY TO DIVISION MANAGER-MARKETING CUSTOMER SERVICES
Yolanda DeLeon
(512) 820-7677

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (503)
(512) 820-7676

DISTRICT MANAGER-MARKETING OPERATIONS
Jane Burchard (68)
(512) 820-6195

- AREA MANAGER-MARKETING ADMINISTRATIVE — Sr. Steno. 2
  - Genevieve J. Modarelli (4)
    (512) 820-6193
    - MANAGER-MARKETING ADMINISTRATIVE — Sr. Steno. 1
      - Cathy Schmidt (1)
        (512) 820-6426
- AREA MANAGER-SALES/SERVICE CENTER
  - Michael Everett (4)
    (512) 820-6176
    - MANAGER-MARKETING METHODS — Sr. Steno. 1
      - Elvia Gonzales (1)
        (512) 820-6421
    - MANAGER-SALES/SERVICE CENTER — Sr. Rec. Clk. 1
      - George N. Coultress (1)
        (512) 820-6483
- AREA MANAGER-SALES/SERVICE CENTER — Sr. Steno. 1
  - Teofilo Moreno (58)
    (512) 820-6189
    - MANAGER-SERVICE BUREAU — Rec. Clk. 10
      - Pat Rodriguez (10)
        (512) 820-7048
    - MANAGER-SALES/SERVICE CENTER — Rec. Clk. 10
      - Dorothy Morgan (10)
        (512) 820-7520
    - MANAGER-SERVICE ORDER COMPLETION — Svc. Ord. Wrtr. 10; FA Clk. 3
      - Yolanda G. Guadiana (13)
        (512) 820-6410
        (512) 881-2535
    - MANAGER-SERVICE BUREAU — Rec. Clk. 9
      - Romelia Barrera (9)
        (512) 870-6930
    - MANAGER-SERVICE CENTER — Rec. Clk. 10
      - Pauline Harper (10)
        (512) 870-6172

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (565)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (San Antonio)
E. Wayne Nanney (168)
(512) 820-7725

AREA MANAGER-SALES/SERVICE CENTER | Steno 1
Joel I. Munis (55)
(512) 820-8082

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 10
Cathy Scott (10)
(512) 820-6738

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 10
Sharyn V. Hall (10)
(512) 820-6572

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 10
Kathryn Ridings (10)
(512) 820-7475

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 9
Jessie J. Harbert III (9)
(512) 820-6921

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 10
Christine Thomas (10)
(512) 820-7476

MANAGER-SALES/SERVICE CENTER | Sr. Rec. Clk. 3
Aimee Fite (3)
(512) 820-5999

FOR ADDITIONAL SUBORDINATES SEE CHART 74

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (565)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (San Antonio)
E. Wayne Nanney (168)
(512) 820-7725

AREA MANAGER-SALES/SERVICE CENTER — Bus. Ofc. Clk. 1
Janie Braun (51)
(512) 820-6659

- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
  Rachel Campos (10)
  (512) 820-6514
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
  Maxine Scott (9)
  (512) 820-6223
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
  Nancy Valdez (10)
  (512) 820-5170
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 7
  Emily Luna (7)
  (512) 820-6923
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
  Sue Harris (9)
  (512) 820-6738

AREA MANAGER-SALES/SERVICE CENTER — Steno 1
Jo N. Tarvin (53)
(512) 820-6606

- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
  Maria Y. Nious (8)
  (512) 820-6236
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
  Lisa Villarreal (9)
  (512) 820-6283
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 11
  Carol Pedraza (11)
  (512) 820-5171
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
  Tanya L. Tidrick (10)
  (512) 820-6039
- MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
  Judith M. Fletcher (9)
  (512) 820-6526

SECRETARY TO
DISTRICT MANAGER-SALES/SERVICE CENTER
Anne Guyer
(512) 820-7727

003195

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MKTG. CUST. SVCS.
James R. Reed (565)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (San Antonio)
Marcus Semmelmann (166)
(512) 820-8051

AREA MANAGER-SALES/SERVICE CENTER — Stenp 1
Natalie A. Rivas (46)
(512) 820-7474

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Gloria Slataper (9)
(512) 820-7477

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Pat Hunt (9)
(512) 820-7478

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Dorothy Thompson (9)
(512) 820-5816

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
Sandy Fisher (14) — Svc. Ord. Wrtr. 2
(512) 820-8018 — Rec Clk. 4

AREA MANAGER-FACC
Jesse Garcia (32)
(512) 820-7770

MANAGER-FACC — FA Rep. 6
Shirley Cruickshank (11) — FA Clk. 5
(512) 820-6913

MANAGER-FACC — FA Rep. 9
Belia Maldonado (9)
(512) 820-7025

MANAGER-FACC — FA Rep. 9
Colleen Haight (9)
(512) 820-5728

AREA MANAGER-SALES/SERVICE CENTER — Bus. Ofc. Clk. 1
Will Howorth (54)
(512) 820-7662

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Becky Rendon (10)
(512) 820-7091

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Shirley Clifton (10)
(512) 820-7093

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Frank Olivencia (10)
(512) 820-5817

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Mary Jane Rodriguez (9)
(512) 820-7089

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Anna Gonzales (9)
(512) 820-7092

FOR ADDITIONAL SUBORDINATES SEE CHART 77b

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MKTG. CUST. SVCS.
James R. Reed (565)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (San Antonio)
Marcus Semmelmann (166)
(512) 820-8051

AREA MANAGER-SALES/SERVICE CENTER (Laredo) — Sr. Typist 1
Tomas Garza (29)
(512) 727-6703

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
Olivia Garza-Gongora (8)
(512) 727-6704

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Sylvia Solis (9)
(512) 727-6850

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
Peggy Puig (8)
(512) 727-6705

SECRETARY-DISTRICT MANAGER-SALES/SERVICE CENTER
Debbie Price
(512) 820-8053

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Chart 77b

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

GENERAL MANAGER-MARKETING (TEXAS) (SAN ANTONIO)

Phillip R. Howard (1482)
(512) 377-5855

DISTRICT MANAGER-MARKETING ADMINISTRATIVE — See Chart 79

David L. Burns (18)
(512) 377-5377

DIVISION MANAGER-MARKETING BUSINESS SALES - HOUSTON — See Chart 80

Robert S. Campbell (463)
(713) 939-5500

DIVISION MANAGER-MARKETING BUSINESS SALES - DALLAS — See Chart 89

Theodore E. Bernard (482)
(214) 464-4400

DIVISION MANAGER-MARKETING BUSINESS SALES - AUSTIN — See Chart 98

JAMES A. COWAN (512)
(512) 870-4631

DIVISION MANAGER-MARKETING BUSINESS SALES - DALLAS

John R. Clark, Jr. (1)
(214) 464-2561

SECRETARY TO DIVISION MANAGER-MARKETING BUSINESS SALES

Sue Cannedy
(214) 464-1123

SECRETARY TO GENERAL MANAGER-MARKETING (TEXAS)

Frances Felts
(512) 377-5706

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

GENERAL MANAGER-MARKETING (TEXAS) (SAN ANTONIO)

Phil Howard (1482)
(512) 377-5855

DISTRICT MANAGER-MARKETING ADMINISTRATIVE

David L. Burns (18)
(512) 377-5377

AREA MANAGER-MARKETING PERSONNEL	MANAGER-MARKETING PERSONNEL
Ivan L. Estes (2) (512) 377-5859	Joyce E. Rummel (512) 377-5862

AREA MANAGER-MARKETING OPERATIONS	AREA MANAGER-MARKETING OPERATIONS
Timothy A. Bailey (2) (512) 377-5721	Patricia A. Franklin (512) 377-5993

AREA MANAGER-MARKETING OPERATIONS

Patricia M. Carvel
(512) 377-6551

AREA MANAGER-SALES SUPPORT

Richard C. Fasnacht
(512) 377-6208

AREA MANAGER-SALES PLANNING	MANAGERS-MARKETING OPERATIONS	Sr. Stenographer 3
Ruben Ortiz (5) (512) 377-6213	Sandra Rivera (512) 377-5861 Kathy L. McClain (512) 377-5771	

AREA MANAGER-MARKETING TECHNICAL	MANAGER-MARKETING OPERATIONS
Teresa M. Goodwin (512) 377-5301	Mike De Leon (512) 820-5198

AREA MANAGER-MARKETING COG

Charles R. Miller
(512) 377-5844

AREA MANAGER-MARKETING TECHNICAL	MANAGER-MARKETING TECHNICAL
Curtis Browne (512) 377-6214	Cheryl Blanchette (512) 377-5158

Sr. Stenographer 1

Chart 79

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MKTG. BUS. SALES

JAMES A. COWAN (512)
(512) 870-4631

DISTRICT MANAGER-MARKETING BUSINESS SALES (SAN ANTONIO)

E. Duane Wilson (142)
(512) 820-5757

AREA MANAGER-BUSINESS SALES

Robert R. Vela (20)
(512) 820-5770

SENIOR ACCOUNT EXECUTIVE

Irene Huron
(512) 820-5772

ACCOUNT EXECUTIVE

Bill Benavides
(512) 820-5740
Donna Alley
(512) 820-5755
Sandy Kubena
(512) 820-5756

MANAGER-BUS. SALES ADM.

Sara J. Kirk (7)
(512) 820-5751

Comm. Consultants 5
Senior Stenographers 2

MANAGER-SALES/SERVICE CENTER

Hilary Kavy (7)
(512) 820-6016

Svc. Representatives 7

AREA MANAGER-BUSINESS SALES

Mike Lee (20)
(512) 820-5771

SENIOR ACCOUNT EXECUTIVE

Richard L. Bragg
(512) 820-5741
Sylvia A. Dukes
(512) 820-5775
Robert Schaefer
(512) 820-5750

ACCOUNT EXECUTIVE

Katy Swanson
(512) 820-5754

MANAGER-BUS. SALES ADM.

Rudy Lopez (7)
(512) 820-5767

Comm. Consultants 4
Senior Stenographers 3

MANAGER-SALES/SERVICE CENTER

Carroll Fisher (7)
(512) 820-6160

Svc. Representatives 7

AREA MANAGER-SALES/SERVICE CENTER

Peggy G. Trees (32)
(512) 820-6251

MANAGER-SALES/SERVICE CENTER

Roland Mendez (10)
(512) 820-5555

Svc. Representatives 10

MANAGER-SALES/SERVICE CENTER

Olga Rios (9)
(512) 820-6706

Svc. Representatives 9

MANAGER-SALES/SERVICE CENTER

Dolores Flores (10)
(512) 820-6269

Svc. Representatives 10

For Additional Subordinates See Chart 102

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1988

DIVISION MANAGER-MKTG. BUS. SALES
JAMES A COWAN (512)
(512) 870-4631

DISTRICT MANAGER-MARKETING BUSINESS SALES (SAN ANTONIO)

E. Duane Wilson (142)
(512) 820-5757

AREA MANAGER-SALES SERVICE CENTER

Raymar E. Tedford, Jr. (37)
(512) 820-6154

Comm. Consultant	2
Svc. Representatives	2
Service Order Writer	1
Assistant Clerk	1

MANAGER-SALES/SERVICE CENTER

Ronay Cromer (6)
(512) 820-6150

Svc. Representatives	13
Service Order Writer	1

MANAGER-SALES/SERVICE CENTER

Mary Kaye Shandera (14)
(512) 820-6156

Svc. Representatives	13
Service Order Writer	1

MANAGER-SALES/SERVICE CENTER

Urcie Allen (14)
(512) 820-6015

AREA MANAGER-SERVICE ORDERS

Hattie B. Wood (23)
(512) 820-6171

MANAGER-SALES/SERVICE CENTER

Kay Burleson (8)
(512) 820-6141

Svc. Representatives	6
Service Order Writers	2

MANAGER-BUS. SERVICE ORDERS

Janet Sczech (13)
(512) 820-6303

Service Order Writers	13

MANAGER-BUS. SLS. ADM.

Peggy Tedford
(512) 841-0000

MANAGER-SALES AGENCY

MARY PAULE (2)
(512) 820-5736

Comm. Consultant	1
Svc. Representative	1

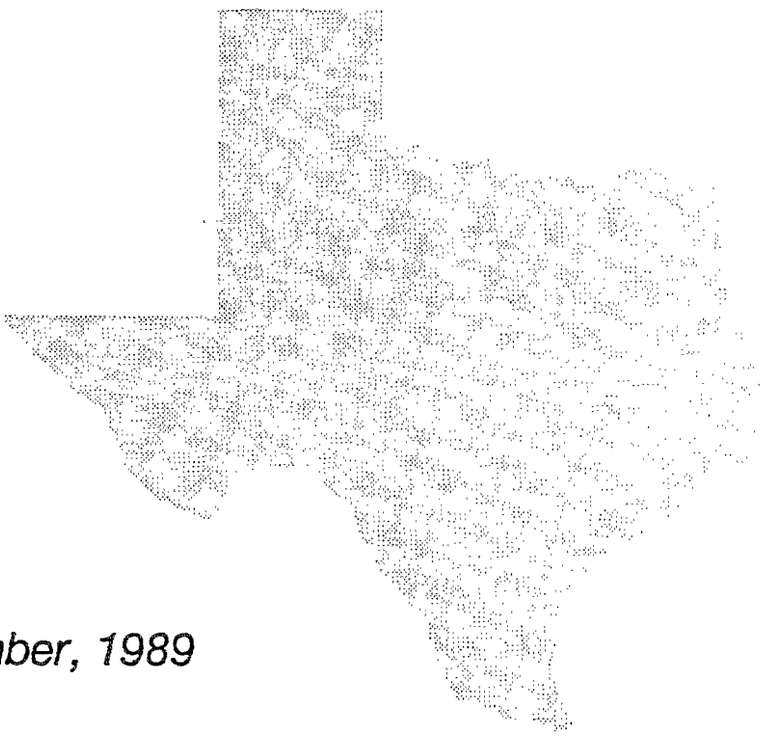
SECRETARY TO DISTRICT MANAGER-MARKETING BUSINESS SALES

Joanna M. Adamek
(512) 820-5759

003201

ORGANIZATION CHARTS
TEXAS

Marketing Segment



September, 1989

Issued By The
VICE PRESIDENT–MARKETING (TEXAS)

Southwestern Bell Telephone Company

ORGANIZATION CHARTS
MARKETING DEPARTMENT

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8	District Manager-Marketing Budgets/Mechanization - San Antonio
10	District Manager-Forecasting - Dallas
12	Division Manager-Strategic Marketing - San Antonio
13	District Manager-Marketing Product Support - San Antonio
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23	District Manager-Public Communications - Houston
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26	District Manager-Marketing COG - Dallas
29	Division Manager-Regional Marketing - Dallas
30	District Manager-Regional Marketing - Dallas
30	District Manager-Regional Marketing Administrative - Dallas
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51 Division Manager–Marketing Customer Services – Fort Worth/Dallas
52 District Manager–Marketing Operations – Fort Worth/Dallas
54 District Manager–Sales/Service Center – Fort Worth (Midcities)
56 District Manager–Sales/Service Center – Fort Worth (West)
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62 Division Manager–Marketing Customer Services – Houston
63 District Manager–Marketing Operations – Houston
65 District Manager–Sales/Service Center – Houston (Northeast)
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73 Division Manager–Marketing Customer Services – San Antonio
74 District Manager–Marketing Operations – San Antonio
75 District Manager–Sales/Service Center – San Antonio/Laredo
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79 District Manager–Sales/Service Center – San Antonio

80 GENERAL MANAGER–MARKETING (TEXAS) – San Antonio
81 District Manager–Marketing Administrative

82 Division Manager–Sales/Service Center – Houston
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88 District Manager–Sales/Service Center – San Antonio
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96 Division Manager–Marketing Business Sales – Houston
97 District Manager–Marketing Business Sales – Houston
99 District Manager–Marketing Business Sales – Houston
102 District Manager–Marketing Business Sales – Houston

104 Division Manager–Marketing Business Sales – Dallas
106 District Manager–Marketing Business Sales – Dallas
108 District Manager–Marketing Business Sales – Dallas
110 District Manager–Marketing Business Sales – Dallas

112 Division Manager–Marketing Business Sales – Austin
113 District Manager–Marketing Business Sales – Austin
115 District Manager–Marketing Business Sales – San Antonio
117 District Manager–Marketing Business Sales – Corpus Christi
118 District Manager–Marketing Business Sales – Lubbock

120 Division Manager–Marketing Business Sales – Ft. Worth
120 District Manager–Marketing Operations – Ft. Worth
121 District Manager–Marketing Business Sales – Ft. Worth

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

**'ICE PRESIDENT-
ARKETING (TEXAS)**
Vayne S. Alexander (5837)
12) 222-3131

**DIVISION MANAGER-
MARKETING ADM.**
William R. Dunbar (125)
(512) 222-3683

**DISTRICT MANAGER-
FORECASTING** — See Chart 4
Ruben Garcia III (33)
(512) 222-3221

**DISTRICT MANAGER-
MARKETING OPERATIONS** — See Chart 6
Robert E. McNamara (30)
(512) 222-3848

**DISTRICT MANAGER-MARKETING
BUDGETS/MECHANIZATION** — See Chart 8
Larry Laine (25)
(512) 222-3411

DISTRICT MANAGER-FORECASTING — See Chart 10
Dortha H. Haws (28)
(214) 464-2597

AREA MANAGER-MARKETING PERSONNEL — See Chart 3
Mary Alice Campos (3)
(512) 222-3216

**SECRETARY, DIVISION MANAGER-
MARKETING ADMINISTRATION**
Debbie Williams
(512) 222-5003

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Chart 2

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

VISION MANAGER-
ARKETING ADMIN.

illiam R. Dunbar (128)
12) 222-3683

DISTRICT MANAGER-FORECASTING

Ruben Garcia III (33)
(512) 222-3221

MANAGER-FORCASTING

Rachel Castaneda
(512) 222-6024

AREA MGR.-FORECASTING (SA)

Raul Cortez (9)
(512) 222-6024

Sr. Steno	1
Sr. Rec. Clk.	1

MANAGERS-FORECASTING (SA)

Hershel Ankrom
(512) 222-3904
Michael Medina
(512) 222-3195
Gloria Rochester
(512) 222-3157
Orlando Segura
(512) 222-3744
Rose Flores
(512) 222-5904
Glenn Crumpton
(512) 222-3743
Ron Crawley
(512) 222-5256

AREA MGR.-FORECASTING (AUSTIN)

Gene Fischer (5)
(512) 870-3102

Sr. Steno	1

MANAGERS-FORECASTING (AUSTIN)

Louisa Alaniz
(512) 870-3128
Bill Sewell
(512) 870-3101
Charles Hubert
(512) 870-3103
Bronnie Martin
(512) 870-3111

FOR ADDITIONAL SUBORDINATES SEE CHART 5

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

IVISION MANAGER-
IARKETING ADMIN.

'illiam R. Dunbar (128)
·12) 222-3683

DISTRICT MANAGER-MARKETING OPERATIONS

Robert E. McNamara (30)
(512) 222-3848

AREA MANAGER-
MARKETING METHODS

Helen Frazee (4)
(512) 222-3855

MANAGER-
MARKETING METHODS — Sr. Steno 1

Vonnie Brysch
(512) 222-5991

MANAGER-
MARKETING METHODS — Sr. Steno 1

Annie Alexander
(512) 222-5992

AREA MANAGER-
MARKETING OPERATIONS

Jerry Hennig (2)*
(512) 222-3344

MANAGER-
MARKETING METHODS — Sr. Steno 1

John T. Morris (1)
(512) 222-3847

AREA MANAGER-
MARKETING OPERATIONS

Glynda Merritt (3)
(512) 222-3840

MANAGER-
MARKETING OPERATIONS — Sr. Steno 1

Dianna Kowalik (1)
(512) 222-5637

MANAGER-
MARKETING METHODS

David Espinoza
(512) 222-5920

AREA MANAGER-
MARKETING METHODS

Ethyl Riggs (4)
(512) 222-3116

MANAGER-
MARKETING METHODS — Sr. Steno 1

Connie F. Nanney (1)
(512) 222-5853

MANAGER-
MARKETING METHODS

Ida M. Singleton
(512) 222-3147

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MANAGER-
MARKETING METHODS

Janie Kellner
(512) 222-3147

Sr. Steno 1

FOR ADDITIONAL SUBORDINATES SEE CHART 7

* On Loan

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DIVISION MANAGER-MARKETING ADMIN.
William R. Dunbar (128)
(512) 222-3683

DISTRICT MANAGER-MARKETING OPERATIONS
Robert E. McNamara (30)
(512) 222-3848

AREA MANAGER-MARKETING METHODS
Beverly P. Grogan (3)
(512) 222-5530

MANAGERS-MARKETING METHODS — Sr. Steno 1
Martha S. Statzer (1)
(512) 222-5922
Ann Crum
(512) 222-3853

AREA MANAGER-MARKETING METHODS
Mary Burnett (3)
(713) 978-4988

MANAGER-MARKETING METHODS — Sr. Rec. Clk. 1
Jeanette Moody (1)
(713) 978-4994

MANAGER-MARKETING METHODS
Gloria Zwahr
(713) 978-4875

AREA MANAGER-MARKETING PERSONNEL — Sr. Steno 1
Margie Dear (1)
(512) 222-5921

MANAGER MARKETING OPERATIONS — Sr. Steno 1
Janet M. Fuller (1)
(512) 222-3880

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Chart 7

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

IVISION MANAGER-
ARKETING ADMIN.

illiam R. Dunbar (128)
12) 222-3683

DISTRICT MANAGER-MARKETING BUDGETS/MECH.

Larry Laine (25)
(512) 222-3411

AREA MANAGER-
MARKETING BUDGETS

Kathy McClain (2)
(512) 222-5692

MANAGER-
MARKETING BUDGETS

Terri Williams
(512) 222-3211
Lois Morgado
(512) 222-5237

AREA MANAGER-
MARKETING MECHANIZATION

Mark Harrison (3)
(512) 222-3079

MANAGER-
MARKETING MECHANIZATION — Sr. Steno 1

Blanca Velazquez (1)
(512) 222-5790

MANAGER-
MARKETING MECHANIZATION

Gilbert Garza
(512) 222-4680

AREA MANAGER-MKTG.
REV. FORCST. & ANALYZ.

Robert E. Cole (3)
(512) 222-4682

MANAGER-MKTG.
REV. FORCST. & ANALYZ. — Sr. Steno 1

Janice Miller (1)
(512) 222-5215

MANAGER-MKTG.
REV. FORCST. & ANALYZ.

Mary Botello
(512) 222-6023

AREA MANAGER-
MARKETING METHODS

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Philip Strauch (4)
(512) 222-3212

MANAGER
MARKETING OPERATIONS — *Records Clk. 2

Virginia Bruton (3)
(512) 222-5108 — Sr. Steno 1

Sr. Steno 1

FOR ADDITIONAL SUBORDINATES SEE CHART 9

Chart 8

*Borrowed

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
September 1, 1989

DIVISION MANAGER-STRATEGIC MARKETING
Maynard J. Belson (35)
(512) 222-5611

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT — See Chart 13
Philip D. Matthews (12)
(512) 377-5703

DISTRICT MANAGER-MARKET MANAGEMENT — See Chart 14
Chris Bowers (16)
(512) 377-6304

DISTRICT MANAGER-MARKETING REGULATORY SUPPORT
Larry L. McClellan (3)
(512) 870-3891

- **AREA MANAGER-MARKETING REGULATORY SUPPORT** — Sr. Steno 1
  Pat Rios-Saenz (1)
  (512) 870-3892
- **AREA MANAGER-MARKETING REGULATORY SUPPORT**
  Frank Gracely
  (512) 870-3893

SECRETARY TO DIVISION MANAGER-STRATEGIC MARKETING
Nancy Robbins
(512) 222-5613

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
September 1, 1989

VISION MANAGER-
TRATEGIC MARKETING

aynard J. Belson (33)
12) 222-5611

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT

Philip D. Matthews (12)
(512) 222-7703

AREA MANAGER-MARKETING PRODUCT SUPPORT

Louis Sternberg
(512) 222-7171
Alex Travieso
(512) 222-7749

AREA MANAGER-MARKETING PRODUCT SUPPORT

Homer A. Schott (4)
(512) 222-7215

MANAGER-MARKETING PRODUCT SUPPORT

William D. Lashbrook
(512) 222-7309
Donald F. Stelzer
(512) 222-7240
Mary E. Fullen
(512) 222-5808
Dewey Clark
(512) 222-7955

AREA MANAGER-MARKETING PRODUCT SUPPORT

Art Sinclair
(214) 464-2844

AREA MANAGER-MARKETING PRODUCT SUPPORT

Ruthmary Carol Norman (2)
(512) 222-7603

MANAGER-MARKETING PRODUCT SUPPORT

Betty Winder (1)
(512) 222-7538

Sr. Steno 1

Sr. Steno 1

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DIVISION MANAGER-PUBLIC COMMUNICATIONS
Joe D. Cochran (516)
(512) 222-3604

DISTRICT MANAGER-PUBLIC COMMUNICATIONS OPERATIONS — See Chart 18
Sandra Wagner (21)
(512) 222-5015

DISTRICT MANAGER-PUBLIC COMMUNICATIONS SALES — See Chart 19
Jerry L. Melson (46)
(512) 650-8334

DISTRICT MANAGER-PUBLIC COMMUNICATIONS — See Chart 20
Jerry L. Daffern (193)
(817) 640-1027

DISTRICT MANAGER-PUBLIC COMMUNICATIONS — See Chart 23
Welton C. Holsome (251)
(713) 974-8450

SECRETARY, DIVISION MANAGER-PUBLIC COMMUNICATIONS
Geralyn M. Gray
(512) 222-3605

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

IV. MGR.-
UB. COMM.

oe D. Cochran (516)
512) 222-3604

DIST. MGR.-
PUB. COMM. OPERS.

Sandra L. Wagner (21)
(512) 222-5015

Sr. Steno 1

AREA MGR-
PUB. COMM. METHODS

Leonard A. Berry (4)
(512) 222-3472

MANAGERS-
PUB. COMM. METHODS

Jackie S. Honea
(512) 222-5107
Raymond C. Lange
(512) 222-5320
Ed Kelley
(512) 222-3385

Sr. Steno 1

AREA MGR.-
PUB. COMM. METHODS

Louis A. Faust, Jr. (4)
(512) 222-6437

MANAGERS-
PUB. COMM. METHODS

Patricia A. Carroll
(512) 222-5520
Dorothy M. Stolle
(512) 222-7136

MANAGER-
PUB. COMM. ADMIN.

Terry L. Moore
(512) 222-5543

Sr. Steno 1

AREA MGR.-
PUB. COMM. PROD. SUPPORT

Shirlyn N. Hutchings (3)
(512) 222-6287

MANAGERS-
PUB. COMM. METHODS

Danese Biela (1)
(512) 222-5253

MANAGER-
PUB. COMM. OPRS.

Mary Ann Sepulveda
(512) 222-3225

Sr. Steno 1

AREA MANAGER-
PUBLIC COMMUNICATIONS
PERSONNEL

Marvin P. King, Sr. (5)
(512) 222-6286

MANAGERS-
PUB. COMM. SECURITY

Virginia R. Self
(713) 974-8498
Leslie M. Miles
(817) 640-8017
Beth Sells
(915) 334-2021
John H. Webber, III
(512) 650-8344

Sr. Steno 1

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DIV. MGR.-
PUB. COMM.

Joe D. Cochran (515)
(512) 222-3604

DIST. MGR.-
PUB. COMM. SALES

Jerry L. Melson (46)
(512) 650-8334

AREA MGR.-
PUB. COMM. SALES

Mark A. Koepp (13)
(512) 650-8336

MANAGER-
PUB. COMM. SALES

Esther Arias
(512) 820-6692

MANAGER-
PUB. COMM. SALES

Lynda Marino (11)
(512) 820-6216

Pay Tel. Consit.	8
Proj. Clk.	1
Svc. Ord. Wrtr.	1
Svc. Rep.	1

AREA MGR.-
PUB. COMM. SALES

Orlando E. Castillo (14)
(817) 794-1231

MANAGER-
PUB. COMM. SALES

Barbara Osborne
(817) 794-1230

MANAGER-
PUB. COMM. SALES

Frank Gomez (12)
(817) 794-1231

Pay Tel. Consit.	8
Oprs. Clk.	1
Rec. Clk.	1
Svc. Rep.	2

AREA MGR.-
PUB. COMM. SALES

Linda Jackson (15)
(713) 778-2905

MANAGER-
PUB. COMM. SALES

Cheryl L. Tolliver (1)
(713) 778-2900

Svc. Rep.	1

MANAGER-
PUB. COMM. SALES

Amando (Joe) Landin (6)
(713) 778-2909

Pay Tel. Consit.	4
Svc. Ord. Wrtr.	1
Svc. Rep.	1

MANAGER-
PUB. COMM. SALES

Shelley Ragsdale (5)
(713) 778-2703

Pay Tel. Consit.	4
Sr. Rec. Clk.	1

SEC., DIST. MGR.-
PUB. COMM. SALES

Melinda Vega
(512) 650-8333

Chart 19

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DIVISION MANAGER-
MKTG. CUST. SVCS.

James R. Reed (582)
(512) 820-7676

DISTRICT MANAGER-MARKETING OPERATIONS — See Chart 74

Barbra Bowden (67)
(512) 820-6195

DISTRICT MANAGER-SALES/
SERVICE CENTER (SA/Laredo) — See Chart 75

Jane Burchard (192)
(512) 820-7725

DISTRICT MANAGER-SALES/
SERVICE CENTER (Corpus Christi) — See Chart 77

Harold R. Johnson (164)
(512) 881-2233

DISTRICT MANAGER-SALES/
SERVICE CENTER (BLG/COLL) — See Chart 79

Marcus Semmelmann (154)
(512) 820-8051

SECRETARY TO DIVISION MANAGER-MARKETING CUSTOMER SERVICES

Cynthia Arteaga
(512) 820-7677

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

IVISION MANAGER-
1KTG. CUST. SVCS. -
ames R. Reed (582)
512) 820-7676

DISTRICT MANAGER-MARKETING OPERATIONS — Sr. Steno. 1
Barbara Bowden (67)
(512) 820-6195

AREA MANAGER-MARKETING ADMINISTRATIVE — Sr. Steno. 1
Genevieve J. Modarelli (4)
(512) 820-6193

MANAGER-MARKETING ADMINISTRATIVE — Sr. Steno. 0
Cathy Schmidt (1)
(512) 820-6426

AREA MANAGER-SALES/SERVICE CENTER
Michael Everett (4)
(512) 820-6176

MANAGER-MARKETING METHODS — Sr. Steno. 1
Marla Nious (1)
(512) 820-6421

MANAGER-SALES/SERVICE CENTER — Sr. Rec. Clk. 1
Maxine Scott (1)
(512) 820-6483

AREA MANAGER-SALES/SERVICE CENTER — Sr. Steno. 1
Teofilo Moreno (57)
(512) 820-6189

MANAGER-SERVICE BUREAU — Rec. Clk. 9
Enrique Tamez (9)
(512) 820-7048

MANAGER-SALES/SERVICE CENTER — Rec. Clk. 11
JoElla Koerner (11)
(512) 820-7520

MANAGER-SERVICE ORDER COMPLETION — Svc. Ord. Wrtr. 8; Rec. Clk. 2
Yolanda G. Guadiana (10)
(512) 820-6410
(512) 881-2535

MANAGER-SERVICE BUREAU — Rec. Clk. 11
Romelia Barrera (11)
(512) 870-6930

MANAGER-SERVICE CENTER — Rec. Clk. 10
Pauline Harper (10)
(512) 870-6172

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DIVISION MANAGER-
MKTG. CUST. SVCS. -
James R. Reed (582)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (SA/Laredo)
Jane Burchard (192)
(512) 820-7725

AREA MANAGER-SALES/SERVICE CENTER — Steno 1
Tomas Garza (53)
(512) 820-8082

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Cathy Scott (9)
(512) 841-0403

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Sharyn V. Hall (10)
(512) 820-6572

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
Andrea Ybarra (8)
(512) 820-7475

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Shirley Clifton (10)
(512) 820-6921

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Christine Thomas (9)
(512) 820-7476

MANAGER-SALES/SERVICE CENTER
Tanya Tidrick
(512) 820-6039

AREA MANAGER-SALES/SERVICE CENTER (Laredo) — Bus. Ofc. Clk. 1
Elvia Gonzalez (30)
(512) 727-6703

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
Olivia Garza-Gongora (8)
(512) 727-6704

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Sylvia Solis (9)
(512) 727-6850

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Peggy Puig (9)
(512) 727-6705

MANAGER-SALES/SERVICE CENTER
Pat Rodriguez
(512) 820-6641

SECRETARY-DISTRICT MANAGER-SALES/SERVICE CENTER — Sr. Steno. 1
Anne Guyer (1)
(512) 820-7727

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (582)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (SA/Laredo)
Jane Burchard (192)
(512) 820-7725

AREA MANAGER-SALES/SERVICE CENTER — Bus. Ofc. Clk. 1
Tomas Garza (50)
(512) 820-6659

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Frank Olivencia (9)
(512) 820-6514

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
Rebecca Rendon (8)
(512) 820-6223

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
Nancy Valdez (8)
(512) 820-5170

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Emily Luna (10)
(512) 820-6923

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Donna Johnson (9)
(512) 841-0945

AREA MANAGER-SALES/SERVICE CENTER — Steno 1
Jo N. Tarvin (52)
(512) 820-6606

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Belia Maldonado (10)
(512) 820-6236

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
Lisa Villarreal (10)
(512) 820-6283

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
Carol Pedraza (8)
(512) 820-5171

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
Sue Harris (9)
(512) 820-6738

MANAGER-SALES/SERVICE CENTER — Svc. Rep. 8
Judith M. Fletcher (8)
(512) 820-6526

MANAGER-SALES/SERVICE CENTER
Michelle Kwan
(512) 820-6606

FOR ADDITIONAL SUBORDINATES SEE CHART 77

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DIVISION MANAGER-
MKTG. CUST. SVCS. -
ames R. Reed (582)
512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (Blg/Coll)

Marcus Semmelmann (154)
(512) 820-8051

- MANAGER-SALES/SERVICE CENTER — Sr. Rcds. Clk. 5
  - Sandy Fisher (5)
    (512) 820-5999

- AREA MANAGER-SALES/SERVICE CENTER — Steno 1
  - Natalie A. Rivas (44)
    (512) 820-7474
    - MANAGER-SALES/SERVICE CENTER — Svc. Rep. 2
      - Gloria Slataper (9) — FA Rep. 7
        (512) 820-7477
    - MANAGER-SALES/SERVICE CENTER — FA Rep. 9
      - Pat Hunt (9)
        (512) 820-7478
    - MANAGER-SALES/SERVICE CENTER — Svc. Rep. 1
      - Dorothy Thompson (11) — FA Rep. 9; Ofc. Cler. Asst. 1
        (512) 820-5816
    - MANAGER-SALES/SERVICE CENTER — FA Rep. 10
      - Shirley Cruickshank (10)
        (512) 841-0696
  - AREA MANAGER-FACC — Bus. Ofc. Clk. 2
    - Jesse Garcia (30)
      (512) 820-7770
      - MANAGER-FACC — FA Rep. 9
        - Willie Cuellar (9)
          (512) 820-6913
      - MANAGER-FACC — FA Rep. 8
        - Yolanda DeLeon (8)
          (512) 820-7025
      - MANAGER-FACC — FA Rep. 8
        - Kathy Rodriguez (8)
          (512) 820-5728
  - AREA MANAGER-SALES/SERVICE CENTER — Bus. Ofc. Clk. 1
    - Stuart Dudley (70)
      (512) 820-7662
      - MANAGER-SALES/SERVICE CENTER — Svc. Rep. 10
        - Reba Sneed (10)
          (512) 820-7091
      - MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
        - Jesse Harbert (9)
          (512) 820-7093
      - MANAGER-SALES/SERVICE CENTER — Svc. Rep. 13
        - Carmen Roberts (13)
          (512) 820-5817
      - MANAGER-SALES/SERVICE CENTER — Svc. Rep. 11
        - Mary Jane Rodriguez (11)
          (512) 820-7089
      - MANAGER-SALES/SERVICE CENTER — Svc. Rep. 9
        - Urcie Allen (9)
          (512) 820-7092
      - MANAGER-SALES/SERVICE CENTER — Svc. Rep. 11
        - Colleen Haight (11)
          (512) 820-8018

SECRETARY TO DISTRICT MANAGER-SALES/SERVICE CENTER

Debbie Price
(512) 820-8053

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Chart 79

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

ENERAL MANAGER-
ARKETING (TEXAS)
AN ANTONIO)

ill Howard (1698)
12) 351-7800

DISTRICT MANAGER-MARKETING ADMINISTRATIVE — See Chart 81

David L. Burns (19)
(512) 351-7805

DIVISION MANAGER-SALES/SERVICE CENTER — See Chart 82

Joe A. Ramsey (913)
(713) 983-1300

DIVISION MANAGER-MARKETING BUSINESS SALES - HOUSTON — See Chart 96

Ricardo A. Gamez (262)
(713) 939-5500

DIVISION MANAGER-MARKETING BUSINESS SALES - DALLAS — See Chart 104

Theodore E. Bernard (173)
(214) 464-4400

DIVISION MANAGER-MARKETING BUSINESS SALES - AUSTIN — See Chart 112

James A. Cowan (247)
(512) 870-4631

DIVISION MANAGER-MARKETING BUSINESS SALES - FT. WORTH — See Chart 120

Bill D. Serrault (77)
(817) 338-6556

SECRETARY TO GENERAL MANAGER-MARKETING (TEXAS)

Frances Felts
(512) 351-7803

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

GENERAL MANAGER-
MARKETING (TEXAS)
(SAN ANTONIO)

Phil Howard (1698)
(512) 351-7800

DISTRICT MANAGER-
MARKETING ADMINISTRATIVE

David L. Burns (19)
(512) 351-7805

AREA MANAGER-MARKETING PERSONNEL	MANAGER-MARKETING PERSONNEL	Sr. Stenographer 1
Jim Covington (2) (512) 351-7819	Joyce E. Rummel (1) (512) 351-7820	

AREA MANAGER-MARKETING OPERATIONS	MANAGER-MARKETING OPERATIONS
Mary Paule (1) (512) 351-7810	Cheryl Blanchette (512) 351-7838

AREA MANAGER-
SALES SUPPORT

Richard C. Fasnacht
(512) 351-7821

AREA MANAGER-SALES PLANNING	MANAGERS-MARKETING OPERATIONS	Sr. Stenographer 2
Ruben Ortiz (4) (512) 351-7830	Sandra Rivera (512) 351-7818 Nancy Gee (512) 351-7840	

AREA MANAGER-MARKETING TECHNICAL	MANAGER-MARKETING OPERATIONS
Yvonne Ridenhour (1) (512) 351-7831	Sara J. Kirk (512) 351-7832

AREA MANAGER-MARKETING COG	MANAGER-MARKETING OPERATIONS	Sr. Stenographer 1
Charles R. Miller (2) (512) 351-7822	Peggy Tedford (1) (512) 351-7823	

AREA MANAGER-MARKETING TECHNICAL	MANAGER-MARKETING TECHNICAL
Curtis Browne (1) (512) 351-7825	Vacant

Sr. Stenographer 1

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Chart 81

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

VISION MANAGER-
LES/SERVICE CENTER

e A. Ramsey (913)
3) 983-1300

DISTRICT MANAGER-SALES/SERVICE CENTER (SAN ANTONIO)

Ralph Parliament (308)
(512) 841-0660

AREA MANAGER-SALES/SERVICE CENTER

Isidore Cordova (60)
(512) 870-4611

MANAGER-SALES/SERVICE CENTER — Svc. Representatives 11

Margaret Francisco (11)
(512) 870-4626

MANAGER-SALES/SERVICE CENTER

Karie Hall
(512) 87-4647

MANAGER-SALES/SERVICE CENTER — Svc. Representatives 10

Mary K. Cannop (10)
(512) 870-4535

MANAGER-SALES/SERVICE CENTER — Svc. Representatives 10

Joan Dorney (10)
(512) 870-4761

MANAGER-SALES/SERVICE CENTER — Svc. Representatives 10

Debra Poe (10)
(512) 870-4556

MANAGER-SALES/SERVICE CENTER — Senior Stenographer 1

Lucinda E. Jeffers (1)
(512) 870-4762

MANAGER-SALES/SERVICE CENTER — Svc. Representatives 5

James R. Beck (10)
(512) 870-4644 — Svc. Ord. Writers 5

For Additional Subordinates See Chart 93

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DIVISION MANAGER-SALES/SERVICE CENTER
Joe A. Ramsey (913)
(713) 983-1300

DISTRICT MANAGER-SALES/SERVICE CENTER (SAN ANTONIO)
Ralph Parliament (308)
(512) 841-0660

AREA MANAGER-SALES/SERVICE CENTER
Peggy Trees (52)
(512) 820-6251

MANAGER-SALES/SERVICE CENTER	Svc. Representatives	11
Shirley Collier (12) (512) 870-4760	Sr. Steno.	1
MANAGER-SALES/SERVICE CENTER	Svc. Representatives	9
Roland Mendez (10) (512) 820-8029	Sr. Steno.	1
MANAGER-SALES/SERVICE CENTER	Svc. Representatives	9
Olga Rios (10) (512) 820-6706	Sr. Steno.	1
MANAGER-SALES/SERVICE CENTER	Svc. Representatives	6
Trish Ames (7) (512) 820-6269	Assistant Clerk	1
MANAGER-SALES/SERVICE CENTER	Svc. Representatives	7
Nancy M. Jeffreys (8) (512) 841-0900	Sr. Steno.	1

For Additional Subordinates See Chart 90

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DIVISION MANAGER-SALES/SERVICE CENTER
Joe A. Ramsey (913)
(713) 983-1300

DISTRICT MANAGER-SALES/SERVICE CENTER (SAN ANTONIO)
Ralph Parliament (308)
(512) 841-0660

AREA MANAGER-SALES/SERVICE CENTER
Hattie Wood (56)
(512) 820-6171

MANAGER-SALES/SERVICE CENTER Anna Gonzales (14) (512) 820-6015	Svc. Representatives 14
MANAGER-SALES/SERVICE CENTER Mary Kaye Shandera (10) (512) 820-6353	Svc. Representatives 10
MANAGER-SALES/SERVICE CENTER Kay Burleson (5) (512) 820-5555	Svc. Representatives 5
MANAGER-BUSINESS SERVICE ORDERS Ronald P. Jay (14) (512) 820-6303	Svc. Order Writers 14
MANAGER-SALES/SERVICE CENTER Brenda Killian (8) (512) 820-6156	Svc. Representatives 5 Svc. Order Writers 3

For Additional Subordinates See Chart 91

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DIVISION MANAGER-SALES/SERVICE CENTER
Joe A. Ramsey (913)
(713) 983-1300

DISTRICT MANAGER-SALES/SERVICE CENTER (SAN ANTONIO)
Ralph Parliament (308)
(512) 841-0660

AREA MANAGER-SALES/SERVICE CENTER
Michael D. Pease (51)
(512) 881-7806

MANAGER-SALES/SERVICE CENTER	Svc. Representatives	10
Maria O. Ita (10) (512) 881-7745		
MANAGER-SALES/SERVICE CENTER	Svc. Representatives	9
Pauline Taylor (11) (512) 881-7951	Sr. Stenos	2
MANAGER-SALES/SERVICE CENTER	Svc. Representatives	9
Hazel Rackley (11) (512) 881-7743	Svc. Order Writer	1
	Bus. Ofc. Clk.	1
MANAGER-BUSINESS SERVICE ORDERS	Svc. Representatives	15
Cherry Foster (15) (512) 881-7972		

For Additional Subordinates See Chart 92

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

DISTRICT MANAGER-MARKETING BUSINESS SALES (SAN ANTONIO)

E. Duane Wilson (60)
(512) 820-5757

AREA MANAGER-BUSINESS SALES

Robert R. Vela (21)
(512) 820-5770

SENIOR ACCOUNT EXECUTIVE

Sandy Kubena
(512) 820-5756
Katy Swanson
(512) 820-5772

ACCOUNT EXECUTIVE

Bill Benavides
(512) 820-5740
Diane Martin
(512) 820-5754
Connie Salazar
(512) 727-6737

MANAGER-BUS. SALES ADM.

Hilary Kavy (7)
(512) 820-5751

Comm. Consultants 5
Senior Stenographers 2

MANAGER-SALES/SERVICE CENTER

Janet Sczech (7)
(512) 820-6016

Svc. Representatives 7

/ISION MANAGER-
.TG. BUS. SALES

nes A. Cowan (247)
2) 870-4631

AREA MANAGER-BUSINESS SALES

Tess Goodwin (19)
(512) 820-5771

SENIOR ACCOUNT EXECUTIVE

Sylvia A. Dukes
(512) 820-5775
Robert Schaefer
(512) 820-5750

ACCOUNT EXECUTIVE

Richard Eidson
(512) 820-5754
Denise Reina
(512) 820-0901

MANAGER-BUS. SALES ADM.

Rudy Lopez (7)
(512) 820-5767

Comm. Consultants 5
Senior Stenographers 2

MANAGER-SALES/SERVICE CENTER

Carroll Fisher (6)
(512) 820-6160

Svc. Representatives 6

For Additional Subordinates See Chart 116

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
SEPTEMBER 1, 1989

'IVISION MANAGER-
1KTG. BUS. SALES

ames A. Cowan (247)
512) 870-4631

DISTRICT MANAGER-MARKETING BUSINESS SALES (SAN ANTONIO)

E. Duane Wilson (60)
(512) 820-5757

AREA MANAGER-SALES/SERVICE CENTER

Ted Tedford (15)
(512) 820-6154

MANAGER-SALES/SERVICE CENTER

Ronay Cromer (7)
(512) 820-6150

Svc. Representatives	3
Comm. Consultants	3
Sr. Steno	1

MANAGER-BUS. SALES ADMIN.

Rick Garza (2)
(512) 820-6600

Comm. Consultant	1
Svc. Rep.	1

MANAGER-BUS. SALES ADMIN.

Sue Snell (3)
(512) 820-5749

ACCOUNT REPRESENTATIVES

Oscar Campos
(512) 820-5860
Angela Trevino
(512) 820-5860
John Turner
(512) 820-5860

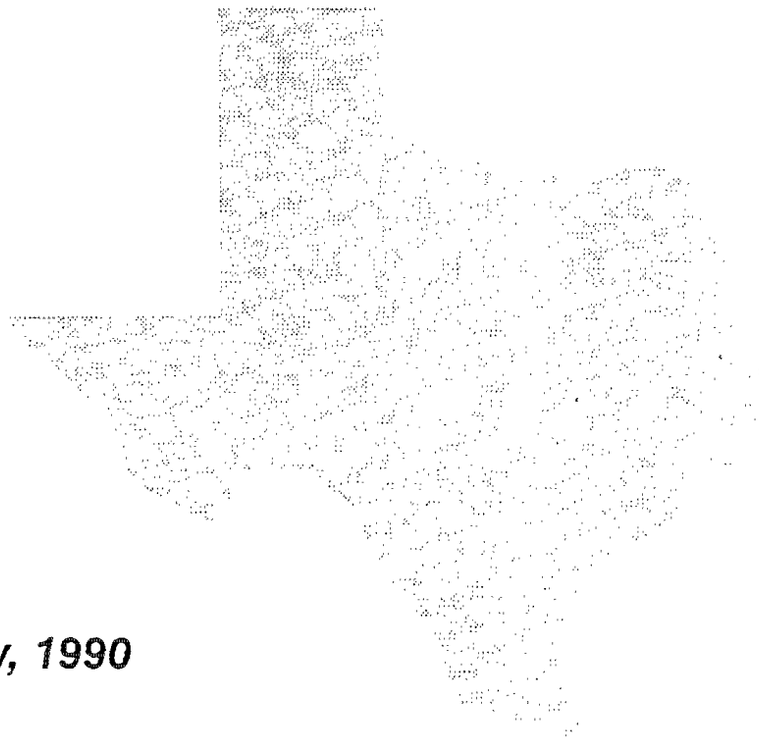
SECY. TO DISTRICT MANAGER-MARKETING BUSINESS SALES

JoAnna M. Adamek
(512) 820-5759

Chart 116

ORGANIZATION CHARTS
TEXAS

Marketing Segment



July, 1990

Issued By The
VICE PRESIDENT-MARKETING (TEXAS)

Southwestern Bell Telephone Company

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

VICE PRESIDENT-MARKETING (TEXAS)	DIVISION MANAGER-MARKETING ADM.		
Wayne S. Alexander (5837) (512) 222-3131	William R. Dunbar (136) (512) 222-3683	DISTRICT MANAGER-FORECASTING	See Chart 4
		Ruben Garcia III (34) (512) 222-3221	
		DISTRICT MANAGER-MARKETING OPERATIONS	See Chart 6
		Robert E. McNamara (39) (512) 222-3848	
		DISTRICT MANAGER-MARKETING BUDGETS/MECHANIZATION	See Chart 8
		Larry Laine (25) (512) 222-3411	
		DISTRICT MANAGER-FORECASTING	See Chart 10
		Dortha H. Haws (29) (214) 464-2597	
		AREA MANAGER-MARKETING PERSONNEL	See Chart 3
		Mary Alice Campos (3) (512) 222-3216	
		SECRETARY, DIVISION MANAGER-MARKETING ADMINISTRATION	
		Debbie Williams (512) 222-5003	

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-
MARKETING ADMIN.

William R. Dunbar (136)
(512) 222-3683

AREA MANAGER-
MARKETING PERSONNEL

Mary Alice Campos (3)
(512) 222-3216

MANAGER-
MARKETING PERSONNEL

Carmen Ingle (1)
(512) 222-3906

Sr. Steno 1

MANAGER-
MARKETING PERSONNEL

Janie Jack
(512) 222-3380

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Chart 3

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-MARKETING ADMIN.

William R. Dunbar (136)
(512) 222-3683

DISTRICT MANAGER-FORECASTING

Ruben Garcia III (~~34~~) 33
(512) 222-3221

MANAGER-FORCASTING

Sr. Steno 1

Rachel Castaneda (1)
(512) 222-6024

AREA MGR.-FORECASTING (SA)

Raul Cortez (9)
(512) 222-6024

MANAGERS-FORECASTING (SA)

Sr. Steno 2

Orlando Segura (2)
(512) 222-3744
Hershel Ankrom
(512) 222-3904
Michael Medina
(512) 222-3195
Gloria Rochester
(512) 222-3157
Rose Flores
(512) 222-5904
Ron Crawley
(512) 222-5256
Jesse Sanchez
512-222-3743

AREA MGR.-FORECASTING (AUSTIN)

Sr. Steno 1

Gene Fischer (5)
(512) 870-3102

MANAGERS-FORECASTING (AUSTIN)

Louisa Alaniz
(512) 870-3128
Bill Sewell
(512) 870-3101
Charles Hubert
(512) 870-3103
Bronnie Martin
(512) 870-3111

FOR ADDITIONAL SUBORDINATES SEE CHART 5

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-MARKETING ADMIN.
William R. Dunbar (136)
(512) 222-3683

DISTRICT MANAGER-MARKETING OPERATIONS
Robert E. McNamara (39)
(512) 222-3848

AREA MANAGER-MARKETING METHODS
Helen Frazee (5)
(512) 222-3855

MANAGER-MARKETING METHODS — Sr. Steno 1
Vonnie Brysch
(512) 222-5991

MANAGER-MARKETING METHODS — Sr. Steno 1
Annie Alexander
(512) 222-5992

AREA MANAGER-MARKETING OPERATIONS
Jerry Hennig (3)
(512) 222-3344

MANAGER-MARKETING METHODS
Vacant
(512) 222-3847

MANAGER-MARKETING OPERATIONS — Sr. Steno 1
Janet Fuller (1)
(512) 222-3880

AREA MANAGER-MARKETING OPERATIONS
Glynda Merritt (3)
(512) 222-3840

MANAGER-MARKETING OPERATIONS — Sr. Steno 1
Dianna Kowalik (1)
(512) 222-5637

MANAGER-MARKETING METHODS
M. Christine Thomas
(512) 222-5920

AREA MANAGER-MARKETING METHODS
Ethyl Riggs (6)
(512) 222-3116

MANAGER-MARKETING METHODS — Sr. Steno 1
Connie F. Nanney (1)
(512) 222-5853

MANAGER-MARKETING METHODS — Sr. Steno 1
Ida M. Singleton (1)
(512) 222-3147

MANAGER-MARKETING METHODS — Sr. Steno 1
Janie Kellner (1)
(512) 222-3147

FOR ADDITIONAL SUBORDINATES SEE CHART 7

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-MARKETING ADMIN.
William R. Dunbar (136)
(512) 222-3583

DISTRICT MANAGER-MARKETING OPERATIONS
Robert E. McNamara (39)
(512) 222-3848

AREA MANAGER-MARKETING METHODS
Beverly P. Grogan (3)
(512) 222-5630

MANAGERS-MARKETING METHODS — Sr. Steno 1
Martha S. Statzer (1)
(512) 222-5922
Ann Crum
(512) 222-3853

MANAGERS-MARKETING BUSINESS SALES ADMINISTRATIVE — Sr. Rec. Clk. 8
Margie Davis (8)*
(214) 464-4404

AREA MANAGER-MARKETING METHODS
Mary Burnett (3)
(713) 978-4988

MANAGER-MARKETING METHODS — Sr. Rec. Clk. 1
Jeanette Moody (1)
(713) 978-4994

MANAGER-MARKETING METHODS
Gloria Zwahr
(713) 978-4875

AREA MANAGER-MARKETING PERSONNEL — Sr. Steno 1
Margie Dear (1)
(512) 222-5921

003111

Chart 7

*Borrowed

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-MARKETING ADMIN.
William R. Dunbar (136)
(512) 222-3683

DISTRICT MANAGER-MARKETING BUDGETS/MECH.
Larry Laine (25)
(512) 222-3411

AREA MANAGER-MARKETING BUDGETS
Kathy McClain (3)
(512) 222-5692

MANAGER-MARKETING BUDGETS — Sr. Steno 1
Terri Williams (1)
(512) 222-3211
Lois Morgado
(512) 222-5237

AREA MANAGER-MARKETING MECHANIZATION
Mark Harrison (3)
(512) 222-3079

MANAGER-MARKETING MECHANIZATION — Sr. Steno 1
Bianca Velazquez (1)
(512) 222-5790

MANAGER-MARKETING MECHANIZATION
Gilbert Garza
(512) 222-4680

AREA MANAGER-MKTG. REV. FORCST. & ANALYZ.
Robert E. Cole (4)
(512) 222-4682

MANAGER-MKTG. REV. FORCST. & ANALYZ.
Janice Miller
(512) 222-5215
Glenn Crumpton
(512) 222-5215

MANAGER-MKTG. REV. FORCST. & ANALYZ. — Sr. Steno 1
Mary Botello (1)
(512) 222-6023

AREA MANAGER-MARKETING METHODS — Sr. Steno 1
Philip Strauch (1)
(512) 222-3212

003112

FOR ADDITIONAL SUBORDINATES SEE CHART 9

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-STRATEGIC MARKETING
Maynard J. Belson (38)
(512) 222-5611

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT-SA — See Chart 13
Philip D. Matthews (12)
(512) 222-7703

DISTRICT MANAGER-MARKET MANAGEMENT-SA — See Chart 14
Chris Bowers (16)
(512) 222-7304

DISTRICT MANAGER-MARKETING REGULATORY SUPPORT-AUS
Larry L. McClellan (5)
(512) 870-3891

AREA MANAGER-MARKETING REGULATORY SUPPORT — Sr. Steno 1
Pat Rios-Saenz (1)
(512) 870-3892

AREA MANAGER-MARKETING REGULATORY SUPPORT
Frank Gracely
(512) 870-3893
Barbara Rieger
(512) 870-3793

MANAGER-MARKETING REGULATORY SUPPORT
Kathryn Ridings
(512) 222-5897

SECRETARY TO DIVISION MANAGER-STRATEGIC MARKETING
Nancy Robbins
(512) 222-5613

003113

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
April 1, 1990

DIVISION MANAGER-STRATEGIC MARKETING
Maynard J. Belson (38)
(512) 222-5611

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT
Philip D. Matthews (12)
(512) 222-7703

AREA MANAGER-MARKETING PRODUCT SUPPORT
Louis Sternberg
(512) 222-7171
Alex Travieso
(512) 222-7749

AREA MANAGER-MARKETING PRODUCT SUPPORT
Homer A. Schott (4)
(512) 222-7215

MANAGER-MARKETING PRODUCT SUPPORT
William D. Lashbrook
(512) 222-7309
Donald F. Stelzer
(512) 222-7240
Mary E. Fullen
(512) 222-5808
Dewey Clark
(512) 222-7955

AREA MANAGER-MARKETING PRODUCT SUPPORT
Art Sinclair
(214) 464-2844

AREA MANAGER-MARKETING PRODUCT SUPPORT
Ruthmary Carol Norman (2)
(512) 222-7603

MANAGER-MARKETING PRODUCT SUPPORT
Betty Winder (1)
(512) 222-7538

Sr. Steno 1

Sr. Steno 1

Chart 13

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-STRATEGIC MARKETING
Maynard J. Belson (38)
(512) 222-5611

DISTRICT MANAGER-MARKET MANAGEMENT

Chris Bowers (16)
(512) 222-7304

AREA MANAGER-CONSUMER MARKET MANAGEMENT

G. Mike Rigotti
(512) 222-6609

MANAGER-CONSUMER MARKET MANAGEMENT

Aimee Fite
(512) 222-3537

AREA MANAGER-SALES SUPPORT

Susan Burns (2)
(512) 222-7714

MANAGER-SALES SUPORT

Rick Weld
(512) 222-7539

Sr. Steno 1

AREA MANAGER-SPECIAL SERVICES MARKET MANAGEMENT

Joe Baines
(512) 222-7211

AREA MANAGER-BUSINESS MARKET MANAGEMENT

Irene Huron (1)
(512) 222-5129

MANAGER-BUSINESS MARKET MANAGEMENT

Linda Gillmore
(512) 222-3544

AREA MANAGER-PROMOTION PLANNING

Mike De Leon (1)
(512) 222-7210

MANAGER-PROMOTION PLANNING

E. Jeffery Serrano
(512) 222-7276

AREA MANAGER-HISPANIC MARKET DEVELOPMENT

Carlos Cordova
(512) 222-7170

For Additional Subordinates See Chart 15

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-PUBLIC COMMUNICATIONS
Joe D. Cochran (521)
(512) 222-3604

DISTRICT MANAGER-PUBLIC COMMUNICATIONS OPERATIONS — See Chart 18
Sandra Wagner (21)
(512) 222-5015

DISTRICT MANAGER-PUBLIC COMMUNICATIONS SALES — See Chart 19
Jerry L. Melson (76)
(512) 650-8334

DISTRICT MANAGER-PUBLIC COMMUNICATIONS — See Chart 20
Jerry L. Daffern (186)
(817) 640-1027

DISTRICT MANAGER-PUBLIC COMMUNICATIONS — See Chart 23
Welton C. Holsome (233)
(713) 974-8450

SECRETARY, DIVISION MANAGER-PUBLIC COMMUNICATIONS
Geralyn M. Gray
(512) 222-3605

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIV. MGR.-PUB. COMM.
Joe D. Cochran (521)
(512) 222-3604

DIST. MGR.-PUB. COMM. OPERS.
Sandra L. Wagner (21)
(512) 222-5015

Sr. Steno 1

AREA MGR-PUB. COMM. METHODS
Leonard A. Berry (4)
(512) 222-3472

MANAGERS-PUB. COMM. METHODS
Jackie S. Honea
(512) 222-5107
Raymond C. Lange
(512) 222-5320
Ed Kelley
(512) 222-3385

Sr. Steno 1

AREA MGR.-PUB. COMM. METHODS
Louis A. Faust, Jr. (6)
(512) 222-6437

MANAGERS-PUB. COMM. METHODS
Patricia A. Carroll
(512) 222-5520

Sr. Steno 1

MANAGERS-PUB. COMM. SECURITY
Virginia R. Self
(713) 974-8498
Aurora Villareal
(817) 640-8017
Beth Sells
(915) 334-2021
John H. Webber, III
(512) 650-8344

Sr. Rec. Clk. 1

AREA MGR.-PUB. COMM. PROD. SUPPORT
Shirlyn N. Hutchings (3)
(512) 222-6287

MANAGERS-PUB. COMM. METHODS
Dorothy Stolle
(512) 222-7136

Sr. Steno 1

MANAGER-PUB. COMM. OPRS.
Mary Ann Sepulveda
(512) 222-3225

AREA MANAGER-PUBLIC COMMUNICATIONS PERSONNEL
Marvin P. King, Sr. (3)
(512) 222-6286

MANAGERS-PUB. COMM. METHODS
Danese Biela (1)
(512) 222-5253

Sr. Steno 1

MANAGERS-PUB. COMM. ADMIN.
Terry L. Moore
(512) 222-5543

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIV. MGR.- PUB. COMM.
Joe D. Cochran (521)
(512) 222-3604

DIST. MGR.- PUB. COMM. SALES
Jerry L. Melson (76)
(512) 650-8334

AREA MGR.- PUB. COMM. SALES
Mark A. Koepp (23)
(512) 650-8336

MANAGER- PUB. COMM. SALES
Esther Arias
(512) 820-6692

Pay Tel. Consit.	10

MANAGER- PUB. COMM. SALES
Lynda Marino (13)
(512) 820-6216

Proj. Clk.	1
Svc. Ord. Wrtr.	1
Svc. Rep.	1

MANAGER- SLS./SVC. CTR. (Pub Comm)
Catherine Ramirez (7)
(512) 650-8340

Svc. Rep.	6
Sr. Steno	1

AREA MGR.- PUB. COMM. SALES
Orlando E. Castillo (23)
(817) 794-1824

MANAGER- PUB. COMM. SALES
Barbara Osborne
(817) 794-1230

Pay Tel. Consit.	6

MANAGER- PUB. COMM. SALES
Frank Gomez (8)
(817) 794-1231

Oprs. Clk.	1
Rec. Clk.	1

MANAGER- PUB. COMM. SALES
Paul M. Hunter (4)
(817) 794-1231

Pay Tel. Consit.	4

MANAGER- SLS./SVC. CTR. (Pub Comm)
Leslie M. Miles (7)
(817) 640-0235

Svc. Rep.	7

AREA MGR.- PUB. COMM. SALES
Linda Jackson (26)
(713) 778-2905

MANAGER- PUB. COMM. SALES
Cheryl L. Tolliver
(713) 778-2900

Pay Tel. Consit.	5

MANAGER- PUB. COMM. SALES
Amando (Joe) Landin (5)
(713) 778-2909

Pay Tel. Consit.	6

MANAGER- PUB. COMM. SALES
Shelley Ragsdale (8)
(713) 778-2703

Sr. Rec. Clk.	1
Svc. Ord. Wrtr.	1

MANAGER- SLS./SVC. CTR. (Pub Comm)
Karen Pratt (9)
(713) 974-8411

Svc. Rep.	7
Svc. Ord. Wrtr.	1
Rec. Clk.	1

SEC., DIST. MGR.- PUB. COMM. SALES
Melinda Vega
(512) 650-8333

003118

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-MKTG. CUST. SVCS.
James R. Reed (622)
(512) 820-7676

DISTRICT MANAGER-MARKETING OPERATIONS — See Chart 74
Barbra Bowden (73)
(512) 820-6195

DISTRICT MANAGER-SALES/ SERVICE CENTER (SA/Laredo) — See Chart 75
Jane Burchard (201)
(512) 820-7725

DISTRICT MANAGER-SALES/ SERVICE CENTER (Corpus Christi) — See Chart 77
Harold R. Johnson (176)
(512) 881-2233

DISTRICT MANAGER-SALES/ SERVICE CENTER (BLG/COLL) — See Chart 79
Marcus Semmelmann (170)
(512) 820-8051

SECRETARY TO DIVISION MANAGER-MARKETING CUSTOMER SERVICES
Cynthia Arteaga
(512) 820-7677

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (623)
(512) 820-7676

- DISTRICT MANAGER-MARKETING OPERATIONS — Sr. Steno. 1
  - Barbara Bowden (73)
    (512) 820-6195
    - AREA MANAGER-MARKETING ADMINISTRATIVE — Sr. Steno. 1
      - Genevieve J. Modarelli (4)
        (512) 820-6193
        - MANAGER-MARKETING ADMINISTRATIVE — Rec. Clk. 1
          - Melba delos Santos
            (512) 820-6426
    - AREA MANAGER-SALES/SERVICE CENTER
      - Michael Everett (4)
        (512) 820-6176
        - MANAGER-MARKETING METHODS — Sr. Steno. 1
          - Maria Nious (1)
            (512) 820-6421
        - MANAGER-SALES/SERVICE CENTER — Sr. Rec. Clk. 1
          - Maxine Scott (1)
            (512) 820-6483
    - AREA MANAGER-SALES/SERVICE CENTER — Sr. Steno. 1
      - Teofilo Moreno (60)
        (512) 820-6189
        - MANAGER-SAG/PREMIS/E911 — Sr. Gen. Clk. 12
          - Enrique Tamez (12)
            (512) 820-7048
        - MANAGER-SAG/PREMIS/E911 — Sr. Gen. Clk. 12
          - JoElla Koerner (11)
            (512) 820-7520
        - MANAGER-SERVICE ORDER COMPLETION — Svc. Ord. Wrtr. 10
          - Yolanda G. Guadiana (10)
            (512) 820-6410
        - MANAGER-SAG/PREMIS/E911 — Sr. Gen. Clk. 10
          - Romella Barrera (11)
            (512) 870-6930
        - MANAGER-SAG/PREMIS/E911 — Sr. Gen. Clk. 10
          - Pauline Harper (10)
            (512) 870-6172
    - MANAGER-MARKETING ADMINISTRATIVE
      - Cathy Schmidt
        (512) 820-6641

003120

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (623)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (SA/Laredo)
Jane Burchard (201)
(512) 820-7725

AREA MANAGER-SALES/SERVICE CENTER | Steno 1
Will Howorth (55)
(512) 820-6659

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 8
Frank Olivencia (8)
(512) 820-6514

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 8
Rebecca Rendon (8)
(512) 820-6223

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 7
Nancy Valdez (7)
(512) 820-5170

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 9
David Espinoza (9)
(512) 820-6022

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 8
Donna Johnson (8)
(512) 841-0905

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 8
Tanya Tidrick (8)
(512) 820-6923

AREA MANAGER-SALES/SERVICE CENTER | Steno 1
Stuart Dudley (53)
(512) 820-6606

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 10
Bella Maldonado (10)
(512) 820-6236

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 9
Lisa Villarreal (9)
(512) 820-6283

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 6
Michelle Kwan (6)
(512) 820-6606

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 7
Sue Harris (7)
(512) 820-6738

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 7
Judith M. Fletcher (7)
(512) 820-6526

MANAGER-SALES/SERVICE CENTER | Svc. Rep. 7
Carol Pedraza (7)
(512) 820-5171

FOR ADDITIONAL SUBORDINATES SEE CHART 76

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-MKTG. CUST. SVCS. -
James R. Reed (622)
(512) 820-7676

DISTRICT MANAGER-SALES/SERVICE CENTER (Big/Coll)
Marcus Semmelmann (170)
(512) 820-8051

MANAGER-SALES/SERVICE CENTER
Sandy Fisher (7)
(512) 820-5999
- Sr. Rcds. Clk. 5
- Ofc. Cler. Asst. 2

AREA MANAGER-SALES/SERVICE CENTER
Natalie A. Rivas (51)
(512) 820-7474
- Steno 1

MANAGER-SALES/SERVICE CENTER
Rose Williams (9)
(512) 820-7477
- FA Rep. 9

MANAGER-SALES/SERVICE CENTER
Pat Hunt (9)
(512) 820-7478
- FA Rep. 9

MANAGER-SALES/SERVICE CENTER
Dorothy Thompson (9)
(512) 820-5816
- FA Rep. 9

MANAGER-SALES/SERVICE CENTER
Shirley Cruickshank (9)
(512) 841-0696
- FA Rep. 9

MANAGER-SALES/SERVICE CENTER
Elaine Jureczki (9)
(512) 820-6040
- FA Rep. 9

AREA MANAGER-SALES/SERVICE CTR
Jesse Garcia (25)
(512) 820-7770
- Rec. Clk. 2

MANAGER-FACC
Willie Cuellar (10)
(512) 820-6913
- FA Rep. 10

MANAGER-FACC
Yolanda DeLeon (11)
(512) 820-7025
- FA Rep. 11

FOR ADDITIONAL SUBORDINATES SEE CHART 79A

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

GENERAL MANAGER-MARKETING (TEXAS) (SAN ANTONIO)
Phil Howard (1835)
(512) 351-7800

DISTRICT MANAGER-MARKETING ADMINISTRATIVE — See Chart 81
David L. Burns (17)
(512) 351-7805

DIVISION MANAGER-SALES/SERVICE CENTER — See Chart 82
Joe A. Ramsey (927)
(713) 983-1300

DIVISION MANAGER-MARKETING BUSINESS SALES - HOUSTON — See Chart 97
Ricardo A. Gamez (314)
(713) 939-5500

DIVISION MANAGER-MARKETING BUSINESS SALES - DALLAS — See Chart 107
Theodore E. Bernard (143)
(214) 464-4400

DIVISION MANAGER-MARKETING BUSINESS SALES - AUSTIN — See Chart 113
James A. Cowan (272)
(512) 870-4631

DIVISION MANAGER-MARKETING BUSINESS SALES - FT. WORTH — See Chart 121
Bill D. Serrault (155)
(817) 884-8400

SECRETARY TO GENERAL MANAGER-MARKETING (TEXAS)
Frances Felts
(512) 351-7803

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TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

GENERAL MANAGER-
MARKETING (TEXAS)
(SAN ANTONIO)

Phil Howard (1835)
(512) 351-7800

DISTRICT MANAGER-
MARKETING ADMINISTRATIVE

David L. Burns (17)
(512) 351-7805

AREA MANAGER-MARKETING PERSONNEL	MANAGER-MARKETING PERSONNEL	Sr. Stenographer 1
Jim Covington (2) (512) 351-7819	Joyce E. Rummel (1) (512) 351-7820	
	MANAGER-MARKETING OPERATIONS	Sr. Stenographer 1
	Cheryl Blanchette (1) (512) 351-7838	

AREA MANAGER-SALES PLANNING	MANAGERS-MARKETING OPERATIONS
Ruben Ortiz (2) (512) 351-7830	Sandra Rivera (512) 351-7818 Nancy Gee (512) 351-7840

AREA MANAGER-MARKETING TECHNICAL	MANAGER-MARKETING OPERATIONS	Sr. Stenographer 1
Yvonne Ridenhour (2) (512) 351-7831	Sara J. Kirk (512) 351-7832	

AREA MANAGER-MARKETING COG	MANAGER-MARKETING OPERATIONS	Sr. Stenographer 1
Charles R. Miller (2) (512) 351-7822	Peggy Tedford (1) (512) 351-7823	

AREA MANAGER-MARKETING TECHNICAL	MANAGER-MARKETING TECHNICAL	
Rick Scott (1) (512) 351-7825	Juan Gonzalez (512) 351-7817	
		Sr. Stenographer 1

003124

Chart 81

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-SALES/SERVICE CENTER
Joe A. Ramsey (927)
(713) 983-1300

DISTRICT MANAGER-SALES/SERVICE CENTER (SAN ANTONIO)
Ralph Parliament (227)
(512) 841-0660

AREA MANAGER-SALES/SERVICE CENTER
Billie Bennett (65)
(512) 870-4611

MANAGER-SALES/SERVICE CENTER Margaret Francisco (5) (512) 870-4626	Svc. Representatives	5
MANAGER-SALES/SERVICE CENTER Karie Hall (5) (512) 870-4647	Svc. Representatives	5
MANAGER-SALES/SERVICE CENTER Mary K. Cannop (12) (512) 870-4535	Svc. Representatives	12
MANAGER-SALES/SERVICE CENTER Joan Dorney (7) (512) 870-4761	Svc. Representatives	7
MANAGER-SALES/SERVICE CENTER Debra Poe (7) (512) 870-4556	Svc. Representatives	7
MANAGER-SALES/SERVICE CENTER Lucinda E. Jeffers (7) (512) 870-4019	Svc. Representatives	7
MANAGER-SALES/SERVICE CENTER James R. Beck (9) (512) 870-4644	Svc. Representatives Svc. Ord. Writers	6 3
MANAGER-SALES/SERVICE CENTER Shirley Collier (5) (512) 870-4762	Svc. Representatives Sr. Steno	4 1

For Additional Subordinates See Chart 93

TEXAS
MARKETING DEPARTMENT
SOUTHWESTERN BELL TELEPHONE
JULY 1, 1990

DIVISION MANAGER-MKTG. BUS. SALES
Rick Gamez (314)
(713) 939-5500

DISTRICT MANAGER-MARKETING BUSINESS SALES (SAN ANTONIO)

E. Duane Wilson (86)
(512) 351-8000

MANAGER-TECHNICAL SUPPORT

Ray Chandler
(512) 351-8186

DESIGN CONSULTANT

Greg Jones
(512) 351-8063

AREA MANAGER-BUSINESS SALES

Robert R. Vela (22)
(512) 351-8100

SENIOR ACCOUNT EXECUTIVE

Sandy Kubena
(512) 351-8004
Katy Swanson
(512) 351-8005
Bill Benavides
(512) 351-8003

ACCOUNT EXECUTIVE

Diane Martin
(512) 351-8006
Connie Salazar
(512) 727-6880

MANAGER-BUS. SALES ADM.

Hilary Kavy (8)
(512) 351-8111

Comm. Consultants 6
Senior Stenographers 2

MANAGER-SALES/SERVICE CENTER

Janet Sczech (7)
(512) 351-8118

Svc. Representatives 7

AREA MANAGER-BUSINESS SALES

Tess Goodwin (20)
(512) 351-8010

SENIOR ACCOUNT EXECUTIVES

Sylvia A. Dukes
(512) 351-8017
Robert Schaefer
(512) 351-8018

ACCOUNT EXECUTIVE

Richard Eidson
(512) 351-8019
Denise Reina
(512) 351-8020

MANAGER-BUS. SALES ADM.

Rudy Lopez (7)
(512) 351-8007

Comm. Consultants 5
Senior Stenographers 2

MANAGER-SALES/SERVICE CENTER

Carroll Fisher (7)
(512) 351-8026

Svc. Representatives 7

SECRETARY TO DISTRICT MANAGER-MARKETING BUSINESS SALES

Jo Anna Adamek
(512) 351-8002

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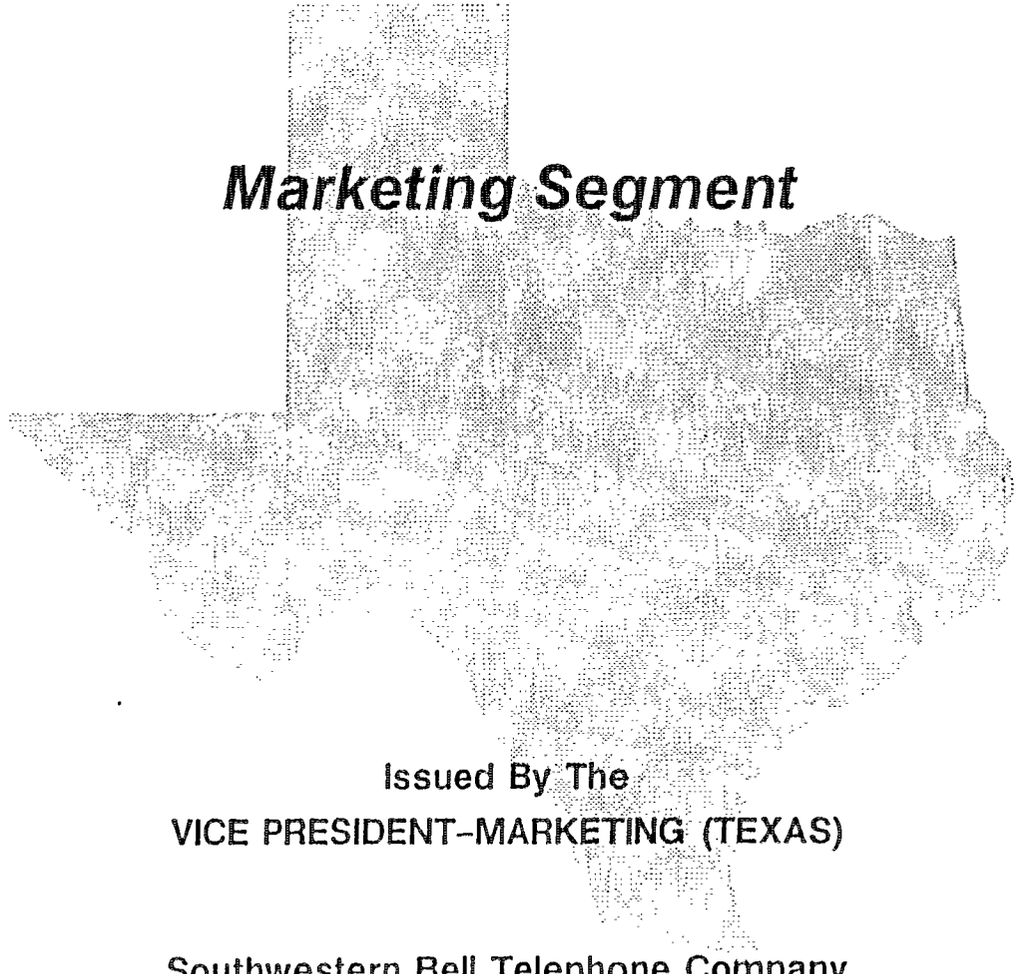
ORGANIZATION CHARTS
TEXAS



Marketing Segment

Issued By The

VICE PRESIDENT-MARKETING (TEXAS)

Southwestern Bell Telephone Company

A.O. 2/28/92

ORGANIZATION CHARTS
MARKETING DEPARTMENT

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4	District Manager-Select Business Accounts (North) - Dallas
5	District Manager-Select Business Accounts (South) - Houston
6	District Manager-Select Business Accounts - San Antonio
7	District Manager-Sales/Service Center (North) - Fort Worth
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CHART 2

TEXAS
MARKETING DEPARTMENT

VICE PRESIDENT-MARKETING (TEXAS)-SA

GENERAL MANAGER-MARKETING (TEXAS) - San Antonio
Phil Howard (1537)
(512) 351-7800

DIVISION MANAGER-MARKETING BUSINESS SALES (TEXAS) - Austin — See Chart 3
Martha E. Hinojosa-Nadler (1027)
(512) 870-4631

DIVISION MANAGER-MARKETING BUSINESS SALES (NORTH) - Dallas — See Chart 9
Joe Ramsey (194)
(214) 464-4400

DIVISION MANAGER-MARKETING BUSINESS SALES (SOUTH) - Houston — See Chart 13
Rick Gamez (300)
(713) 939-5500

DISTRICT MANAGER-MARKETING ADMINISTRATIVE
Vacant (11)

AREA MANAGER-MARKETING OPERATIONS (MAJORS)
Virginia Daily
(512) 351-7819

AREA MANAGER-MARKETING OPERATIONS (SBA)
Tim A. Bailey (3)
(512) 351-7805

MANAGER-MARKETING OPERATIONS — Sr Steno 1
Denise Reina (1) — (512) 351-7830
Gordon Brown — (512) 351-7831

AREA MANAGER-MARKETING TECHNICAL — Sr Steno 1
Rick Scott (5)
(512) 351-7808

MANAGER-MARKETING TECHNICAL — Sr Steno 1
Juan Gonzalez — (512) 351-7817
Manuel Trevino — (512) 351-7838

MANAGER-MARKETING BUDGETS
Nancy Gee
(512) 351-7840

SECRETARY TO GENERAL MANAGER-MARKETING (TEXAS)
Jonelle Crow
(512) 351-7803

TEXAS MARKETING DEPARTMENT

VICE PRESIDENT-MARKETING (TEXAS) - San Antonio
Pat F. Parker (5273)
(512) 351-3131

GENERAL MANAGER-MARKETING (TEXAS) - San Antonio | See Chart 2
Phil R. Howard (1537)
(512) 351-7800

DIVISION MANAGER-MARKETING CONSUMER (TEXAS) - Arlington | See Chart 18
Paul Cardarella (2014)
(817) 376-2000

DIVISION MANAGER-MARKETING REVENUE MANAGEMENT (TEXAS) - Houston | See Chart 26
A. J. Lynch (1292)
(713) 567-8531

DIVISION MANAGER-MARKETING ADMINISTRATION (TEXAS) - San Antonio | See Chart 30
Robert A. Patton (424)
(512) 351-3134

SECRETARY TO VICE PRESIDENT-MARKETING (TEXAS) | Sr Conf Steno 1
Julie A. Arenas (1)
(512) 351-3133

DIVISION MANAGER-MKTG BUSINESS SALES (TX)-Austin

DISTRICT MANAGER-SELECT BUS. ACCTS. San Antonio
David Burns (166)
(512) 351-8000

SALES MANAGER-SELECT BUSINESS ACCOUNTS
Jannet Hadley (6)
(512) 351-8105

ACCOUNT REPRESENTATIVES

Lisa L. Bradley	Vacant	John A. Turner
(512) 351-8060	(512)	(512) 351-8062
R. L. Newsom	Donna Vaccaro	Mark Koellner
(512) 870-4602	(512) 870-4747	(512) 351-8061

AREA MANAGER-BUSINESS SALES ADMINISTRATION
Bill Penak (66)
(512) 870-4021

MANAGERS-BUSINESS SALES ADMINISTRATION

Rose Delgado (10)	Donna Fox (8)	Armando Ramirez (10)	Vickie Spradlin (14)
(512) 351-8069	(512) 870-4987	(512) 351-8184	(512) 870-4388

MANAGER-BUSINESS SERVICE ORDERS
Mary K. Shandera (12)
(512) 351-8070

MANAGER-SALES AGENCY
Donna Darling (6)
(512) 870-4987

Comm Consults	12
Service Reps	27
Sr Stenos	3
Svc Ord Wrtrs	12
Comm Consults	2
Service Reps	3
Sr Steno	1

AREA MANAGER-SELECT BUSINESS ACCOUNTS
Stacie George (24)
(915) 542-4044

SENIOR ACCOUNT REPRESENTATIVE
Tina Sigler
(915) 542-4078

ACCOUNT REPRESENTATIVES

Carol Steen	Maria Marcell
(915) 684-2771	(915) 542-4699

MANAGERS-BUSINESS SALES ADMINISTRATION

Reuben Harris (9)	Gayle Hart (10)
(915) 542-4075	(915) 542-3641

Service Reps	9
Comm Consults	6
Svc Ord Wrtrs	2
Sr Stenos	2

AREA MANAGER-BUSINESS SALES ADMINISTRATION
Mike Coke (30)
(806) 741-5280

SENIOR DESIGN CONSULTANT
David Coldiron
(806) 741-5318

DESIGN CONSULTANT
David George
(806) 741-5187

SENIOR ACCOUNT REPRESENTATIVE
Ron Steele
(806) 741-5444

ACCOUNT REPRESENTATIVE
Vacant
(806)

MANAGERS-BUSINESS SALES ADMINISTRATION

Kae Liles (12)	Janice Keeth (12)
(806) 741-5911	(806) 741-5388

Comm Consults	6
Service Reps	12
Svc Ord Wrtrs	2
Sr Stenos	4

AREA MANAGER-BUSINESS SALES
Lynnell Berlanga (34)
(512) 881-7804

SENIOR DESIGN CONSULTANT
Mike Montgomery
(512) 881-7860

DESIGN CONSULTANT
Gerald Bell
(512) 881-7867

SENIOR ACCOUNT REPRESENTATIVE
Brenda Howard
(512) 881-7844

ACCOUNT REPRESENTATIVES

Shannon Campsey	Stewart Braden
(512) 881-7863	(512) 630-8322

MANAGERS-BUSINESS SALES ADMINISTRATION

Georgette Hogan (14)	Richard Valent (13)
(512) 881-7842	(512) 881-7848

Comm Consults	10
Service Reps	12
Svc Ord Wrtrs	2
Sr Stenos	3

SECRETARY TO DISTRICT MANAGER-SELECT BUSINESS ACCOUNTS
Joanna Adamek
(512) 351-8002

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TEXAS MARKETING DEPARTMENT

DIVISION MANAGER-MARKETING CONSUMER(TX)
Arlington

DISTRICT MANAGER-SALES/SERVICE CENTER - San Antonio
Jane Burchard (401)
(512) 820-7676

AREA MANAGER-SALES/SERVICE CENTER
Tomas' Garza (91)
(512) 820-8082

MANAGERS-SALES/SERVICE CENTER

Donna Johnson (9)	Emily Luna (11)	David Espinoza (9)
(512) 820-6526	(512) 820-6923	(512) 820-7093
Lisa Villarreal (10)	Pat Rodriguez (9)	Becky Rendon (6)
(512) 820-6236	(512) 820-6021	(512) 820-7635
Marilyn Mathis (10)	Yolanda DeLeon (9)	Carmen Roberts (9)
(512) 841-0950	(512) 820-7475	(512)820-7476

Service Reps	81
Sr Recds Clk	1

AREA MANAGER-SALES/SERVICE CENTER
Stuart Dudley (77)
(512) 820-6659

MANAGERS-SALES/SERVICE CENTER

Mary Ann Allen (9)	Matt Roesner (9)	Frank Olivencia (10)
(512) 820-6236	(512) 820-6738	(512) 820-6223
Cindy Harrell (11)	Nancy Valdez (10)	Tanya Tidrick (10)
(512) 841-0945	(512) 820-5170	(512) 820-6039
Cathy Scott (10)	Andi Ybarra	
(512) 820-6022	(512) 820-5171	

Service Reps	67
Sr Steno	1
Sr Recds Clk	1

AREA MANAGER-SALES/SERVICE CENTER
John Zittle (98)
(512) 421-7300

MANAGERS-SALES/SERVICE CENTER

Becky Lucas (11)	Rose Sanchez (11)	Irma Fernandez (11)
(512) 421-7287	(512) 421-7285	(512) 421-7286
Melba DeLos Santos (10)	Carolyn Valle (4)	Silvestre Zamora (11)
(512) 421-7288	(512) 421-7289	(512) 630-8055
Israel Salinas (10)	Fred Cavazos (11)	Jane Smith (10)
(512) 630-8100	(512) 630-8053	(512) 630-8585

Service Reps	86
Sr Recds Clk	2
Bus Off Clk	1

AREA MANAGER-SAG/PREMIS/E911
Margaret Spaulding (96)
(713) 295-4000

Sr Steno	1
Sr Recds Clk	1

MANAGERS-SAG/PREMIS/E911

Yolanda Guadiana (12)	Rachel Campos (11)	Romie Barrera (11)	Sara Swanson (11)
(512) 820-7520	(512) 820-6410	(512) 870-6930	(512) 870-6172
Terry Laguna (12)	Colleen McCoy (11)	Paula Chesser (9)	Jeanne Frey (9)
(512) 820-7048	(713) 295-4005	(713) 295-4007	(713) 295-4009

Svc Ordr Wrtr	13
Sr Gen Clk	73

MANAGER-SALES/SERVICE CENTER
Sharyn Hall (7)
(512) 820-5999

Sr Recds Clk	6
Off Clr Asst	1

LAREDO RSC

Service Reps	24
Sr Recds Clk	1

SECRETARY TO DISTRICT MANAGER-SALES/SERVICE CENTER
Anne Guyer (1)
(512) 820-7677

Sr Recds Clk	1

003382

TEXAS MARKETING DEPARTMENT

VICE PRESIDENT-MARKETING (TEXAS) - SA

DIVISION MANAGER-MKTG ADMINISTRATION (TX) - SA
Robert A. Patton (424)
(512) 351-3134

DISTRICT MANAGER-MARKETING BUDGETS/MECHANIZATION — See Chart 31
James R. Watts (31)
(512) 351-3141

DISTRICT MANAGER-RESIDENCE MARKET SUPPORT — See Chart 32
Nancy L. Feagin (27)
(512) 222-3848

DISTRICT MANAGER-BUSINESS MARKET SUPPORT — See Chart 33
Merrily Gullquist (18)
(512) 222-7304

DISTRICT MANAGER-MARKETING REGULATORY SUPPORT — See Chart 34
Larry L. McClellan (6)
(512) 870-3891

DISTRICT MANAGER-FORECASTING/PPC — See Chart 35
Dortha Haws (157)
(214) 464-2597

DISTRICT MANAGER-MARKETING SPECIAL SERVICES — See Chart 36
Pete Sessions (169)
(214) 464-3111

AREA MANAGER-LABOR RELATIONS
Genevieve Modarelli (2)
(512) 222-3344

MANAGER-MARKETING PERSONNEL — Sr Steno 1
Carmen Ingle (1)
(512) 222-3906

AREA MANAGER-HUMAN RESOURCES
Mary Alice Campos (5)
(512) 222-3216

MANAGERS-MARKETING PERSONNEL — Sr Stenos 2
Janie Jack (1)
(512) 222-3380

Joyce Rummel (1)
(512) 351-7820

Christine Thomas
(512) 222-5790

SECRETARY TO DIVISION MANAGER-MARKETING ADMINISTRATION (TX)
Dorothy Meuth
(512) 351-3136

TEXAS MARKETING DEPARTMENT

DIVISION MANAGER-MKTG ADMINISTRATION - SA

DISTRICT MANAGER-MARKETING BUDGETS/MECHANIZATION - SA
James R. Watts (31)
(512) 351-3141

AREA MANAGER-MARKETING BUDGETS
Kathy McClain (3)
(512) 222-5692

- **MANAGERS-MARKETING BUDGETS**
  - Terri Williams (1), (512) 222-3211
  - Cathy Schmidt, (512) 222-4618
- Sr Steno 1

AREA MANAGER-MARKETING MECHANIZATION
Mark Harrison (2)
(512) 222-3079

- **AREA MANAGER-MARKETING MECHANIZATION**
  - Lee Shaner, (214) 464-2852
- **AREA MANAGER-MARKETING METHODS**
  - Patti E. Shrum, (713) 939-5564

AREA MANAGER-REVENUE FORECASTING
Robert E. Cole (3)
(512) 222-4682

- **MANAGER-REVENUE FORECASTING**
  - Glenn Crumpton, (512) 222-5215
  - Mary Botello (1), (512) 222-6023
- Sr Steno 1

AREA MANAGER-MARKETING METHODS
Phil Strauch (1)
(512) 222-3212

- Sr Steno 1

AREA MANAGER-MARKETING MECHANIZATION
Charles Miller (5)
(512) 222-7724

- **MANAGER-APPLICATION SUPPORT**
  - Rick Weld (1), (512) 222-7539
- **MANAGER-MKTG OPERATIONS**
  - Ida Singleton, (512) 222-3847
- **MANAGER-MKTG MECH**
  - Linda Korndorffer, (512) 222-4673
- **MANAGER-MARKETING BUDGETS**
  - Lois Morgado, (512) 222-5237
- Sr Steno 1

AREA MANAGER-MARKETING MECHANIZATION
Gilbert Garza (4)
(512) 222-4680

- **MANAGER-MARKETING MECHANIZATION**
  - Diana Kerr (3), (512) 222-7725
- Sr Gen Clk 3

AREA MANAGER-FORECASTING
Nancy Laine (6)
(214) 464-8067

- **MANAGER-FORECASTING**
  - Janice Coles, (214) 464-4994
  - Ronnie Norwood, (214) 464-8656
  - Patricia Godfrey, (214) 464-1911
  - Vacant
- Sr Steno 1
- Sr Recds Clk 1

TEXAS
MARKETING DEPARTMENT

DIVISION MANAGER-MKTG ADMINISTRATION - SA

DISTRICT MANAGER-RESIDENCE MARKET SUPPORT - SA
Nancy L. Feagin (27)
(512) 222-3848

AREA MANAGER-RESIDENCE SALES SUPPORT
Paul W. Proud (3)
(512) 222-3855

MANAGER-RESIDENCE SALES SUPPORT — Sr Steno 1
Michelle Anderson
(512) 222-5921
Aimee Fite (1)
(512) 222-3537

AREA MANAGER-MARKETING OPERATIONS
Donna S. Morton (5)
(512) 222-5490

MANAGER-MARKETING OPERATIONS — Sr Stenos 2
Vonnie Brysch (1)
(512) 222-5991
Luis Fuentes (1)
(512) 222-3880
Janie Kellner
(512) 222-3147

AREA MANAGER-MARKETING OPERATIONS
Louis Sternberg (2)
(512) 222-3846

MANAGER-MARKETING OPERATIONS — Sr Steno 1
Janelle Nix (1)
(512) 222-5920

AREA MANAGER-MARKETING OPERATIONS
Mike Everett (3)
(512) 222-6884

MANAGERS-MARKETING OPERATIONS — Sr Steno 1
John Connelly
(512) 222-3148
Diana Kowalik (1)
(512) 222-5637

AREA MANAGER-MARKETING METHODS — Sr Steno 1
Glynda Merritt (3)
(512) 222-3840

MANAGER-MARKETING METHODS — Sr Steno 1
Connie F. Nanney (1)
(512) 222-5853

AREA MANAGER-CONSUMER MARKETING MANAGEMENT
Ted Moreno
(512) 222-6999

AREA MANAGER-MARKETING QUALITY CONSULTANT
William M. Rychlik (2)
(512) 222-3116

MANAGER-MARKETING QUALITY CONSULTANT
Allison Jones
(512) 222-5992
Rick Welday
(512) 222-6998

AREA MANAGER-MARKETING PRODUCT SUPPORT
Lora K. Watts
(512) 222-7749
Sr Steno 1

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TEXAS MARKETING DEPARTMENT

DIVISION MANAGER-MKTG ADMINISTRATION - SA

DISTRICT MANAGER-BUSINESS MARTKET SUPPORT
Merrily Gullquist (18)
(512) 222-7304

AREA MANAGER-SALES ANALYSIS
Susan Burns
(512) 222-7714

AREA MANAGER-MARKET MANAGEMENT
Joe Baines
(512) 222-7211
Irene Huron
(512) 222-5129

AREA MANAGER-PROMOTION/TRADESHOWS | Sr Steno 1
Mike De Leon (1)
(512) 222-7210

AREA MANAGER-MARKETING PRODUCT SUPPORT
Carol Norman (5)
(512) 222-7603

MANAGER-MARKETING PRODUCT SUPPORT | Sr Steno 1

Bill Russek	Rolando Cortez
(512) 222-7240	(512) 222-7860
William D. Lashbrook	Dewey Clark (1)
(512) 222-7309	(512) 222-7955

AREA MANAGER-MARKETING OPERATIONS | Sr Steno 1
Beverly P. Grogan (1)
(512) 222-5630

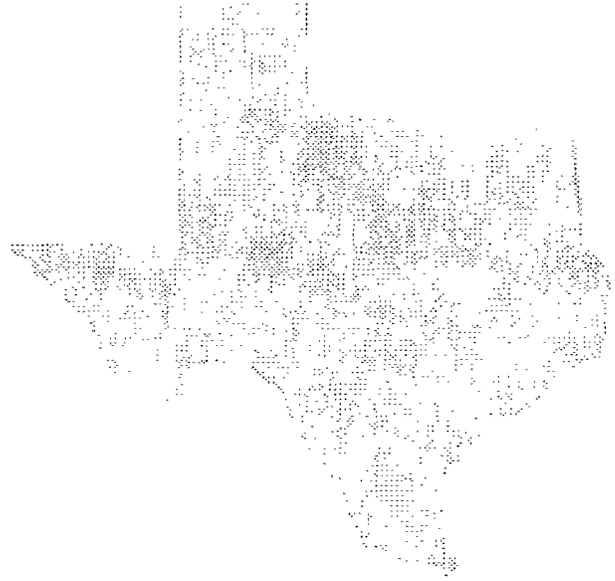
AREA MANAGER-MARKETING METHODS
Mike Rigotti (3)
(512) 222-6609

MANAGER-MARKETING METHODS | Sr Rpts Clk 1
Vacant
(512) 222-3853
Susy Statzer (1)
(512) 222-5922

SECRETARY TO DISTRICT MANAGER-BUSINESS MARKET SUPPORT
Connie Sierra
(512) 222-7708

ORGANIZATION CHARTS
TEXAS

Marketing Segment



ORGANIZATION CHARTS
TEXAS MARKETING DEPARTMENT

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1	VICE PRESIDENT-MARKETING - San Antonio
2	GENERAL MANAGER-MARKETING - San Antonio
3	DIVISION MANAGER-MARKETING BUSINESS SALES - Austin
4	District Manager-Business Sales (North) - Dallas
5	District Manager-Business Sales (South) - Houston
6	District Manager-Business Sales - San Antonio
7	District Manager-Sales/Service Center (North) - Fort Worth
8	District Manager-Sales/Service Center (South) - Houston
9	DIVISION MANAGER-MARKETING BUSINESS SALES (NORTH) - Dallas
10	District Manager-Marketing Business Sales - Dallas
11	District Manager-Marketing Business Sales - Fort Worth
12	District Manager-Business Sales Technical - Dallas
13	DIVISION MANAGER-MARKETING BUSINESS SALES (SOUTH) - Houston
14	District Manager-Marketing Business Sales - Houston
15	District Manager-Marketing Business Sales - Houston
16	District Manager-Marketing Business Sales - Austin
17	District Manager-Business Sales Technical - Houston
18	DIVISION MANAGER-MARKETING CONSUMER - Arlington
19	District Manager-Sales/Service Center - Arlington
20	District Manager-Sales/Service Center - Austin
21	District Manager-Sales/Service Center - Dallas
22	District Manager-Sales/Service Center - El Paso
23	District Manager-Sales/Service Center - Houston
24	District Manager-Sales/Service Center - Houston
25	District Manager-Sales/Service Center - San Antonio
26	DIVISION MANAGER-MARKETING REVENUE MANAGEMENT - Houston
27	District Manager-Marketing Revenue Management - Austin
28	District Manager-Marketing Revenue Management - Dallas
29	District Manager-Marketing Revenue Management - Houston
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33	District Manager-Marketing Product Support - San Antonio
34	District Manager-Marketing Regulatory Support - Austin
35	District Manager-Marketing Administrative Services - Dallas
36	District Manager-Marketing Special Services - Dallas
37	District Manager-Business Sales Operations Support - St. Louis

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TEXAS MARKETING DEPARTMENT

CHART 1

VICE PRESIDENT-MARKETING - San Antonio
Pat F. Parker (5301)
(210) 351-3131

GENERAL MANAGER-MARKETING - San Antonio | See Chart 2
Phil R. Howard (1534)
(210) 351-7800

DIVISION MANAGER-MARKETING CONSUMER - Arlington | See Chart 18
Paul Cardarella (1970)
(817) 376-2000

DIVISION MANAGER-MARKETING REVENUE MANAGEMENT - Houston | See Chart 26
A. J. Lynch (1322)
(713) 567-8531

DIVISION MANAGER-MARKETING ADMINISTRATION - San Antonio | See Chart 30
Robert A. Patton (469)
(210) 351-3134

SECRETARY TO VICE PRESIDENT-MARKETING | Sr Conf Steno 1
Dorothy Meuth (1)
(210) 351-3133

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TEXAS MARKETING DEPARTMENT

CHART 2

VICE PRESIDENT-MARKETING - SA

GENERAL MANAGER-MARKETING - San Antonio
Phil Howard (1534)
(210) 351-7800

DIVISION MANAGER-MARKETING BUSINESS SALES - Austin | See Chart 3
Bob Rankin (1004)
(512) 870-4631

DIVISION MANAGER-MARKETING BUSINESS SALES (NORTH) - Dallas | See Chart 9
Joe Ramsey (193)
(214) 464-4400

DIVISION MANAGER-MARKETING BUSINESS SALES (SOUTH) - Houston | See Chart 13
Rick Gamez (323)
(713) 939-5500

AREA MANAGER-MARKETING OPERATIONS (MAJORS)
Virginia Daily (2)
(210) 351-7819

MANAGER-MARKETING OPERATIONS | Sr Steno 1
Denise Reina
(210) 351-7830

AREA MANAGER-MARKETING OPERATIONS (SBA)
Tim A. Bailey (1)
(210) 351-7805

MANAGER-MARKETING OPERATIONS
Gordon Brown
(210) 351-7831

AREA MANAGER-MARKETING TECHNICAL | Sr Steno 1
Rick Scott (4)
(210) 351-7808

MANAGER-MARKETING TECHNICAL | Sr Steno 1
Juan Gonzalez (210) 351-7817
Manuel Trevino (210) 351-7838

SECRETARY TO GENERAL MANAGER-MARKETING
Jonelle Crow
(210) 351-7803

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TEXAS MARKETING DEPARTMENT

CHART 6

DIVISION MANAGER-MKTG BUSINESS SALES - Austin

DISTRICT MANAGER-BUSINESS SALES San Antonio
David Burns (144)
(210) 351-8000

AREA MANAGER-SELECT BUSINESS ACCOUNTS
Jannet Hadley (25)
(210) 351-8105

ACCOUNT REPRESENTATIVES
- Lisa L. Bradley, (210) 351-8060
- Donna Vaccaro, (210) 351-8062
- Lynn Schuyler, (210) 351-8045

MANAGERS-BUSINESS SALES ADMINISTRATION
- Armando Ramirez (10), (210) 351-8184
- Rose Delgado (10), (210) 351-8069

Comm Consults	7
Service Reps	11
Sr Stenos	2

AREA MANAGER-SELECT BUSINESS ACCOUNTS
Bill Penak (25)
(512) 870-4021

ACCOUNT REPRESENTATIVES
- Keith Ahsumhs, (512) 870-4747
- Joe Burgos, (817) 751-8025
- Seth Fowler, (512) 870-4500
- Christine Najim, (512) 870-4841

MANAGERS-BUSINESS SALES ADMINISTRATION
- Donna Fox (5), (512) 870-4987
- Donna Darling (7), (512) 870-4882
- Vickie Spradlin (6), (512) 870-4833

Service Reps	9
Sr Stenos	2
Comm Consults	7

AREA MANAGER-SELECT BUSINESS ACCOUNTS
Stacie George (28)
(915) 542-4044

SENIOR ACCOUNT REPRESENTATIVE
- R. L. Newsom, (915) 542-4078

ACCOUNT REPRESENTATIVES
- Carol Steen, (915) 684-2771
- Anwar Hassan, (915) 542-4699

MANAGERS-BUSINESS SALES ADMINISTRATION
- Reuben Harris (10), (915) 542-4075
- Gayle Hart (13), (915) 542-3641

Service Reps	13
Comm Consults	7
Svc Ord Wrtrs	2
Sr Stenos	1

AREA MANAGER-SELECT BUSINESS ACCOUNTS
Mike Coke (26)
(806) 741-5280

SENIOR DESIGN CONSULTANT
- David Coldiron, (806) 741-5318

DESIGN CONSULTANT
- David George, (915) 542-4030

SENIOR ACCOUNT REPRESENTATIVE
- Ron Steele, (806) 741-5444

ACCOUNT REPRESENTATIVE
- Cindy Stansell, (806) 741-5184

MANAGERS-BUSINESS SALES ADMINISTRATION
- Kae Liles (14), (806) 741-5911
- Janice Keeth (6), (806) 741-5388

Sr Stenos	4
Comm Consults	6
Service Reps	8
Svc Ord Wrtrs	2

AREA MANAGER-SELECT BUSINESS ACCOUNTS
Lynnell Berlanga (34)
(512) 881-7804

SENIOR DESIGN CONSULTANT
- Gerald Bell, (512) 881-7867

DESIGN CONSULTANT
- Odette Johnson, (512) 881-7860

SENIOR ACCOUNT REPRESENTATIVE
- Brenda Howard, (512) 881-7844

ACCOUNT REPRESENTATIVES
- Shannon Campsey, (512) 881-7863
- Stewart Braden, (512) 630-8322

MANAGERS-BUSINESS SALES ADMINISTRATION
- Georgette Hogan (14), (512) 881-7842
- Jane Smith (13), (210) 630-8440

Comm Consults	10
Service Reps	12
Svc Ord Wrtrs	2
Sr Stenos	3

SECRETARY TO DISTRICT MANAGER-SELECT BUSINESS ACCOUNTS
Joanna Adamek
(210) 351-8002

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AREA MANAGER-RES SLS/ORD CNTR — 4119 Broadway, Room 540, San Antonio, TX 78209 — Fax 210-820-5182

Tomas' Garza (90)
(210) 820-7725

MANAGERS-RESIDENCE SALES/ORDER CENTER

Donna Johnson (10)	Ken Tysell (11)	David Espinoza (9)
(210) 820-6526	(210) 820-6738	(210) 820-7093
Becky Rendon (10)	Pat Rodriguez (9)	Carmen Roberts (11)
(210) 820-6236	(210) 820-6021	(210) 820-7476
Marilyn Mathis (10)	Yolanda DeLeon (10)	Rachel Campos (1)
(210) 841-0950	(210) 820-7475	(210) 820-7635

Service Reps	79
Sr Recds Clk	1
Sr Steno	1

AREA MANAGER-RES SLS/ORD CNTR — 4119 Broadway, Room 540, San Antonio, TX 78209 — Fax 210-820-5182

Lora Watts (101) *
(210) 820-6606

MANAGERS-RESIDENCE SALES/ORDER CENTER

Mary Ann Allen (9)	Emily Luna (11)	Frank Olivencia (11)
(210) 820-6236	(210) 820-6923	(210) 820-6223
Cindy Harrell (12)	Nancy Valdez (8)	Maggie Maldonado (9)
(210) 841-0945	(210) 820-5170	(210) 820-6039
Vacant (11)	Andi Ybarra (10)	Connie Nanney (11)
(210) 820-6022	(210) 820-5171	(210) 820-6410

Service Reps	80
Sr Recds Clk	1
Svc Ordr Wrtrs	11

DIVISION MANAGER-MARKETING CONSUMER - Arlington

AREA MANAGER-RES SLS/ORD CNTR — 401 E. Van Buren, Harlingen, TX 78550 — Fax 210-421-7305

John Zittle (103) — 1300 N. 10th St., 4th Floor, McAllen, TX 78501 — Fax 210-630-8059
(210) 421-7300

MANAGERS-RESIDENCE SALES/ORDER CENTER

Becky Lucas-H (11)	Rose Sanchez-H (11)	Irma Fernandez-H (4)
(210) 421-7287	(210) 421-7285	(210) 421-7286
Melba DeLos Santos-H (12)	Carolyn Valle-H (11)	Silvestre Zamora-M (11)
(210) 421-7288	(210) 421-7289	(210) 630-8055
Israel Salinas-M (11)	Fred Cavazos-M (12)	Judy Hughston-M (11)
(210) 630-8100	(210) 630-8053	(210) 630-8585

Service Reps	90
Sr Recds Clk	4

DISTRICT MANAGER-SALES/SERVICE CENTER - San Antonio

Jane Burchard (309)
(210) 820-7676
4119 Broadway
Room 510
San Antonio, TX 78209
Fax 210-820-5182

MANAGER-RESIDENCE SALES/ORDER CENTER — Sr Recds Clk 7

Sharyn Hall (7)
(210) 820-5999

LAREDO RSC — Service Reps 1

SECRETARY TO DISTRICT MANAGER-SALES/SERVICE CENTER — Sr Steno 1

Anne Guyer (1)
(210) 820-7677

* Stuart Dudley on Loan to England

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TEXAS MARKETING DEPARTMENT

CHART 30

VICE PRESIDENT-MARKETING - SA

DIVISION MANAGER-MKTG ADMINISTRATION - SA
Robert A. Patton (469)
(210) 351-3134

DISTRICT MANAGER-MARKETING BUDGETS/MECHANIZATION — See Chart 31
James R. Watts (33)
(210) 351-3141

DISTRICT MANAGER-MARKETING OPERATIONS SUPPORT — See Chart 32
Nancy L. Feagin (37)
(210) 222-3848

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT — See Chart 33
Merrily Gullquist (18)
(210) 222-7304

DISTRICT MANAGER-MARKETING REGULATORY SUPPORT — See Chart 34
Larry L. McClellan (7)
(512) 870-3891

DISTRICT MANAGER-MARKETING ADMINISTRATIVE SERVICES — See Chart 35
Paula Gill (76)
(214) 464-2597

DISTRICT MANAGER-MARKETING SPECIAL SERVICES — See Chart 36
Pete Sessions (272)
(214) 464-2561

DISTRICT MANAGER-BUSINESS SALES OPERATIONS SUPPORT — See Chart 37
Stuart Katz (6)
(314) 235-9869

AREA MANAGER-MARKETING LABOR RELATIONS
Genevieve Modarelli (2)
(210) 222-3344

MANAGER-MARKETING PERSONNEL — Sr Steno 1
Carmen Ingle (1)
(210) 222-3906

AREA MANAGER-MARKETING HUMAN RESOURCES
Mary Alice Campos (8)
(210) 222-3216

MANAGERS-MARKETING PERSONNEL — Sr Stenos 2; Sr Rcds Clk 3
Janie Jack (1)
(210) 222-3380

Joyce Rummel (4)
(210) 351-7820

Christine Thomas
(210) 222-5790

SECRETARY TO DIVISION MANAGER-MARKETING ADMINISTRATION (TX)
Diana Garcia
(210) 351-3136

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TEXAS MARKETING DEPARTMENT

CHART 31

DIVISION MANAGER-MKTG ADMINISTRATION - SA

DISTRICT MANAGER-MARKETING BUDGETS/ MECHANIZATION - SA
James R. Watts (33)
(210) 351-3141

AREA MANAGER-MARKETING BUDGETS
Kathy McClain (3)
(210) 222-5692

MANAGER-MARKETING BUDGETS	MANAGER-MARKETING BUDGETS	Sr Steno 1
Terri Williams (1)	Cathy Schmidt	
(210) 222-3211	(210) 222-4618	

AREA MANAGER-MARKETING MECHANIZATION
Mark Harrison (2)
(210) 222-3079

AREA MANAGER-MARKETING MECHANIZATION
Lee Shaner
(210) 222-4843

AREA MANAGER-MARKETING METHODS
Patti Shrum
(713) 939-5564

AREA MANAGER-REVENUE FORECASTING
Robert K. Cole (3)
(210) 222-4682

MANAGER-REVENUE FORECASTING	MANAGER-REVENUE FORECASTING	Sr Steno 1
Glenn Crumpton	Mary Botello (1)	
(210) 222-5215	(210) 222-6023	

AREA MANAGER-MARKETING METHODS — Sr Steno 1
Phil Strauch (1)
(210) 222-3212

AREA MANAGER-MARKETING MECHANIZATION
Charles Miller (5)
(210) 222-7724

MANAGER-MKTG OPERATIONS	MANAGER-MKTG MECHANIZATION	MANAGER-MKTG MECHANIZATION
Sandy Howorth	Linda Korndorffer	Jacob Gonzales
(210) 222-3847	(210) 222-4673	(210) 222-6774
MANAGER-MARKETING BUDGETS (CAPITAL)	**MANAGER-MKTG MECHANIZATION**	
Lois Morgado	Kay Burleson	
(210) 222-5237	(210) 222-6934	

AREA MANAGER-MARKETING MECHANIZATION
Gilbert Garza (4)
(210) 222-4680

MANAGER-MARKETING MECHANIZATION	Sr Gen Clk 3
Diana Kerr (3)	
(210) 222-5125	

AREA MANAGER-MARKETING MECHANIZATION
Dan Petro (2)
(210) 222-3158

MANAGER-MARKETING MECHANIZATION	Sr Steno 1
Rick Weld (1)	
(210) 222-7439	

AREA MANAGER-FORECASTING — Sr Steno 1
Nancy Laine (5) — Sr Recds Clk 1
(214) 464-8067

MANAGER-FORECASTING	MANAGER-FORECASTING
Janice Coles	Patricia Godfrey
(214) 464-4994	(214) 464-1911
Ronnie Norwood	
(214) 464-8656	

A.O. 03/01/93

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TEXAS MARKETING DEPARTMENT

CHART 32

DIVISION MANAGER-MKTG ADMINISTRATION - SA

DISTRICT MANAGER-MKTG OPERATIONS SUPPORT - SA
Nancy L. Feagin (37)
(210) 222-3848

AREA MANAGER-RESIDENCE SALES SUPPORT
Paul W. Proud (2)
(210) 222-3855

- **MANAGER-SALES OPERATIONS** — Sr. Steno 1
  - Zenobia Lylerly
  - (314) 235-9396

AREA MANAGER-MARKETING OPERATIONS
Doris Kritz (1)
(314)235-5819

- **MANAGER-MARKETING OPERATIONS**
  - Becky Randon
  - (210)222-6998

AREA MANAGER-MARKETING OPERATIONS
Raul Cortez (5)
(210) 222-5490

- **MANAGER-MARKETING OPERATIONS** — Sr. Stenos 2
  - Lisa Villarreal (210) 222-5991
  - Janie Kellner (1) (210) 222-3147
  - Luis Fuentes (210) 222-3880

AREA MANAGER-MARKETING OPERATIONS
Louis Sternberg (3)
(210) 222-3846

- **MANAGER-MARKETING OPERATIONS** — Sr. Steno 1
  - Janelle Nix (1) (210) 222-5920
  - Vacant

AREA MANAGER-MARKETING OPERATIONS
Mike Everett (3)
(210) 222-6884

- **MANAGERS-MARKETING OPERATIONS** — Sr. Steno 1
  - John Connelly (1) (210) 222-3148
  - Dianna Kowalik (210) 222-5637

AREA MANAGER-MARKETING OPERATIONS
Glynda Merritt (4)
(210) 222-3840

- **MANAGER-MARKETING METHODS** — Sr. Steno 2
  - Vonnie Brysch (1) (210) 222-5853
  - Vacant

AREA MANAGER-MARKETING QUALITY CONSULTANT
William M. Rychlik (5)
(210) 222-3116

- **AREA MANAGER-MARKETING QUALITY FACILITATOR**
  - Randy Wilkinson
  - (817)376-2100
- **MANAGER-MARKETING QUALITY FACILITATOR** — Sr. Steno 1
  - Allison Jones (1) (210) 222-5992
  - Harry Rever (210) 222-6998
  - Vacant

AREA MANAGER-FORCE MANAGEMENT
Fred Ury (5)
(210) 222-4841

- **MANAGER-MARKETING OPERATIONS** — Sr Steno 1
  - Bob McVey (2) (210) 222-4851
  - Mike Weston (817) 376-2350
  - Sr. Gen. Clk 2
  - Sr. Steno 1

A.O. 03/01/93

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TEXAS MARKETING DEPARTMENT

CHART 33

DIVISION MANAGER-MKTG ADMINISTRATION - SA

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT
Merrily Gullquist (18)
(210) 222-7304

AREA MANAGER-SALES ANALYSIS | Sr Steno 1
Susan Burns (1)
(210) 222-7714

AREA MANAGER-PRODUCT PROMOTION CENTER SUPPORT
Pat Golden
(314) 235-5936

AREA MANAGER-PROMOTIONAL PLANNING | Sr Steno 1
Mike De Leon (1)
(210) 222-7210

AREA MANAGER-MARKETING PRODUCT SUPPORT
Carol Norman (4)
(210) 222-7603

MANAGER-MARKETING PRODUCT SUPPORT | Sr Steno 1
Bob Russek
(210) 222-7240
William D. Lashbrook
(210) 222-7309
Dewey Clark
(210) 222-7955

AREA MANAGER-MARKETING PRODUCT SUPPORT
Ted Moreno (2)
(210) 222-6999

MANAGER-MARKETING PRODUCT SUPPORT
Rolando Cortez
(210) 222-7860
Aimee Fite
(210) 222-3537

AREA MANAGER-MARKETING METHODS
Mike Rigotti (3)
(210) 222-6609

MANAGER-MARKETING METHODS | Sr Rpts Clk 1
Cindy Decker
(210) 222-3853
Suzy Statzer (1)
(210) 222-5922

SECRETARY TO DISTRICT MANAGER-MARKETING PRODUCT SUPPORT
Connie Sierra
(210) 222-7708

A.O. 03/01/93

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San Antonio, May 6, 1993

DIVISION MANAGER-MARKETING BUSINESS SALES - Austin:
DIVISION MANAGER-MARKETING BUSINESS SALES (NORTH) - Dallas:
DIVISION MANAGER-MARKETING BUSINESS SALES (SOUTH) - Houston:
DIVISION MANAGER-MARKETING CONSUMER - Arlington:
DIVISION MANAGER-MARKETING REVENUE MANAGEMENT - Houston:

Attached are responsibility lists for the districts in my division.

Also attached is an alphabetical list of the Human Resources, Budgets/Mechanization, Business Sales Operations Support, Operations Support and Product Support organizations. Additional copies should be reproduced locally.

Questions may be referred to Mary Alice Campos on 210-222-3216.

(ORIG. SIGNED) BOB PATTON

R. A. Patton
Division Manager-Marketing Administration

Attachments

Marketing
Div.Mgr.-Mktg.Admin.

CC: General Manager-Marketing - San Antonio
District Manager-Business Sales Operations Support - St. Louis
District Manager-Marketing Administrative Services - Dallas
District Manager-Marketing Budgets/Mechanization - San Antonio
District Manager-Marketing Operations Support - San Antonio
District Manager-Marketing Product Support - San Antonio
District Manager-Marketing Regulatory Support - Austin
District Manager-Marketing Special Services - Dallas

Doc. No.:000437
[SFC_ST_PERS]

MAC:gr 5-4-93

CONTACT REFERENCE LIST
VICE PRESIDENT-MARKETING

	Telephone No.
DIVISION MANAGER-MARKETING ADMINISTRATION Robert Patton 1010 N. St. Mary's, Room 1400 San Antonio, Texas 78215	210-351-3134
Secy., Division Manager Diana Garcia	210-351-3136
Area Manager-Human Resources Mary Alice Campos	210-222-3216
Area Manager-Labor Relations Genevieve Modarelli	210-222-3344
District Manager-Business Sales Operations Support Stu Katz	314-235-9539
District Manager-Marketing Administrative Services Paula Gill	214-464-2597
District Manager-Marketing Budgets/Mechanization Jim Watts	210-351-3141
District Manager-Marketing Operations Support Vacant	210-222-3848
District Manager-Marketing Product Support Merrily Gullquist	210-222-7304
District Manager-Marketing Regulatory Support Larry McClellan	512-870-3891
District Manager-Marketing Special Services Pete Sessions	214-464-2561

Rev. March 1, 1993

CONTACT REFERENCE LIST

HUMAN RESOURCES/LABOR RELATIONS

		Telephone No.
1010 N. St. Mary's, Room 1207		
Area Manager-Human Resources	- Mary Alice Campos	222-3216
Manager-Marketing Personnel	- Janie Jack	3380
Manager-Marketing Personnel	- Christine Thomas	5790
Manager-Marketing Personnel	- Joyce Rummel	5867
Area Manager-Labor Relations	- Genevieve Modarelli	222-3344
Manager-Marketing Personnel	- Carmen Ingle	3906

RESPONSIBILITY	STAFF PERSON RESPONSIBLE
Absence/Attendance Program	Ingle/Modarelli
Affirmative Action Program	Jack
Assessments (MAP, SMA, AE, AR, DC, SE)	Rummel
Award Programs (Nova, Rider, Vail, VP)	Thomas
Bellcore Staffing Plan	Jack
Benefits	Jack
CAM (Cost Analysis Manual)	Thomas
Company Sponsored Memberships	Jack
EEO State Monitoring - Management Job Groups - Impact Ratio Analysis	Campos/Jack
Employee Attitude Survey	Ingle/Modarelli
Employment/Placement Bureau Matters	Modarelli
Career Resource Center	Ingle/Modarelli
Job Vacancy Plan	Ingle/Modarelli
Training and Retraining	Ingle/Modarelli
Employee Privacy Program	Jack
Functional Accounting Coordinator	Thomas
Human Resources Data Admin. Job Function Codes Responsibility Codes	Thomas
Job Descriptions/SW-1030/OP 73	Jack
Labor Relations Matters	
Arbitrations	Modarelli
Force Adjustment Article	Modarelli/Ingle
Grievances	Modarelli
Job Accommodations	Modarelli
Labor Agreements Contract	Modarelli/Campos
Supervisor's Manual	Modarelli/Ingle
Leadership Development Program (LDP)	Campos

RESPONSIBILITY	STAFF PERSON RESPONSIBLE
Management Career Development System	Rummel
Management Continuity Program (MCP)	Jack
Management Employment Program (Direct Hire)	Campos
Management Information Staffing System (MISS)	Rummel
Management Salary Plans	Campos/Rummel
Management Salary Plan	
Merit/G6 Increases	
Risk/Reward Plan	
Sales Compensation Plan	
TEAM Award	
Management Transfers	Jack
Managing Performance Plan	Campos/Jack
Minority/Women's & Small Business Enterprise Program	Jack
Modified Final Judgment/FCC Docket	Jack
Nonmanagement Performance Appraisal Plan	Modarelli/Ingle
Organization Charts	Jack
Participative Management/Employee Involvement (PM/EI)	Ingle
Payroll Change Report Matters	Rummel
Personnel Reviews	Jack
Positive Discipline	Ingle
Requisition Coordinator	Jack
Resumes/Referrals	Campos
Safety	Modarelli/Ingle
Schedule of Authorizations	Thomas
Span of Control	Campos
Substance Abuse Policy	Ingle/Modarelli
Surplus (Management)	Campos
SWMTR I & II Administration	Thomas
Texas Official Directory Segment Coordinator	Rummel
Training	Jack
Leadership Forum	
Management Development	
Technical	
Tuition Plan	Jack

Revised February 25, 1993
Effective March 2, 1993

CONTACT REFERENCE LIST

	Telephone Number
DISTRICT MANAGER-BUSINESS SALES OPERATIONS SUPPORT Stuart M. Katz Rm. 8-V-7 One Bell Center (Eff. 4/13 Rm. 11-J-8) St. Louis, MO. 63101 FAX 314-235-9318	314-235-9869
Project Clerk (on loan) - Judy Heller (8-U-6)	314-235-9540
Area Manager-Sales Operations Major Market Mike Isaac (8-T-08) (Channel Manager)	314-235-9551
Area Manager-Sales Operations SBA/Agency Jeanne Davis (10-W-02) (Channel Manager)	314-235-9537
Area Manager-Sales Operations BSC Beverly Grogan @ (Channel Manager)	210-222-5630
Area Manager-Market Management Irene Huron @ (Market Manager)	210-222-5129
Area Manager-Market Management Vacant @ (Market Manager)	
Area Manager-Market Management Joe Baines @ (Market Manager)	210-222-7211

@ Located at 1010 N. St. Mary's
Room 910
San Antonio, Texas 78215

Responsibility	INDIVIDUAL
Account Planning	Channel Manager
Applications Development	Market Manager
Applications Support	Market Manager
Automation (needs identification only)	Channel Manager
BSC Issues	Davis*

*This manager is handling this responsibility on an interim basis.

Responsibility	INDIVIDUAL
CAM	Davis
Career Path	
Sales	Katz
Technical	Katz
Channel Managers	
BSC	Davis*
SBA	Davis
Majors	Isaac
CPE	
Strategic Issues	Channel Manager
Coach's Playbook	Davis*
Compensation	
Coordination	Channel Manager
Design	Katz
Competitive Sales Support	Channel Manager
Consultative Selling	Channel Manager
Coordination Services	Davis*
CPNI	Davis
EASE Interface	Davis*
Financial Marketing	Isaac
Focus Groups	Channel Manager
Impact	Davis
Incentives	Channel Manager
Integrity Issues	Davis*
IWS	Davis*
Key to Issues	Davis*
Leverage Packages	Market Manager
MAC Center Issues	Isaac
Market Management -	
Education	Huron
Finance	Katz*
Health Care	Baines
Manufacturing	Baines
Petro-Chemical	Baines
Retail	Katz*
State & Local Government	Huron
Distribution	Katz*
Mechanized Station Reviews (See Sales Force Automation)	
Module Construction	
SBA	Davis
Majors	Isaac
Multi State Marketing	Channel Manager

*This manager is handling this responsibility on an interim basis.

Responsibility	INDIVIDUAL
Operator Product Coodination	Baines
Outsourcing	Katz
Sales Force Automation (needs identification only)	Channel Manager
Sales Operations	Channel Manager
Agency	Davis
BSC	Davis*
Majors	Isaac
SBA	Davis
Special	Isaac
Situation Management	Katz
SNAP	Davis*
SOMIS	Channel Manager
Subsidiary Coordination	Channel Manager
Training Design	Channel Manager

*This manager is handling this responsibility on an interim basis.

MARKETING FORECASTING/COM/SALES AGENCY DISTRICT
RESPONSIBILITY LIST (3/1/93)

Paula Gill	District Manager- Marketing Administrative Services	214-464-2597
Marilyn Leary	Sr. Stenographer (Dallas)	214-464-8620
Boyd Tiner	Records Clerk	214-464-3693

NORTH TEXAS LATAs:
Abilene * Amarillo * Austin * Dallas * El Paso * Longview
* Lubbock * Midland * Waco * Wichita Falls

Kara Danter	Area Manager-Forecasting (Dallas) Wire Center Area Forecasts/Outside Plt Forecasts	214-464-5652
Pam Denson	Manager-Forecasting (Dallas)	214-464-8619
Becky Bayer	Manager-Forecasting (Dallas)	214-464-5862
Michael Fields	Manager-Forecasting (Dallas)	214-464-3149
Pam Carr	Manager-Forecasting (Dallas)	214-464-4053
Art Chanson	Manager-Forecasting (El Paso)	915-542-2408
Al Fernandez	Manager-Forecasting (El Paso)	915-542-2457
Louisa Alaniz	Manager-Forecasting (Austin)	512-870-3128
Bronnie Martin	Manager-Forecasting (Austin)	512-870-3111

SOUTH TEXAS LATAs:
Beaumont * Brownsville * Corpus Christi
* Houston * Hearne * San Antonio

Louis Hernandez	Area Manager-Forecasting (Houston) Wire Center Area Forecasts/Outside Plt Forecasts	713-567-7302
Jeanie Adams	Manager-Forecasting (Houston)	713-567-8556
Nancy Long	Manager-Forecasting (Houston)	713-567-8590
Don Moye	Manager-Forecasting (Houston)	713-567-8400
Marilyn Williams	Manager-Forecasting (Houston)	713-567-7327
HOUSTON'S HOT LINE		713-567-8554
Rachel Castaneda	Manager-Forecasting (San Antonio)	210-222-6024
Rose Flores	Manager-Forecasting (San Antonio)	210-222-5904
Mike Medina	Manager-Forecasting (San Antonio)	210-222-3195

MARKET/PRODUCT INFORMATION & FORECASTS

John Wofford	Area Manager-Forecasting (Dallas) Market Information & Forecasting	214-464-3391
Barbara Brown	Manager-Infomark (Dallas) (Residence Analysis) Residence Applications/Support	214-464-7549
Sherry Willis	Manager-Infomark (Dallas) Wire Center Maps (Forecast Application) Forecasting & Ntwk Support Census-Demographic-Data	214-464-8224
Leo Rohde	Manager-Forecasting (Dallas) (Complex Business) Business Mkt Analysis-Majors Centrex/PLEXAR Data Regional Marketing-Coordinator Special Services Forecast	214-464-3674

MARKETING FORECASTING/COM/SALES AGENCY DISTRICT
RESPONSIBILITY LIST (3/1/93)

Barbara Talley	Manager-Forecasting (Dallas) (Residence Access Lines) Residence Market Analysis Product & Services Forecast-Residence	214-464-8617
Sharon Collier	Manager-Forecasting (Houston) (Basic Bus/Pub) A/L & Product Business Mkt. Analysis-SBA/BSC Business Facts Screen CCS7-Products Forecasts-Business Public Services Coordinator	713-567-8550
Garry Carter	Manager-Forecasting (Houston) (Residence Products) CCS7-Products Forecasts-Residence Product & Services Forecasts-Residence Vertical Service Model-Residence	713-567-7031
Eric Lunday	Area Manager-Forecasting/C&DS (Dallas) Mechanization-PC4CAST/LAN Administration Wire Center Demand Model	214-464-8616
Steve Justice	Manager-Forecasting/C&DS (Dallas) Accuracy Measurement Plan Computer & Data Support SWIFTS/MARTEX/CMATS COPP Committee CDRMC Committee OSP SOftware	214-464-5995

CALL ON ME

Carlos Cordova	Area Manager-Sales Referral Operations (San Antonio)	210-222-7170
Virginia Bruton	Manager-Sales Referral Center (San Antonio)	210-222-5108
Jan Ferrell	Manager-Sales Referral Center (San Antonio)	210-222-6582

TEXAS SALES AGENCY

Carol Hollins	Area Manager-Sales Agency (San Antonio)	210-820-6005
Vacant	Manager-Sales Agency (San Antonio)	210-820-7076
Henry Tamez	Manager-Sales Agency (San Antonio)	210-820-7010
Andreal White	Manager-Sales Agency (San Antonio)	210-820-7070
Gipsye Winkler	Manager-Sales Agency (San Antonio)	210-820-7030

REV. February, 1993

CONTACT REFERENCE LIST

VICE PRESIDENT-MARKETING (TEXAS)

	Telephone No.
DISTRICT MANAGER-MARKETING BUDGETS/MECHANIZATION	210-351-3141
Jim Watts	
1010 N. ST. MARY'S, ROOM 1225, SAN ANTONIO, TX 78215	
Area Manager-Marketing Budgets - Kathy McClain	222-5692
Manager-Marketing Budgets (BUS/VP Expense) - Terri Williams	222-3211
Manager-Marketing Budgets (RES/ADMIN Staff Expense) - Cathy Schmidt	222-4618
Area Manager-Marketing Methods - Phil Strauch	222-3212
Area Manager-Marketing Mechanization (Customer Interface) - Mark Harrison	222-3079
Area Manager-Marketing Mechanization - Lee Shaner	222-4843
(5252 HOLLISTER, 1ST FLOOR, HOUSTON)	
Area Manager-Marketing Methods - Patti Shrum	713-939-5564
Area Manager-Marketing Mechanization (Decision Support System) - Charles Miller	222-7724
Manager-Marketing Mechanization - Linda Korndorffer	222-4673
Manager-Marketing Operations - Sandra Fisher-Howorth	222-3847
Manager-Marketing Budgets (Capital) - Lois Morgado	222-5237
Manager-Marketing Mechanization - Kay Burleson	222-6934
Manager-Marketing Mechanization - Jacob Gonzales	222-6774
Area Manager-Marketing Mechanization (MARTEX) - Gilbert Garza	222-4680
Manager-Marketing Mechanization (MARTEX All-In-One) - Diana Kerr	222-5125
Area Manager-Marketing Mechanization - Dan Petro	222-3158
Manager-Marketing Mechanization - Rick Weld	222-7539
Area Manager-Revenue Forecasting - Robert Cole	222-4682
Manager-Revenue Forecasting (BUS) - Mary Botello	222-6023
Manager-Revenue Forecasting (BUS) - Glenn Crumpton	222-5215
(FOUR BELL PLAZA, ROOM 1910, DALLAS)	
Area Manager-Forecasting (Administration) - Nancy Laine	214-464-8067
Manager-Forecasting - Jan Coles	214-464-4994
Manager-Forecasting - Pat Godfrey	214-464-1911
Manager-Forecasting - Ronnie Norwood	214-464-8656
Manager-Forecasting - Vacant	214-464-7606

RESPONSIBILITY	STAFF PERSON RESPONSIBLE
BUDGETS	
Accruals	McClain/Williams
Business Plan - Current Year Completion Tracking	Strauch
Business Plan - Next Year Planning Formulation	Strauch
Capital Budget	Strauch
Centralized Data Processing (CDP) - State & San Antonio Data Center Coordinator Clearing Accts	McClain/Williams/Schmidt
Ergonomics	McClain
Executive Policy Council Reports	Strauch
Expense Budget (Planning/Analyzation)	McClain/Williams/Schmidt
Floor Space (Marketing)	McClain
Floor Space (Marketing Administration Division)	McClain/Morgado
Force Budgets	McClain/Williams/Schmidt
Force Transfers	McClain/Williams
Home Relocations (EMP & Other)	McClain/Williams
Interstate Access Revenue Reallocation & HARRP	Laine/Godfrey
Keep Cost Orders (KCO)	McClain/Williams
Mechanized Force Report	McClain/Williams/Schmidt
Monthly Expense Results	McClain/Williams/Schmidt
MR/IBPS - (Management Reports/Integrated Budget Planning System)	McClain/Williams
New Product Tracking - Business	Cole/Botello/Crumpton/
New Product Tracking-Consumer	Laine/Norwood/Coles
OCS - Tracking & Budget Approval	Miller/Morgado
Office Relocations/Rearrangements (Marketing)	McClain
Office Relocations/Rearrangements (Marketing Administration Division)	McClain/Morgado
Revenue Reports - Business Revenues	Cole/Crumpton/Botello
Revenue Tracking & Forecasting - Business	Cole/Crumpton/Botello
Revenue Tracking & Forecasting - Residence	Laine/Coles/Norwood
Revenue Tracking & Forecasting - Other	Laine/Godfrey
SATRN - (Southwestern Account-Band Tracking & Reporting Network)	McClain/Williams

RESPONSIBILITY	STAFF PERSON RESPONSIBLE
FORECASTING	
Access Line Forecasts (Residence & Public)	Coles
Access Line Forecasts (Business)	Coles/Crumpton
Administrative Forecasting Reports	Laine
Economic Analysis/Outlook	Laine/Godfrey
R525 Report	Laine/Coles
TECA Settlement	Godfrey
Uncollectibles	Laine/Godfrey
MECHANIZATION	
ACD - Dallas/Ft. Worth	Harrison/Shaner
ACD - Houston	Harrison/Shrum
Advanced Office Systems - Analyzation of word processing needs, justification, proposals, ordering & system administration for staff organization	Garza/Kerr
Auto Out-dial	Harrison/Shrum
BOFLAP (Mechanization)	Miller/Korndorffer
Call Trace Center	Petro/Weld
Consumer Marketing Mechanization Council	Miller/Harrison
Customer Information Data Base (CIDB)	Miller/Morgado
EASE	Miller/Fisher-Howorth
FACS (SOAC, COSMOS) Coordinator	Miller/Korndorffer
FACS Processing Errors	Miller/Korndorffer
Force Management System-Network (FMNS-N)	Miller/Fisher-Howorth
Information Management System (IMS) - Data Requests for IMSN4, IMSN6, IMST4	Miller/Morgado
Intelligent Work Stations (MAC, BSC, SBA)	Petro/Weld
Lee Data Terminal/3270 Control Units	Petro/Weld
MARTEX	Garza/Kerr
MBOS	Miller/Burleson
Mechanized Office System Training	Garza/Kerr

RESPONSIBILITY	STAFF PERSON RESPONSIBLE
MECHANIZATION	
OCS Interface	Harrison/Shaner
Passwords - SORD/BOSS	Miller/Korndorffer
Personal Computers - Analyzation of personal computer needs, justification, proposals, ordering and system administration for staff organization	Petro/Weld
PMAP	Miller/Burleson
PREMIS	Miller/Fisher-Howorth
PREMIS - Sys Gen Requests	Miller/Morgado
Quickstop (Automated Customer Participation) Applications	Harrison/Shrum
Security Methods & Procedures - BOSS/SORD	Miller/Korndorffer
Service Order Number Assignment	Miller/Korndorffer
SORD - Administration for all departments	Miller/Korndorffer
Super Session	Miller/Fisher-Howorth
System Availability (SORD & BOSS)	Miller/Korndorffer
Telemarketing Mechanization	Harrison/Shrum
VMS	Harrison/Shaner
Voice Response System	Harrison/Shrum

Revised April 2, 1993

CONTACT REFERENCE LIST

	Telephone No.
DISTRICT MANAGER-MARKETING OERATIONS SUPPORT	
Vacant	
1010 N. St. Mary's, Room 1205	210-222-3848
San Antonio, Texas 78215	
Area Manager-Marketing Operations - Loúis Sternberg	210-222-3846
Manager-Marketing Operations - Janelle Nix	210-222-5920
Manager-Marketing Operations - (Vacant)	
Area Manager-Marketing Operations - Raul Cortez	210-222-5490
Manager-Marketing Operations - Lisa Villarreal	210-222-5991
Manager-Marketing Operations - Janie Kellner	210-222-3147
Manager-Marketing Operations - Luis Fuentes	210-222-3880
Area Manager-Marketing Qual. Cons. - Mike Rychlik	210-222-3116
Area Manager-Mktg. Qual Fac. - Randy Wilkinson	817-376-2100
Manager-Mktg Qual. Facilitator- Allison Jones	210-222-5992
Manager-Mktg Qual. Facilitator- Harry Rever	210-222-5921
Area Manager-Residence Sales Support - Paul Proud	210-222-3855
Manager-Sales Operations - Zenobia Lyerly	314-235-9396
Area Manager-Marketing Operations - Doris Kritz	314-235-5819
Manager-Marketing Operations - Becky Rendon	210-222-6998
Area Manager-Marketing Operations - Mike Everett	210-222-6884
Manager-Marketing Operations - Dianna Kowalik	210-222-5637
Manager-Marketing Operations - John Connelly	210-222-3148
Area Manager-Marketing Operations - Glynda Merritt	210-222-3840
Manager-Marketing Operations - Vonnie Brysch	210-222-5853
Manager-Marketing Operations - (Vacant)	
Area Manager-Marketing Operations - Fred Ury	210-222-4841
Manager-Marketing Operations - Bob McVey	210-222-4851
Manager-Marketing Operations - Mike Weston	817-376-2350

RESPONSIBILITY	STAFF PERSON RESPONSBILE
ACD	Ury/McVey/Weston
Ad Hoc Sales Reports	Lyerly
Adjustments/ADJ II	Kowalik
Affinitec	Ury/McVey
Air To Ground	Vacant
Alternate Bill Payment	Connelly
Alternate Payment Methods-Bank Credit Card	Connelly
Automatic Call Distribution (ADADS)	Vacant
Bankruptcies	Connelly

RESPONSIBILITY	STAFF PERSON RESPONSIBLE
Billed Number Screening (BNS/TBE)	Brysch
Billing Issues Other Than Product Specific	Everett/Kowalik
Boundary Changes	Brysch
BOCAMP	Ury/Weston
BOFADS	Ury/Weston
Carrier Billing & Collection-Open Billing	Kowalik
Cellular/Mobile Radio Common Carrier	Decker*
Choke Network	Statzer*
CIMAP	Decker*
CNA	Brysch
Collections Live/Final	Everett/Connelly
Competition-Consumer Mkt	Proud
Complaint Administration	Huizar, Luna
- Assignments	Huizar, Luna
- PUC Closure Distribution	Huizar, Luna
Complaint Analysis	Cortez
- Categories	Cortez
- Sub-Categories	Cortez
- Control Charts	Cortez
- CCAP (Customer Complaints	Huizar, Luna
- Analysis Program) Information	Huizar, Luna
Complaints-Verbal	Huizar, Luna,
- Vice President's	Cortez, Fuentes,
- Executive Line	Kellner, Villarreal
Complaints-Written	Fuentes, Kellner, Villarreal
- Appeals	Fuentes, Kellner Villarreal
- Attorney General	Fuentes, Kellner Villarreal
- Executive	Fuentes, Kellner Villarreal
- FCC	Fuentes, Kellner Villarreal
- PUC	Fuentes, Kellner Villarreal
Concession	Brysch
Construction Charges	Brysch
Credit Verification-NICE	Everett
CRIS Edits	Merritt
CRIS Late Payment Charge	Connelly
CRIS Mechanized Treatment Methods	Connelly
CRIS Security Methods & Procedures	Connelly
CRIS Uncollectible Vouchers	Connelly
CSQ General Issues-Residence	Sternberg, Nix
- Small Business	Sternberg, Nix
- Medium Business	Grogan*
- Large Business	Grogan*
CSQ Recognition Program	Nix
CSQ Special Questions on Questionnaires	Sternberg, Grogan*
CSQ Tracking and Analysis	Sternberg, Nix

*** These managers are handling these responsibilities on an interim basis.**

RESPONSIBILITY	STAFF PERSON RESPONSIBLE
CWOTS	Brysch
Deregulated Reference Manual	Brysch
Directory Assistance	Brysch
Directory Matters	Brysch
EASE Sales Support	Rendon
Economy Service	Brysch
Equal Access	Merritt
EUCL	Merritt
Excellence Through Quality (ETQ)	Rychlik/Wilkinson Jones/Rever
FACS	Merritt
First Line Job Design (FLJD)/SCOLA	Kritz
FMSN	Merritt
Foreign Exchange Service	Statzer*
Functionalization	Ury
Gift Services	Merritt
Group Alerting/Conference Alerting	Statzer*
Handicapped Services	Brysch
Independent Company Coordination	Merritt
Integrity Guidelines	Kritz
Joint User/Shared Tenant Service	Merritt/Statzer*
Lifeline	Merritt
Link Up America	Merritt
List Service	Brysch
MOOSA	Kowalik
Manager Job Design	Kritz
Municipal Fees	Brysch
NNX COD Relief	Merritt
Non List Service	Brysch
Non Pub Service	Brysch
Operating Tel. Co. No. Plan Code	Brysch
Party Lines	Brysch
Political Accounts	Everett
Physical Inventory	Merritt
PUC Rules	Everett/Connelly
Quality Performance Process (QPP)	Kritz
RAMBO	Kowalik
RT100	Ury/Weston
RT1000	Ury/McVey
Safety Administration (District)	Cortez
Sales Analysis	Proud
Sales Codes	Proud
Sales Contact Handling	Rendon
Sales Measurements	Proud
Sales Process	Kritz
Sales Report Information System (SRI)	Lyerly/Proud
Sales Report (R566/567, R751/752)	Lyerly/Proud
Sales Results On-Line (SRO)	Lyerly
Sales Tracking	Lyerly
Sales Training (CSW, NBS, SOS, etc)	Kritz

*** These managers are handling these responsibilities on an interim basis.**

RESPONSIBILITY	STAFF PERSON RESPONSBILE
Schedule of Authorizations	Connelly
Screening(SCOCS)	Statzer*
SCOLA	Rendon
SSARS	Brysch
Student Dormitory Service	Merritt
Supplemental Input	Kowalik
SWBT Toll	Kowalik
Taxes - All	Brysch
Tel-Assistance	Merritt
Texas First	Brysch
Toll Restriction	Brysch
Trunks DID/AIOD	Statzer*
Unidentified/Unbilled Toll	Connelly/Kowalik
USOC/USOP Distribution	Brysch
Vacation Service	Brysch
Voice Response	Ury
WSFX2 (Operations)	Rendon
900/976	Kowalik

* These managers are handling these responsibilities on an interim basis.

REVISED April 19, 1993

CONTACT REFERENCE LIST

	Telephone No.
DISTRICT MANAGER-MARKETING PRODUCT SUPPORT	
Merrily Gullquist	210-222-7304
1010 N. St. Mary's, Room 910	
San Antonio, Texas 78215	
Secy.to Dist.Mgr.-Marketing Prod. Supt. - Connie Sierra	210-222-7708
Area Manager-Marketing Product Supt. - Ted Moreno	210-222-6999
Manager-Marketing Product Supt. - Rolando Cortez	210-222-7860
Manager-Marketing Product Supt. - Aimee Fite	210-222-3537
Area Manager-Marketing Methods - Mike Rigotti	210-222-6609
Manager-Marketing Methods - Suzy Statzer	210-222-5922
Sr. Records Clerk - Femi Alfaro	210-222-3869
Manager-Marketing Methods - Cindy Decker	210-222-3853
Area Manager-Marketing Product Support - Carol Norman	210-222-7603
Manager-Marketing Product Support - Dewey Clark	210-222-7955
Manager-Marketing Product Support - Bill Lashbrook	210-222-7309
Manager-Marketing Product Support - Bob Russek	210-222-7240
Sr. Stenographer - Terri Sandoval	210-222-7203
Area Manager-Product Promotion Center Supt.-Pat Golden	314-235-5936
One Bell Center, 11-K-5, St. Louis, MO 63101	
Area Manager-Promotional Planning - Mike De Leon	210-222-7210
Sr. Stenographer - Margie Montemayor	210-222-7058
Area Manager-Sales Analysis - Sue Burns	210-222-7714
Sr. Stenographer - (Vacant)	210-222-5470

RESPONSIBILITY	METHODS	PRODUCTS	PROJECTS
Access	Decker	Lashbrook	
Advertising			De Leon
Alternate Distribution Channels			Fite
Analog Private Line	Decker	Lashbrook	
Automatic Call Distribution (ACD)(See Plexar Custom)			
BASICS	Decker	Russek	
Bill Plus	Decker	Russek	
Billing Matters (See Specific Subject)			
BizSaver	Statzer	Cortez	
Bldg Distribution System/Local Area Ntwk (BDS LAN) LAVN	Statzer	Russek	
Broadband Services		Lashbrook	
Brochures (Texas Specific)		De Leon	

RESPONSIBILITY	METHODS	PRODUCTS	PROJECTS
Business Reviews (Sales Analysis)			Burns
Business Video Service (BVS)	Decker	Russek	
Busy Study (ETQ Team)			Russek
Call Control Options (CCO)	Rigotti	Fite	
Call Forward Busy Line/ Don't Answer (CFBL/DA)	Statzer	Cortez	
Caller ID	Rigotti	Fite	
Calling Cards-SWBT Selectcards	Statzer	Baines	
CallNotes	Statzer	Moreno	
Centrex	Statzer	Clark	
Central Office Local Area Network (CO LAN)	Statzer	Clark	
Channel Extension	Decker	Lashbrook	
Collocation		Clark	
ComCall	Rigotti	Fite	
Common Control Switching #7 (CCS7)		Clark	
Competitive Analysis			Burns
Consolidated Billing (see BASICS)			
Custom Calling Services (CCS)	Rigotti	Cortez	
Customer Alerting	Decker	Fite	
Customer Information Data Base (CIDB)			Burns
Customer Network Administration	Decker	Lashbrook	
Customer Rearrangement System (CRS/CCRS) (See Plexar Custom, II)			
DigiLine	Statzer	Russek	
Digital Loop	Statzer	Russek	
Directline Services	Decker	Baines	
Directory Assistance Charging	Statzer	Baines	
DovLink	Decker	Clark	
Enhanced Ntwk.Mgmt.Service (ENMS)	Decker	Lashbrook	
Extended Area Calling Service (EACS)	Rigotti	Cortez	
Extended Metro Service (EMS)	Rigotti	Cortez	
Frame Relay	Decker	Lashbrook	
Full Page Bill (See BASICS)			
Hispanic Market Advertising Research			Fite
IMTS	Decker	Russek	
InLine/InLine+/InLine Multiline	Statzer	Cortez	
Integrated Systems Digital Network (ISDN)		Clark	
ISDN			
- Digiline	Statzer	Russek	
- Plexar Custom	Statzer	Clark	
- Smart Trunk	Statzer	Russek	

RESPONSIBILITY	METHODS	PRODUCTS	PROJECTS
LAN Interconnection	Decker	Lashbrook	
Listings	Statzer	Fite	
- Non-pub/Non-list			
- Additional			
- White Page Bold List			
Loop Protection	Decker	Lashbrook	
Macstar (See Plexar Custom)			
Market Analysis for All Market Segments			Burns
MaxiMizer 800	Decker	Cortez	
MegaLink I	Decker	Lashbrook	
MegaLink II	Decker	Lashbrook	
MegaLink III	Decker	Lashbrook	
MegaLink Custom	Decker	Lashbrook	
MicroLink I	Decker	Russek	
MicroLink II	Decker	Russek	
Network Reconfiguration Service (NRS)	Decker	Lashbrook	
Non-Affiliated ESPs (voice mail)	Statzer	Moreno	
ONA		Fite	
Operator Services Market Support		Baines	
Optional Calling Plans (OCP)	Statzer	Cortez	
PPC Support (Res & Bus)			Golden
- Outbound Sales Strategy			
- Management/Nonmanagement Sales Development			
- Telemarketing Legislation			
- Mechanization			
P-Phone (See Plexar II/Custom)			
Personalized Ring	Rigotti	Fite	
Plexar I	Statzer	Cortez	
Plexar II	Statzer	Clark	
Plexar Custom	Statzer	Clark	
* Automatic Call Distribution (ACD)			
+ Customer Rearrangement System (CRS/CCRS)			
* Customer Rearrangement System (Macstar)			
* ISDN			
# P-Phones			
+ Simplified Message Desk Interface (SMDI)			
+ Station Message Detail Recording (SMDR)			
* Customer Detailed Account Recording (CDAR)			

RESPONSIBILITY	METHODS	PRODUCTS	PROJECTS
Premise Wiring	Decker	Cortez	
- Single Line			
- Complex & Special			
- 242 Cable			
Private Lines	Decker	Lashbrook	
Product Measurement & Tracking			Burns
Public Switched Video Service	Decker	Russek	
Remote Access Call Forwarding (RACF)	Rigotti	Cortez	
SecureNet Service (SNS)	Decker	Lashbrook	
SII	Statzer	Fite	
Simplified Message Desk Interface (SMDI) (See Plexar II, Custom)			
Smart Trunk	Statzer	Russek	
STN	Decker	Lashbrook	
Switched Multimegabits Data Service (SMDS)	Decker	Lashbrook	
Telebranch/Local Telebranch	Statzer	Cortez	
Touch Tone	Rigotti	Cortez	
Trade Shows			De Leon
Transport Resource Mgmt. (TRM)	Decker	Lashbrook	
Trials		Norman/Moreno	
Video (See BVS, PSVS, LAVN)	Decker	Russek	
Voice Mail	Statzer	Cortez	
- See CallNotes & Non-Affiliated ESPs			
WATS/800	Decker	Cortez	
Wireless Data	Decker	Russek	

* Plexar Custom - only
\+ Plexar II & Plexar Custom/Centrex
\# Plexar Custom, Plexar II

As of February 12, 1993

MARKETING REGULATORY SUPPORT DISTRICT

	Telephone No.
DISTRICT MANAGER-MARKETING REGULATORY SUPPORT	
Larry McClellan #	512-870-3891
1616 Guadalupe, Room 304 San Antonio #	512-222-7212
Austin, Texas 78701	
Senior Stenographer - Olga Lozano #	512-870-3894
Area Manager-Mktg. Reg. Sprt. - Pat Rios-Saenz #	512-870-3892
Senior Stenographer - Rae Buckelew #	512-870-3749
Area Manager-Mktg. Reg. Sprt. - Frank Gracely, Jr. #	512-870-3893
Area Manager-Mktg. Reg. Sprt. - Liz Gunn #	512-870-3973
Area Manager-Mktg. Reg. Sprt. - Garrett Friesenhahn #	512-870-3793
Manager-Mktg. Reg. Sprt. - Kathryn Ridings *	512-222-5897

1616 Guadalupe, Room 304
Austin, Texas 78701
Fax No. 512-870-3889

* 1010 N. St. Mary's, Room 910
San Antonio, Texas 78215
Fax No. 512-222-5343

RESPONSIBILITY	STAFF PERSON RESPONSIBLE
Delivery Channel -	
General Filing/Docket Coordination	
- Coin	Rios-Saenz
- Operator Services	Rios-Saenz
- Residence	Rios-Saenz
- General Business (small)	Rios-Saenz
- Medium/Large Business	Friesenhahn
- ICSC	Gunn
- Regional	Gunn
- Mobile Services	Gunn
General Policy Issues/Docket Coordinator	Ridings
Product/Services Regulatory Coordination	
- Analog Private Line (Voice/Data)	Friesenhahn
- BELLBOY	Rios-Saenz
- Billing Services (Billing & Collections)	Rios-Saenz
- Boundary Changes (EMS, EACS, CNN, etc.)	Rios-Saenz
- Carrier Access (Switched/Special)	Gunn

Product/Services Regulatory Coordination (continued)	
- Cellular Services	Gunn
- Central Office Switching	Friesenhahn
- Deregulated Services (Wiring/Voice Messaging)	Gunn
- Digital Link (Megalink I, II, III/Microlink I, II)	Gunn
- Directory Services (Listings, i.e, Additional, Family Space, Signature, Non Pub, Alternate, etc.)	Rios-Saenz
- Foreign Exchange, Private Line	Gunn
- Integrated Services (Digital Loop, SmartTrunk, Digiline)	Ridings
- IntraLATA Toll (MTS/WATS/800, OCP)	Gunn
- Local Exchange (1FR/1FB/1MB/Trunk)	Rios-Saenz
- Operator Services (Directory Assistance/Local Operator Assistance)	Rios-Saenz
- PLEXAR-I	Rios-Saenz
- PLEXAR-(II/Custom)	Friesenhahn
- Privacy Issues (Caller ID, CPNI, ANI)	Ridings
- Public Communications (Semi-Public/Private Coin)	Rios-Saenz
- Radio Services (IMTS)	Gunn
- Rate Cases/Section 42	Ridings
- Reprice (General)	Ridings
- Security Services (B, C, D, E911/Group Alert & Dispatch)	Rios-Saenz
- Vertical Services (Touchtone/CCS/CCO/DID/AIOD/RACF/ TELEBRANCH/Toll Restriction/Dial 976/ Announcement Distribution)	Rios-Saenz
Administrative Matters	Rios-Saenz
Business Plan	Ridings
Clerical Supervision	Rios-Saenz
General District Support	Ridings
Legislation Coordination	Ridings
Master & Closed Docket List	Rios-Saenz
Product Timelines	Ridings
Safety	Rios-Saenz
Substantive Rule Coordination	Ridings
Training	Rios-Saenz

MARKETING SPECIAL SERVICES DISTRICT
RESPONSIBILITY LIST (03/01/93)

Pete Sessions	District Manager- Marketing Special Services (Dallas)	214-464-2561
Linda Wilburn	Secy.,Dist.Mgr.-Mktg.Spcl.Svcs. (Dallas)	214-464-8628

TEXAS E-911

Ric Atkins	Area Manager-Marketing Special Services (Dallas)	214-464-3911
Pam Horne	Manager-Business Sales Administration (Dallas)	214-464-4594
Jan Holubec	Design Consultant (San Antonio)	210-351-8077
Cynthia Clugy	Area Manager-E911 Product Sales (Houston)	713-939-6330
Bud Lofland	Area Manager-E911 Product Sales (Fort Worth)	817-338-7245
Sylvia Dukes	Area Manger-E911 Product Sales (San Antonio)	512-351-8078
Pat Estes	Area Manager-E911 Product Sales (Lubbock)	806-741-6415

TEXAS CTSC

Gale Schroder	Area Manager-CTSC (Dallas)	214-268-4400
Brenda Brunk	Manager-CTSC (Dallas)	214-268-4481
Jean Goodlett	Manager-CTSC (Dallas)	214-268-4461
Ken Van Dusen	Manager-CTSC (Dallas)	214-268-4421
Robert Bustillos	Manager-CTSC (Houston)	713-567-7300
Barbara Brigance	Manager-CTSC (Houston)	713-567-1527
Keith Johnson	Design Constant	713-567-6767
Paul Suter	Manager-CTSC (Houston)	713-567-4808
Urcie Allen	Manager-CTSC (San Antonio)	210-820-6915
Mary Cuellar	Manager-CTSC (San Antonio)	210-820-6957
Abigail Ramon	Design Consultant	210-820-6674

TEXAS COG/976

Kae Berry	Area Manager-COG (Dallas)	214-268-4900
Judy Banks	Manager-COG (Dallas Pvt. Coin)	214-268-4800
Peter Farhatt	Manager-COG (Dallas)	214-268-4940
Jim Hannah	Manager-COG (Dallas)	214-464-6600
Nita Riemer	Manager-COG (Dallas)	214-268-4920
Ida Singlton	Manager-COG (Dallas Pvt. Coin Staff)	214-464-3455
Stan Smith	Manager-COG (Dallas)	214-268-4930
Sybil Trent	Manager-COG (Dallas)	214-268-4910

TEXAS E911/PREMIS/SAG

Margaret Spaulding	Area Manager-E911/Premis/SAG	713-295-4000
Romie Barrera	Manager-E911/Premis/SAG (Austin)	512-870-6930
Sara Swanson	Manager-E911/Premis/SAG (Austin)	512-870-6172
Yolanda Guadiana	Manager-E911/Premis/SAG (San Antonio)	210-820-7520
Theresa Laguna	Manager-E911/Premis/SAG (San Antonio)	210-820-7048
Jeanne Frey	Manager-E911/Premis/SAG (Houston)	713-295-4009
Coleen McCoy	Manager-E911/Premis/SAG (Houston)	713-295-4005
Paula Chesser	Manager-E911/Premis/SAG (Houston)	713-295-4007
Vincent Hall	Manager-E911/Premis/SAG (Arlington)	817-376-2526
Jennie Hanna	Manager-E911/Premis/SAG (Arlington)	817-376-2599
Paula Johnson	Manager-E911/Premis/SAG (Arlington)	817-376-2555

DIVISION MANAGER-MARKETING ADMINISTRATION
CONTACT REFERENCE LIST

RESPONSIBILITY	CONTACT
900/976	KOWALIK
ABSENCE/ATTENDANCE PROGRAM	INGLE/MODARELLI
ACCESS	DECKER/LASHBROOK
ACCESS LINE FORECASTS (BUSINESS)	COLES/CRUMPTON
ACCESS LINE FORECASTS (RESDIENCE & PUBLIC)	COLES
ACCOUNT PLANNING	CHANNEL MANAGER
ACCRUALS	MCCLAIN/WILLIAMS
ACD	URY/MCVEY/WESTON
ACD - DALLAS/FT. WORTH	SHANER/HARRISON
ACD - HOUSTON	SHRUM/HARRISON
AD HOC SALES REPORTS	LYERLY
ADJUSTMENTS/ADJ II	KOWALIK
ADMINISTRATIVE FORECASTING REPORTS	LAINE
ADVANCED OFFICE SYSTEMS-ANALYZATION WORD PROCESSING STF ORG	KERR/GARZA
ADVERTISING	DELEON
AFFINITEC	URY/MCVEY
AFFIRMATIVE ACTION PROGRAM	JACK
ALTERNATE BILL PAYMENT	CONNELLY
ALTERNATE DISTRIBUTION CHANNELS	FITE
ALTERNATE PAYMENT METHODS-BANK CREDIT CARD	CONNELLY
ANALOG PRIVATE LINE	DECKER/LASHBROOK
APPLICATION DEVELOPMENT	MARKET MANAGER
APPLICATIONS SUPPORT	MARKET MANAGER
ASSESSMENTS (MAP,SMA,AE,AR,DC,SE)	RUMMEL
AUTO OUT-DIAL	SHRUM/HARRISON
AUTOMATION	CHANNEL MANAGER
AWARD PROGRAMS (NOVA,RIDER,VAIL,VP)	THOMAS
BANKRUPTCIES	CONNELLY
BASICS	DECKER/RUSSEK
BELLCORE STAFFING PLAN	JACK
BENEFITS	JACK
BILL PLUS	DECKER/RUSSEK
BILLED NUMBER SCREENING (BNS/TBE)	BRYSCH
BILLING ISSUES OTHER THAN PRODUCT SPECIFIC	EVEREIT/KOWALIK
BIZSAVER	STATZER/CORTEZ
BLDG DISTRIBUTION SYSTEM/LOCAL AREA NTWK (BDS LAN) LAVN	STATZER/RUSSEK
BOCAMP	URY/WESTON
BOFADS	URY/WESTON
BOFLAP (MECHANIZATION)	MILLER/KORNDORFFER
BOUNDARY CHANGES	BRYSCH
BROADBAND SERVICES	LASHBROOK
BROCHURES (TEXAS SPECIFIC)	DELEON
BSC ISSUES	DAVIS*
BUSINESS PLAN-CURRENT YEAR COMPLETION TRACKING	STRAUCH
BUSINESS REVIEWS (SALES ANALYSIS)	BURNS
BUSINESS VIDEO SERVICE (BVS)	DECKER/RUSSEK
BUSY STUDY (ETQ TEAM)	RUSSEK
CALL CONTROL OPTIONS (CCO)	RIGOTTI/FITE
CALL FORWARD BUSY LINE/DON'T ANSWER (CFBL/DA)	STATZER/CORTEZ
CALL TRACE CENTER	WELD/PETRO
CALLER ID	RIGOTTI/FITE
CALLING CARDS-SWBT SELECTCARDS	STATZER/BAINES
CALLNOTES	STATZER/MORENO
CAM	DAVIS

CAM (COST ANALYSIS MANUAL)	CHANNEL MANAGER
CAPITAL BUDGET	STRAUCH
CAREER PATH - SALES	KATZ
CAREER PATH - TECHNICAL	KATZ
CAREER RESOURCE CENTER	INGLE/MODARELLI
CARRIER BILLING & COLLECTION-OPEN BILLING	KOWALIK
CELLULAR/MOBILE RADIO COMMON CARRIER	DECKER*
CENTRAL OFFICE LOCAL AREA NETWORK (CO LAN)	STATZER/CLARK
CENTRALIZED DATA PROCESSING(CDP)-STATE/SA DATA CTR CLRG ACCTS	WILLIAMS/SCHMIDT/MCCLAIN
CENTREX	STATZER/CLARK
CHANNEL EXTENSION	DECKER/LASHBROOK
CHANNEL MANAGERS - BSC	DAVIS*
CHANNEL MANAGERS - MAJORS	ISAAC
CHANNEL MANAGERS - SBA	DAVIS
CHOKE NETWORK	STATZER*
CIMAP	DECKER*
CNA	BRYSCH
COACH'S PLAYBOOK	DAVIS*
COLLECTIONS LIVE/FINAL	EVERETT/CONNELLY
COLLOCATION	CLARK
COMCALL	RIGOTTI/FITE
COMMON CONTROL SWITCHING #7 (CCS7)	CLARK
COMPANY SPONSORED MEMBERSHIPS	JACK
COMPENSATION - COORDINATION	CHANNEL MANAGER
COMPENSATION - DESIGN	KATZ
COMPETITION-CONSUMER MKT	PROUD
COMPETITIVE ANALYSIS	BURNS
COMPETITIVE SALES SUPPORT	CHANNEL MANAGER
COMPLAINT ADMINISTRATION	CORTEZ
COMPLAINT ANALYSIS	CORTEZ
COMPLAINTS/VERBAL-VICE PRESIDENT/EXECUTIVE LINE	CORTEZ/FUENTES/KELLNER/VILLARREAL
COMPLAINTS/WRITTEN-APPEALS/ATTNY.GEN./EXEC./FCC/PUC	FUENTES/KELLNER/VILLARREAL
CONCESSION	BRYSCH
CONSOLIDATED BILLING (SEE BASICS)	
CONSTRUCTION CHARGES	BRYSCH
CONSULTATIVE SELLING	CHANNEL MANAGER
CONSUMER MARKETING MECHANIZATION COUNCIL	MILLER/HARRISON
COORDINATION SERVICES	DAVIS*
CPE STRATEGIC ISSUES	CHANNEL MANAGER
CPNI	DAVIS
CREDIT VERIFICATION-NICE	EVERETT
CRIS EDITS	MERRITT
CRIS LATE PAYMENT CHARGE	CONNELLY
CRIS MECHANIZED TREATMENT METHODS	CONNELLY
CRIS SECURITY METHODS & PROCEDURES	CONNELLY
CRIS UNCOLLECTIBLE VOUCHERS	CONNELLY
CSQ GENERAL ISSUES-RESIDENCE	STERNBERG/NIX
CSQ RECOGNITION PROGRAM	NIX
CSQ SPECIAL QUESTIONS ON QUESTIONNAIRES	STERNBERG/GROGAN*
CSQ TRACKING AND ANALYSIS	STERNBERG/NIX
CSQ-LARGE BUSINESS	GROGAN*
CSQ-MEDIUM BUSINESS	GROGAN*
CSQ-SMALL BUSINESS	STERNBERG/NIX
CUSTOM CALLING SERVICES (CCS)	RIGOTTI/CORTEZ
CUSTOMER ALERTING	DECKER/FITE
CUSTOMER INFORMATION DATA BASE (CIDB)	BURNS
CUSTOMER NETWORK ADMINISTRATION	DECKER/LASHBROOK
CUSTOMER REARRANGEMENT SYSTEM (CRS/CCRS)(SEE PLEXAR CUSTOM,II)	
CWOTS	BRYSCH
DEREGULATED REFERENCE MANUAL	BRYSCH

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DIGILINE	STATZER/RUSSEK
DIGITAL LOOP	STATZER/RUSSEK
DIRECTLINE SERVICES	DECKER/BAINES
DIRECTORY ASSISTANCE	BRYSCH
DIRECTORY ASSISTANCE CHARGING	STATZER/BAINES
DIRECTORY MATTERS	BRYSCH
DOVLINK	DECKER/CLARK
EASE	MILLER/FISHER-HOWOTH
EASE INTERFACE	DAVIS*
EASE SALES SUPPORT	RENDON
ECONOMIC ANALYSIS/OUTLOOK	GODFREY/LAINE
ECONOMY SERVICE	BRYSCH
EEO STATE MONITORING - IMPACT RATIO ANALYSIS	CAMPOS/JACK
EEO STATE MONITORING - MANAGEMENT JOB GROUPS	CAMPOS/JACK
EMPLOYEE ATTITUDE SURVEY	INGLE/MODARELLI
EMPLOYEE PRIVACY PROGRAM	JACK
EMPLOYMENT/PLACEMENT BUREAU MATTERS	MODARELLI
ENHANCED NTWK. MGMT. SERVICE (ENMS)	DECKER/LASHBROOK
EQUAL ACCESS	MERRITT
ERGONOMICS	MCCLAIN
EUCL	MERRITT
EXCELLENCE THROUGH QUALITY (ETQ)	RYCHLIK/WILKINSON
EXECUTIVE POLICY COUNCIL REPORTS	STRAUCH
EXPENSE BUDGET (PLANNING/ANALYZATION)	WILLIAMS/SCHMIDT/MCCLAIN
EXTENDED AREA CALLING SERVICE (EACS)	RIGOTTI/CORTEZ
EXTENDED METRO SERVICE (EMS)	RIGOTTI/CORTEZ
FACS.	MERRITT
FACS (SOAC, COSMOS) COORDINATOR	KORNDORFFER/MILLER
FACS PROCESSING ERRORS	KORNDORFFER/MILLER
FINANCIAL MARKETING	ISAAC
FLOOR SPACE (MARKETING)	MCCLAIN
FMSN	MERRITT
FOCUS GROUPS	CHANNEL MANAGER
FORCE BUDGETS	WILLIAMS/SCHMIDT/MCCLAIN
FORCE MANAGEMENT SYSTEM-NETWORK (FMNS-N)	FISHER-HOWORTH/MILLER
FORCE TRANSFERS	WILLIAMS/MCCLAIN
FOREIGN EXCHANGE SERVICE	STATZER*
FRAME RELAY	DECKER/LASHBROOK
FULL PAGE BILL (SEE BASICS)	
FUNCTIONAL ACCOUNTING COORDINATOR	THOMAS
FUNCTIONALIZATION	URY
GIFT SERVICES	MERRITT
GROUP ALERTING/CONFERENCE ALERTING	STATZER*
HANDICAPPED SERVICES	BRYSCH
HISPANIC MARKET ADVERTISING RESEARCH	FITE
HOME RELOCATIONS (EMP & OTHER)	WILLIAMS/MCCLAIN
HUMAN RESOURCES DATA ADMIN.-JOB FUNCTION CODES	THOMAS
HUMAN RESOURCES DATA ADMIN.-RESPONSIBILITY CODES	THOMAS
IMPACT	DAVIS
IMTS	DECKER/RUSSEK
INCENTIVES	CHANNEL MANAGER
INDEPENDENT COMPANY COORDINATION	MERRITT
INFORMATION MANAGEMENT SYSTEM (IMS)-REQUEST IMSN4,IMSN6,IMST4	MORGADO/MILLER
INLINE/INLINE+/INLINE MULTILINE	STATZER/CORTEZ
INTEGRATED SYSTEMS DIGITAL NETWORK (ISDN)	CLARK
INTEGRITY GUIDELINES	KRITZ
INTEGRITY ISSUES	DAVIS*
INTELLIGENT WORK STATIONS (MAC, BSC, SBA)	PETRO/WELD
INTERESTATE ACCESS REVENUE REALLOCATION & HARRP	GODFREY/LAINE
ISDN - DIGILINE	STATZER/RUSSEK

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ISDN - PLEXAR CUSTOM	STATZER/CLARK
ISDN - SMART TRUNK	STATZER/RUSSEK
IWS	DAVIS*
JOB DESCRIPTIONS/SW-1030/OP 73	JACK
JOB VACANCY PLAN	INGLE/MODARELLI
JOINT USER/SHARED TENANT SERVICE	MERRITT/STATZER*
KEEP COST ORDERS (KCO)	WILLIAMS/MCCLAIN
KEY TO ISSUES	DAVIS*
LABOR RELATIONS-ARBITRATIONS	MODARELLI
LABOR RELATIONS-FORCE ADJUSTMENT ARTICLE	MODARELLI/INGLE
LABOR RELATIONS-GRIEVANCES	MODARELLI
LABOR RELATIONS-JOB ACCOMMODATIONS	MODARELLI
LABOR RELATIONS-LABOR AGREEMENTS CONTRACT	MODARELLI/CAMPOS
LABOR RELATIONS-SUPERVISOR'S MANUAL	MODARELLI/INGLE
LAN INTERCONNECTION	DECKER/LASHBROOK
LEADERSHIP DEVELOPMENT PROGRAM (LDP)	CAMPOS
LEE DATA TERMINAL/3270 CONTROL UNITS	WELD/PETRO
LEVERAGE PACKAGES	MARKET MANAGER
LIFELINE	MERRITT
LINK UP AMERICA	MERRITT
LIST SERVICE	BRYSCH
LISTINGS - ADDITIONAL	STATZER/FITE
LISTINGS - NON-PUB/NON-LIST	STATZER/FITE
LISTINGS - WHITE PAGE BOLD LIST	STATZER/FITE
LOOP PROTECTION	DECKER/LASHBROOK
MAC CENTER ISSUES	ISAAC
MACSTAR (SEE PLEXAR CUSTOM)	
MANAGEMENT CAREER DEVELOPMENT SYSTEM	RUMMEL
MANAGEMENT CONTINUITY PROGRAM (MCP)	JACK
MANAGEMENT EMPLOYMENT PROGRAM (DIRECT HIRE)	CAMPOS
MANAGEMENT INFORMATION STAFFING SYSTEM (MISS)	RUMMEL
MANAGEMENT SALARY PLANS-MANAGEMENT SALARY PLAN	CAMPOS/RUMMEL
MANAGEMENT SALARY PLANS-MERIT/G6 INCREASES	CAMPOS/RUMMEL
MANAGEMENT SALARY PLANS-RISK/REWARD PLAN	CAMPOS/RUMMEL
MANAGEMENT SALARY PLANS-SALES COMPENSTION PLAN	CAMPOS/RUMMEL
MANAGEMENT SALARY PLANS-TEAM AWARD	CAMPOS/RUMMEL
MANAGEMENT TRANSFERS	JACK
MANAGER JOB DESIGN	KRITZ
MANAGING PERFORMANCE PLAN	CAMPOS/JACK
MARKET ANALYSIS FOR ALL MARKET SEGMENTS	BURNS
MARKET MANAGEMENT-DISTRIBUTION	KATZ*
MARKET MANAGEMENT-EDUCATIN	HURON
MARKET MANAGEMENT-FINANCE	KATZ*
MARKET MANAGEMENT-HEALTH CARE	BAINES
MARKET MANAGEMENT-MANUFACTURING	BAINES
MARKET MANAGEMENT-PETRO-CHEMICAL	BAINES
MARKET MANAGEMENT-RETAIL	KATZ*
MARKET MANAGEMENT-STATE/LOCAL GOVERNMENT	HURON
MARTEX	GARZA/KERR
MAXIMIZER 800	DECKER/CORTEZ
MBOS	BURLESON/MILLER
MECHANIZED FORCE REPORT	WILLIAMS/SCHMIDT/MCCLAIN
MECHANIZED OFFICE SYSTEM TRAINING	GARZA/KERR
MECHANIZED STATION REVIEWS (SEE SALES FORCE AUTOMATION)	
MEGALINK CUSTOM	DECKER/LASHBROOK
MEGALINK I	DECKER/LASHBROOK
MEGALINK II	DECKER/LASHBROOK
MEGALINK III	DECKER/LASHBROOK
MICROLINK I	DECKER/RUSSEK
MICROLINK II	DECKER/RUSSEK

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MINORITY/WOMEN'S/SMALL BUS. ENTER. PROGRAM	JACK
MODIFIED FINAL JUDGMENT/FCC DOCKET	JACK
MODULE CONSTRUCTION - MAJORS	ISAAC
MODULE CONSTRUCTION - SBA	DAVIS
MONTHLY EXPENSE RESULTS	WILLIAMS/SCHMIDT/MCCLAIN
MOOSA	KOWALIK
MR/IBPS (MANAGEMENT REPORTS/INTEGRATED BUDGET PLANNING SYSTEM)	WILLIAMS/MCCLAIN
MULTI STATE MARKETING	CHANNEL MANAGER
MUNICIPAL FEES	BRYSCH
NETWORK RECONFIGURATION SERVICE	DECKER/LASHBROOK
NEW PRODUCT TRACKING - BUSINESS	COLE/BOTELLO/CRUMPTON
NEW PRODUCT TRACKING - CONSUMER	NORWOOD/COLES/LAINE
NNX COD RELIEF	MERRITT
NON LIST SERVICE	BRYSCH
NON PUB SERVICE	BRYSCH
NON-AFFILIATED ESPS (VOICE MAIL)	STATZER/MORENO
NONMANAGEMENT PERFORMANCE APPRAISAL PLAN	MODARELLI/INGLE
OCS - TRACKING & BUDGET APPROVAL	MORGADO/MILLER
OCS INTERFACE	SHANER/HARRISON
OFFICE RELOCATIONS/REARRANGEMENTS (MARKETING)	MCCLAIN
ONA	FITE
OPERATING TEL. CO. NO. PLAN CODE	BRYSCH
OPERATOR PRODUCT COORDINATION	BAINES
OPERATOR SERVICES MARKET SUPPORT	BAINES
OPTIONAL CALLING PLANS (OCP)	STATZER/CORTEZ
ORGANIZATION CHARTS	JACK
OUTSOURCING	KATZ
P-PHONE (SEE PLEXAR II/CUSTOM)	
PARTICIPATIVE MGMT./EMPLOYEE INVOLV. (PM/EI)	INGLE
PARTY LINES	BRYSCH
PASSWORDS - SORD/BOSS	KORNDORFFER/MILLER
PAYROLL CHANGE REPORT MATTERS	RUMMEL
PERSONAL COMPUTERS-ANALYZATION NEEDS/SYS ADMIN STF ORG	WELD/PETRO
PERSONALIZED RING	RIGOTTI/FITE
PERSONNEL REVIEWS	JACK
PHYSICAL INVENTORY	MERRITT
PLEXAR CUSTOM-AUTOMATIC CALL DISTRIBUTION-CUSTOM ONLY	STATZER/CLARK
PLEXAR CUSTOM-CUST.DETAILED ACCT.RECRDG.(CDAR)-CUSTOM ONLY	STATZER/CLARK
PLEXAR CUSTOM-CUST.REARRANGEMENT SYS.(CRS/CCRS)-II&CUSTOM/CENTREX	STATZER/CLARK
PLEXAR CUSTOM-CUST.REARRANGEMENT SYS.(MACSTAR)-CUSTOM ONLY	STATZER/CLARK
PLEXAR CUSTOM-ISDN-CUSTOM ONLY	STATZER/CLARK
PLEXAR CUSTOM-P-PHONES-CUSTOM & II	STATZER/CLARK
PLEXAR CUSTOM-SIMP.MESS.DESK INTERFACE(SMDI)-II&CUSTOM/CENTREX	STATZER/CLARK
PLEXAR CUSTOM-STAT.MESS.DETAIL RECRDG.(SMDR)-II&CUSTOMER/CENTREX	STATZER/CLARK
PLEXAR I	STATZER/CORTEZ
PLEXAR II	STATZER/CLARK
PMAP	MILLER/BURLESON
POLITICAL ACCOUNTS	EVERETT
POSITIVE DISCIPLINE	INGLE
PPC SUPPORT (RES & BUS)-MECHANIZATION	GOLDEN
PPC SUPPORT (RES & BUS)-MGMT/NONMGMT SALES DEVELOPMENT	GOLDEN
PPC SUPPORT (RES & BUS)-OUTBOUND SALES STRATEGY	GOLDEN
PPC SUPPORT (RES & BUS)-TELEMARKETING LEGISLATION	GOLDEN
PREMIS	FISHER-HOWORTH/MILLER
PREMIS - SYS GEN REQUESTS	MILLER/MORGADO
PREMISE WIRING-242 CABLE	DECKER/CORTEZ
PREMISE WIRING-COMPLEX & SPECIAL	DECKER/CORTEZ
PREMISE WIRING-SINGLE LINE	DECKER/CORTEZ
PRIVATE LINES	DECKER/LASHBROOK
PRODUCT MEASUREMENT & TRACKING	BURNS

PUBLIC SWITCHED VIDEO SERVICE	DECKER/RUSSEK
PUC RULES	EVERETT/CONNELLY
QUALITY PERFORMANCE PROCESS (QPP)	KRITZ
QUICKSTOP (AUTOMATED CUST. PARTICIPATION) APPLICATIONS	SHRUM/HARRISON
R525 REPORT	LAINE/COLES
RAMBO	KOWALIK
REMOTE ACCESS CALL FORWARDING (RACF)	RIGOTTI/CORTEZ
REQUISITION COORDINATOR	JACK
RESUMES/REFERRALS	CAMPOS
REVENUE TRACKING & FORECASTING - BUSINESS	CRUMPTON/BOTELLO/COLE
REVENUE TRACKING & FORECASTING - RESIDENCE	COLES/NORWOOD/LAINE
RT100	URY/WESTON
RT1000	URY/MCVEY
SAFETY	MODARELLI/INGLE
SALES ANALYSIS	PROUD
SALES CODES	PROUD
SALES CONTACT HANDLING	RENDON
SALES FORCE AUTOMATION	CHANNEL MANAGER
SALES MEASUREMENTS	PROUD
SALES OPERATIONS - AGENCY	DAVIS
SALES OPERATIONS - BSC	DAVIS*
SALES OPERATIONS - MAJORS	ISAAC
SALES OPERATIONS - SBA	DAVIS
SALES OPERATONS - SPECIAL	ISAAC
SALES PROCESS	KRITZ
SALES REPORT (R566/567, R751/752)	LYERLY/PROUD
SALES REPORT INFORMATION SYSTEM (SRI)	LYERLY/PROUD
SALES RESULTS ON-LINE (SRO)	LYERLY
SALES TRACKING	LYERLY
SALES TRAINING (CSW, NBS, SOS, ETC)	KRITZ
SATRN (SOUTHWESTERN ACCOUNT-BAND TRACKING & REPORTING NTWK)	WILLIAMS/MCCLAIN
SCHEDULE OF AUTHORIZATIONS	CONNELLY
SCHEDULE OF AUTHORIZATIONS	THOMAS
SCOLA	RENDON
SCREENING (SCOCS)	STATZER*
SECURENET SERVICE (SNS)	DECKER/LASHBROOK
SECURITY METHODS & PROCEDURES - BOSS/SORD	KORNDORFFER/MILLER
SERVICE ORDER NUMBER ASSIGNMENT	KORNDORFFER/MILLER
SII	STATZER/FITE
SIMPLIFIED MESSAGE DESK INTERFACE (SMDI)(SEE PLEXAR II,CUSTOM)	
SITUATION MANAGEMENT	KATZ
SMART TRUNK	STATZER/RUSSEK
SNAP	DAVIS*
SOMIS	CHANNEL MANAGER
SORD - ADMINISTRATION FOR ALL DEPARTMENTS	MILLER/KORNDORFFER
SPAN OF CONTROL	CAMPOS
SSARS	BRYSCH
STN	DECKER/LASHBROOK
STUDENT DORMITORY SERVICE	MERRITT
SUBSIDIARY COORDINATION	CHANNEL MANAGER
SUBSTANCE ABUSE POLICY	INGLE/MODARELLI
SUPER SESSION	FISHER-HOWORTH/MILLER
SUPPLEMENTAL INPUT	KOWALIK
SURPLUS (MANAGEMENT)	CAMPOS
SWBT TOLL	KOWALIK
SWITCHED MULTIMEGABITS DATA SERVICE (SMDS)	DECKER/LASHBROOK
SWMIR II ADMINISTRATION	THOMAS
SYSTEM AVAILABILITY (SORD & BOSS)	KORNDORFFER/MILLER
TAXES - ALL	BRYSCH
TECA SETTLEMENT	GODFREY

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TEL-ASSISTANCE	MERRITT
TELEBRANCH/LOCAL TELEBRANCH	STATZER/CORTEZ
TELEMARKETING MECHANIZATION	HARRISON/SHRUM
TEXAS FIRST	BRYSCH
TEXAS OFFICIAL DIRECTORY SEGMENT COORDINATOR	RUMMEL
TOLL RESTRICTION	BRYSCH
TOUCH TONE	ROIGOTTI/CORTEZ
TRADE SHOWS	DELEON
TRAINING - LEADERSHIP FORUM	JACK
TRAINING - MANAGEMENT DEVELOPMENT	JACK
TRAINING - TECHNICAL	JACK
TRAINING DESIGN	CHANNEL MANAGER
TRAINING/RETRAINING	INGLE/MODARELLI
TRANSPORT RESOURCE MGMT. (TRM)	DECKER/LASHBROOK
TRIALS	NORMAN/MORENO
TRUNKS DID/AIOD	STATZER*
TUITION PLAN	JACK
UNCOLLECTIBLES	GODFREY/LAINE
UNIDENTIFIED/UNBILLED TOLL	CONNELLY/KOWALIK
USOC/USOP DISTRIBUTION	BRYSCH
VACATION SERVICE	BRYSCH
VIDEO (SEE BVS, PSVS, LAVN)	DECKER/RUSSEK
VMS	SHANER/HARRISON
VOICE MAIL-SEE CALLNOTES&NON-AFFILIATED ESPS	STATZER/CORTEZ
VOICE RESPONSE	URY
VOICE RESPONSE SYSTEM	SHRUM/HARRISON
WATS/800	DECKER/CORTEZ
WIRELESS DATA	DECKER/RUSSEK
WSFX2 (OPERATIONS)	RENDON

*This manager is handling this responsibility on an interim basis.

BAINES, JOE	210-222-7211
BOTELLO, MARY	210-222-6023
BRYSCH, VONNIE	210-222-5853
BURLESON, KAY	210-222-6934
BURNS, SUE	210-222-7714
CAMPOS, MARY ALICE	210-222-3216
CLARK, DEWEY	210-222-7955
COLE, BOB	210-222-4682
COLES, JAN	214-464-4994
CONNELLY, JOHN	210-222-3148
CORTEZ, RAUL	210-222-5490
CORTEZ, ROLANDO	210-222-7860
CRUMPTON, GLENN	210-222-5215
DAVIS, JEANNE	314-235-9537
DE LEON, MIKE	210-222-7210
DECKER, CINDY	210-222-3853
EVERETT, MIKE	210-222-6884
FISHER-HOWORTH, SANDRA	210-222-3847
FITE, AIMEE	210-222-3537
FUENTES, LUIS	210-222-3880
GARZA, GILBERT	210-222-4680
GODFREY, PAT	214-464-1911
GOLDEN, PAT	314-235-5936
GONZALES, JACOB	210-222-6774
GROGAN, BEVERLY	210-222-5630
GULLQUIST, MERRILY	210-222-7304
HARRISON, MARK	210-222-3079
HURON, IRENE	210-222-5129
INGLE, CARMEN	210-222-3906
ISAAC, MIKE	314-235-9551
JACK, JANIE	210-222-3380
JONES, ALLISON	210-222-5992
KATZ, STUART	314-235-9869
KELLNER, JANIE	210-222-3147
KERR, DIANA	210-222-5125
KORNDORFFER, LINDA	210-222-4673
KOWALIK, DIANNA	210-222-5637
KRITZ, DORIS	314-235-5819
LANIE, NANCY	214-464-8067
LASHBROOK, BILL	210-222-7309
LYERLY, ZENOBIA	314-235-9396
MCCLAIN, KATHY	210-222-5692
MCVEY, BOB	210-222-4849
MERRITT, GLYNDA	210-222-3840
MILLER, CHARLES	210-222-7724
MODARELLI, GENEVIEVE	210-222-3344
MORENO, TED	210-222-6999
MORGADO, LOIS	210-222-5237
NIX, JANELLE	210-222-5920
NORMAN, CAROL	210-222-7603
NORWOOD, RONNIE	214-464-8656
PETRO, DAN	210-222-3158
PROUD, PAUL	210-222-3855
RENDON, BECKY	210-222-6998
REVER, HARRY	210-222-5921
RIGOTTI, MIKE	210-222-6609
RUMMEL, JOYCE	210-222-5867
RUSSEK, BOB	210-222-7240
RYCHLIK, MIKE	210-222-3116
SCHMIDT, CATHY	210-222-4618
SHANER, LEE	210-222-4843
SHRUM, PATTI	713-939-5564
STATZER, SUZY	210-222-5922
STERNBERG, LOUIS	210-222-3846
STRAUCH, PHIL	210-222-3212
THOMAS, CHRISTINE	210-222-5790
URY, FRED	210-222-4841
VILLARREAL, LISA	210-222-5991
WATTS, JIM	210-351-3141
WELD, RICK	210-222-7539
WESTON, MIKE	817-376-2350
WILKINSON, RANDY	817-376-2300
WILLIAMS, TERRI	210-222-3211

ORGANIZATION CHARTS
TEXAS MARKETING DEPARTMENT

TABLE OF CHARTS

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2	**GENERAL MANAGER-MARKETING** - San Antonio
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4	District Manager-Business Sales (North) - Dallas
5	District Manager-Business Sales (South) - Houston
6	District Manager-Business Sales - San Antonio
7	District Manager-Sales/Service Center (North) - Fort Worth
8	District Manager-Sales/Service Center (South) - Houston
9	**DIVISION MANAGER-MARKETING BUSINESS SALES (NORTH)** - Dallas
10	District Manager-Marketing Business Sales - Dallas
11	District Manager-Marketing Business Sales - Fort Worth
12	District Manager-Business Sales Technical - Dallas
13	**DIVISION MANAGER-MARKETING BUSINESS SALES (SOUTH)** - Houston
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15	District Manager-Marketing Business Sales - Houston
16	District Manager-Marketing Business Sales - Austin
17	District Manager-Business Sales Technical - Houston
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19	District Manager-Sales/Service Center - Arlington
20	District Manager-Sales/Service Center - Austin
21	District Manager-Sales/Service Center - Dallas
22	District Manager-Sales/Service Center - El Paso
23	District Manager-Sales/Service Center - Houston
24	District Manager-Sales/Service Center - Houston
25	District Manager-Sales/Service Center - San Antonio
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27	District Manager-Marketing Revenue Management - Austin
28	District Manager-Marketing Revenue Management - Dallas
29	District Manager-Marketing Revenue Management - Houston
30	**DIVISION MANAGER-MARKETING ADMINISTRATION** - San Antonio
31	District Manager-Marketing Budgets/Mechanization - San Antonio
32	District Manager-Marketing Operations Support - San Antonio
33	District Manager-Marketing Product Support - San Antonio
34	District Manager-Marketing Regulatory Support - Austin
35	District Manager-Marketing Special Services - Dallas
36	District Manager-Business Sales Operations Support - St. Louis

TEXAS MARKETING DEPARTMENT

CHART 1

VICE PRESIDENT-MARKETING - San Antonio
James W. Callaway(5317)
(210) 351-3131

GENERAL MANAGER-MARKETING - San Antonio | See Chart 2
Phil R. Howard (1570)
(210) 351-7800

DIVISION MANAGER-MARKETING CONSUMER - Arlington | See Chart 18
Paul Cardarella (1962)
(817) 376-2000

DIVISION MANAGER-MARKETING REVENUE MANAGEMENT - Houston | See Chart 26
A. J. Lynch (1315)
(713) 567-8531

DIVISION MANAGER-MARKETING ADMINISTRATION - San Antonio | See Chart 30
Robert A. Patton (465)
(210) 351-3134

SECRETARY TO VICE PRESIDENT-MARKETING
Dorothy Meuth
(210) 351-3133

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TEXAS MARKETING DEPARTMENT

CHART 2

VICE PRESIDENT-MARKETING - SA

GENERAL MANAGER-MARKETING - San Antonio
Phil Howard (1570)
(210) 351-7800
1010 N. St. Mary's
Room 901
San Antonio, TX 78215
Fax 210-222-7701

DIVISION MANAGER-MARKETING BUSINESS SALES - Austin | See Chart 3
Bob Rankin (1041)
(512) 870-4631

DIVISION MANAGER-MARKETING BUSINESS SALES (NORTH) - Dallas | See Chart 9
Joe Ramsey (190)
(214) 464-4400

DIVISION MANAGER-MARKETING BUSINESS SALES (SOUTH) - Houston | See Chart 13
Rick Gamez (326)
(713) 939-5500

AREA MANAGER-MARKETING OPERATIONS (MAJORS)
Virginia Daily (2)
(210) 351-7819

MANAGER-MARKETING OPERATIONS | Sr Steno 1
Denise Reina
(210) 351-7830

AREA MANAGER-MARKETING OPERATIONS (SBA)
Tim A. Bailey
(210) 351-7805

AREA MANAGER-MARKETING TECHNICAL | Sr Steno 1
Rick Scott (4)
(210) 351-7808

MANAGER-MARKETING TECHNICAL | Sr Steno 1
Juan Gonzalez (210) 351-7817
Manuel Trevino (210) 351-7838

SECRETARY TO GENERAL MANAGER-MARKETING
Jonelle Crow
(210) 351-7803

A.O. 07/01/93

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DIVISION MANAGER-MARKETING CONSUMER - Arlington

DISTRICT MANAGER-SALES/SERVICE CENTER - San Antonio

Jane Burchard (298)
(210) 820-7676
4119 Broadway
Room 510
San Antonio, TX 78209
Fax 210-820-5182

AREA MANAGER-RES SLS/ORD CNTR — 4119 Broadway, Room 540, San Antonio, TX 78209 — Fax 210-820-5182

Tomas' Garza (86)
(210) 820-7725

MANAGERS-RESIDENCE SALES/ORDER CENTER

Donna Johnson (10)	* Ken Tysell (11)	David Espinoza (9)
(210) 820-6526	(210) 820-6738	(210) 820-7093
Cheryl Camp (10)	Pat Rodriguez (9)	Carmen Roberts (11)
(210) 820-6236	(210) 820-6021	(210) 820-7476
Marilyn Mathis (8)	Yolanda DeLeon (9)	Rachel Campos (1)
(210) 841-0950	(210) 820-7475	(210) 820-7635

Service Reps	76
Sr Recds Clk	1
Sr Steno	1

AREA MANAGER-RES SLS/ORD CNTR — 4119 Broadway, Room 540, San Antonio, TX 78209 — Fax 210-820-5182

Lora Watts (99) #
(210) 820-6606

MANAGERS-RESIDENCE SALES/ORDER CENTER

Mary Ann Allen (9)	Emily Luna (10)	Frank Olivencia (9)
(210) 820-6283	(210) 820-6923	(210) 820-6223
Cindy Harrell (12)	Nancy Valdez (10)	Maggie Maldonado (9)
(210) 841-0945	(210) 820-5170	(210) 820-6039
Hector Arce (8)	Andi Ybarra (11)	Connie Nanney (12)
(210) 820-6022	(210) 820-6039	(210) 820-6410

Service Reps	77
Sr Recds Clk	1
Svc Ordr Wrtrs	12

AREA MANAGER-RES SLS/ORD CNTR — 401 E. Van Buren, Harlingen, TX 78550 — Fax 210-421-7305

John Zittle (99) — 1300 N. 10th St., 4th Floor, McAllen, TX 78501 — Fax 210-630-8059
(210) 421-7300

MANAGERS-RESIDENCE SALES/ORDER CENTER

Becky Lucas-H (11)	Rose Sanchez-H (10)	Irma Fernandez-H (4)
(210) 421-7287	(210) 421-7285	(210) 421-7286
Melba DeLos Santos-H (10)	Carolyn Valle-H (11)	Silvestre Zamora-M (11)
(210) 421-7288	(210) 421-7289	(210) 630-8055
Israel Salinas-M (12)	Fred Cavazos-M (10)	Judy Hughston-M (11)
(210) 630-8100	(210) 630-8053	(210) 630-8585

Service Reps	86
Sr Recds Clk	4

MANAGER-RESIDENCE SALES/ORDER CENTER — Sr Recds Clk 7

Sharyn Hall (7)
(210) 820-5999

SECRETARY TO DISTRICT MANAGER-SALES/SERVICE CENTER — Sr Steno 1

Anne Guyer (1) — # Stuart Dudley on Loan to England
(210) 820-7677

A.O. 07/01/93 *LDP

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TEXAS MARKETING DEPARTMENT

CHART 6

DIVISION MANAGER-MKTG BUSINESS SALES - Austin

DISTRICT MANAGER-BUSINESS SALES San Antonio

David Burns (150)
(210) 351-8000
10100 Reunion Place
Room 300
San Antonio, TX 78216
Fax 210-351-8104

AREA MANAGER-SELECT BUSINESS ACCOUNTS — 10100 Reunion Place, Rm. 300, San Antonio, TX 78216 Fax 210-351-8182

Jannet Hadley (25)
(210) 351-8181

ACCOUNT REPRESENTATIVES

Lisa L. Bradley	Donna Vaccaro	Lynn Schuyler
(210) 351-8060	(210) 351-8062	(210) 351-8045

MANAGERS-BUSINESS SALES ADMINISTRATION

Armando Ramirez (10)	Rose Delgado (10)
(210) 351-8184	(210) 351-8069

Comm Consults	5
Service Reps	14
Sr Stenos	1

AREA MANAGER-SELECT BUSINESS ACCOUNTS — 712 E. Huntland, Room 320, Austin, TX 78752 Fax 512-870-4692

Bill Penak (32)
(512) 870-4021

ACCOUNT REPRESENTATIVES

Keith Ahsumhs	Joe Burgos	Seth Fowler
(512) 870-4747	(817) 751-8025	(512) 870-4500
Christine Najim		
(512) 870-4841		

MANAGERS-BUSINESS SALES ADMINISTRATION

Donna Fox (12)	Vickie Spradlin (14)
(512) 870-4987	(512) 870-4833

Service Reps	17
Sr Stenos	2
Comm Consults	7

AREA MANAGER-SELECT BUSINESS ACCOUNTS — 500 Texas Avenue, Room L-61A, El Paso, TX 79901 Fax 915-521-6053

Stacie George (28)
(915) 542-4044

SENIOR ACCOUNT REPRESENTATIVE

R. L. Newsom
(915) 542-4078

ACCOUNT REPRESENTATIVES

Carol Steen	Vacant
(915) 684-2771	(915) 542-4699

MANAGERS-BUSINESS SALES ADMINISTRATION

Reuben Harris (11)	Gayle Hart (13)
(915) 542-4075	(915) 542-3641

Service Reps	13
Comm Consults	7
Svc Ord Wrtrs	2
Sr Stenos	2

AREA MANAGER-SELECT BUSINESS ACCOUNTS — 2010 Avenue R, Room 211, Lubbock, TX 79408 Fax 806-741-5698

Mike Coke (26)
(806) 741-5280

SENIOR DESIGN CONSULTANT	**DESIGN CONSULTANT**
David Coldiron	David George
(806) 378-1681	(915) 542-4030

SENIOR ACCOUNT REPRESENTATIVE	**ACCOUNT REPRESENTATIVE**
Ron Steele	Cindy Stansell
(806) 741-5444	(806) 741-5184

MANAGERS-BUSINESS SALES ADMINISTRATION

Kae Liles (10)	Janice Keeth (10)
(806) 741-5911	(806) 741-5388

Sr Stenos	4
Comm Consults	6
Service Reps	8
Svc Ord Wrtrs	2

AREA MANAGER-SELECT BUSINESS ACCOUNTS — 406 N. Carancahua, Room 351, C. Christi, TX 78401 Fax 512-881-7066

Lynnell Berlanga (33)
(512) 881-7804

SENIOR DESIGN CONSULTANT	**DESIGN CONSULTANT**
Gerald Bell	Odette Johnson
(512) 881-7867	(512) 881-7860

SENIOR ACCOUNT REPRESENTATIVE	**ACCOUNT REPRESENTATIVES**	
Brenda Howard	Shannon Campsey	Vacant
(512) 881-7844	(512) 881-7863	(210) 630-8322

MANAGERS-BUSINESS SALES ADMINISTRATION

Georgette Hogan (14)	Jane Smith (13)
(512) 881-7842	(210) 630-8440

Comm Consults	10
Service Reps	12
Svc Ord Wrtrs	2
Sr Stenos	3

SECRETARY TO DISTRICT MANAGER-BUSINESS SALES

Joanna Adamek
(210) 351-8002

A.O. 07/01/93

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TEXAS MARKETING DEPARTMENT

CHART 30

VICE PRESIDENT-
MARKETING - SA

DIVISION MANAGER-MKTG
ADMINISTRATION - SA
Robert A. Patton (465)
(210) 351-3134
1010 N. St. Mary's
Room 1400
San Antonio, TX 78215
Fax 210-222-4615

DISTRICT MANAGER-MARKETING BUDGETS/MECHANIZATION — See Chart 31
James R. Watts (66)
(210) 351-3141

DISTRICT MANAGER-MARKETING OPERATIONS SUPPORT — See Chart 32
Paula Gill (55)
(210) 222-3848

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT — See Chart 33
Merrily Gullquist (38)
(210) 222-7304

DISTRICT MANAGER-MARKETING REGULATORY SUPPORT — See Chart 34
Larry L. McClellan (7)
(512) 870-3891

DISTRICT MANAGER-MARKETING SPECIAL SERVICES — See Chart 35
Pete Sessions (274)
(214) 464-2561

DISTRICT MANAGER-BUSINESS SALES OPERATIONS SUPPORT — See Chart 36
Stuart Katz (6)
(314) 235-9869

AREA MANAGER-MARKETING LABOR RELATIONS — 1010 N.St.Mary's,Rm.1207,San Antonio — Fax 210-222-5571
Genevieve Modarelli (2)
(210) 222-3344

MANAGER-MARKETING PERSONNEL — Sr Steno 1
Carmen Ingle (1)
(210) 222-3906

AREA MANAGER-MARKETING HUMAN RESOURCES — 1010 N.St.Mary's,Rm.1207,San Antonio — Fax 210-222-5571
Mary Alice Campos (8)
(210) 222-3216

MANAGERS-MARKETING PERSONNEL — Sr Conf Steno 1; Sr Steno 1; Sr Rcds Clk 3
Janie Jack (1)
(210) 222-3380

Joyce Rummel (4)
(210) 351-7820

Christine Thomas
(210) 222-5790

SECRETARY TO DIVISION MANAGER-MARKETING ADMINISTRATION (TX)
Diana Garcia
(210) 351-3136

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TEXAS MARKETING DEPARTMENT

CHART 31

DIVISION MANAGER-MKTG ADMINISTRATION - SA

DISTRICT MANAGER-MARKETING BUDGETS/ MECHANIZATION - SA
James R. Watts (66)
(210) 351-3141
1010 N. St. Mary's
Room 1225
San Antonio, TX 78215
Fax 210-222-6141

AREA MANAGER-MARKETING BUDGETS
Kathy McClain (2)
(210) 222-5692

- **MANAGER-MARKETING BUDGETS**
  Terri Williams
  (210) 222-3211
- **MANAGER-MARKETING BUDGETS**
  Cathy Schmidt
  (210) 222-4618

AREA MANAGER-MARKETING METHODS — Sr Steno 1
Phil Strauch (1)
(210) 222-3212

AREA MANAGER-MARKETING MECHANIZATION
Mark Harrison (2)
(210) 222-3079

- **AREA MANAGER-MARKETING MECHANIZATION**
  Lee Shaner
  (210) 222-4843
- **AREA MANAGER-MARKETING MECHANIZATION**
  Patti Shrum 5252 Hollister, 1st Flr, Houston, TX
  (713) 939-5564 Fax 713-939-5921

AREA MANAGER-MARKETING MECHANIZATION
Charles Miller (5)
(210) 222-7724

- **MANAGER-MKTG MECHANIZATION**
  Sandy Howorth
  (210) 222-3847
- **MANAGER-MKTG MECHANIZATION**
  Linda Korndorffer
  (210) 222-4673
- **MANAGER-MKTG MECHANIZATION**
  Jacob Gonzales
  (210) 222-6774
- **MANAGER-MKTG MECHANIZATION**
  Lois Morgado
  (210) 222-5237
- **MANAGER-MKTG MECHANIZATION**
  Kay Burleson
  (210) 222-6934

AREA MANAGER-MARKETING MECHANIZATION
Dan Petro (9)
(210) 222-3158

- **MANAGER-MARKETING MECHANIZATION** — Sr Steno 1
  - Rick Weld (1)
    (210) 222-7539
  - **MANAGER-MARKETING MECHANIZATION** — Sr Gen Clk 3
    - Diana Kerr (3)
      (210) 222-5125

AREA MANAGER-MARKETING MECHANIZATION — Four Bell Plaza, Room 2001, Dallas, TX Fax 214-745-7937
Eric Lunday (2)
(214) 464-8616

- **MANAGER-MARKETING MECHANIZATION** — Sr Recds Clk 1
  - Steve Justice
    (214) 464-5995

A.O. 07/01/93

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DIVISION MANAGER-MKTG ADMINISTRATION - SA

DISTRICT MANAGER-MARKETING BUDGETS/ MECHANIZATION - SA
James R. Watts (66)
(210) 351-3141
1010 N. St. Mary's
Room 1225
San Antonio, TX 78215
Fax 210-222-6141

AREA MANAGER-FORECASTING Four Bell Plaza, Room 2010, Dallas, TX Fax 214-464-7937 | Sr Steno 1
Nancy Laine (4)
(214) 464-8067

- **MANAGER-FORECASTING**: Janice Coles, (214) 464-4994; Ronnie Norwood, (214) 464-8656
- **MANAGER-FORECASTING**: Patricia Godfrey, (214) 464-1911

AREA MANAGER-REVENUE FORECASTING
Robert E. Cole (2)
(210) 222-4682

- **MANAGER-REVENUE FORECASTING**: Mary Botello, (210) 222-6023 | Sr Steno 1

AREA MANAGER-FORECASTING Four Bell Plaza, Room 2001, Dallas, TX Fax 214-745-7937
Kara L. Danter (10)
(214) 464-5652

- **MANAGER-FORECASTING**: Pamela Denson, (214) 464-8619; Pamela Carr, (214) 464-7595; Rebecca Bayer (1), (214) 464-5862; Art Chanson (1), (915) 542-2408; Michael Fields, (214) 464-3149; Alfred Fernandez, (915) 542-2457; Bronnie Martin (1), (512) 870-3111 | Sr Recds Clk 2 | Sr Steno 1

AREA MANAGER-FORECASTING Four Bell Plaza, Room 2001, Dallas, TX Fax 214-745-7937
John Wofford (8)
(214) 464-3391

- **MANAGER-FORECASTING**: Leo Rohde, (214) 464-3674; Sharon Collier (1), (713) 567-8550; Barbara Brown, (214) 464-7549; Garry Carter, (713) 567-7031; Barbara Talley, (214) 464-8617; Sherry Willis (1), (214) 464-8224 | Sr Steno 1 | Sr Recds Clk 1

AREA MANAGER-FORECASTING 6500 W. Loop South, Zone 5.7, Bellaire, TX Fax 713-567-8991
Louis Hernandez (11)
(713) 567-7302

- **MANAGER-FORECASTING**: Rachel Castaneda (2), (210) 222-6024; Rose Flores, (210) 222-5904; Michael Medina, (210) 222-3195; Marilyn Williams (2), (713) 567-7327; Donald Moye, (713) 567-8400; Jeannie Adams, (713) 567-8556; Nancy Clemons, (713) 567-8590 | Sr Steno 2 | Sr Recds Clk 2

| Sr Steno 2

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TEXAS MARKETING DEPARTMENT

CHART 32

DIVISION MANAGER-MKTG ADMINISTRATION - SA

DISTRICT MANAGER-MKTG OPERATIONS SUPPORT - SA
Paula J. Gill (57)
(210) 222-3848
1010 N. St. Mary's
Room 1205
San Antonio, TX 78215
Fax 210-222-5571

AREA MANAGER-RESIDENCE SALES SUPPORT
Paul W. Proud (2)
(210) 222-3855
- **MANAGER-SALES OPERATIONS** — Sr. Steno 1
  - Zenobia Lylerly
  - (314) 235-9396

AREA MANAGER-MARKETING OPERATIONS — One Bell Center, Room 11-K-06, St. Louis, MO — Fax 314-235-2031
Doris Kritz (1)
(314)235-5819
- **MANAGER-MARKETING OPERATIONS**
  - Becky Rendon
  - (210)222-6998

AREA MANAGER-MARKETING OPERATIONS
Raul Cortez (5)
(210) 222-5490
- **MANAGER-MARKETING OPERATIONS** — Sr. Stenos 2
  - Lisa Villarreal (210) 222-5991
  - Janie Kellner (1) (210) 222-3147
  - Urcie Allen (210) 222-3880

AREA MANAGER-MARKETING OPERATIONS
Louis Sternberg (3)
(210) 222-3846
- **MANAGER-MARKETING OPERATIONS** — Sr. Steno 1
  - Janelle Nix (1) (210) 222-5920
  - Fred Ury (210) 222-4449

AREA MANAGER-MARKETING OPERATIONS
Mike Everett (3)
(210) 222-6884
- **MANAGERS-MARKETING OPERATIONS** — Sr. Rcds Clk 1
  - Luis Fuentes (210) 222-3148
  - Diana Kowalik (1) (210) 222-5637

AREA MANAGER-MARKETING OPERATIONS
Glynda Merritt (4)
(210) 222-3840
- **MANAGER-MARKETING METHODS** — Sr. Rcds Clk 2
  - Vonnie Brysch (1) (210) 222-5853
  - Vacant

AREA MANAGER-MARKETING QUALITY CONSULTANT
William M. Rychlik (5)
(210) 222-3116
- **AREA MANAGER-MARKETING QUALITY FACILITATOR**
  - Randy Wilkinson
  - (817) 376-2100
- **MANAGER-MARKETING QUALITY FACILITATOR** — Sr. Steno 1
  - Allison Jones (1) (210) 222-5992
  - Harry Rever (210) 222-6998
  - Vacant

AREA MANAGER-FORCE MANAGEMENT — 1010 N. St. Mary's, Room 819 — Fax 210-222-4863
Carlos Cordova (5)
(210) 222-4841
- **MANAGER-MARKETING OPERATIONS** — Sr Rcds Clk 1; Sr. Gen. Clk 4
  - Bob McVey (2) (210) 222-4851
  - Mike Weston (817)376-2350

AREA MANAGER-SALES AGENCY - San Antonio — 4119 Broadway, Room 310, San Antonio, TX — Fax 210-820-5802
Carol Hollins (17)
(210) 820-6005
- **MANAGERS-SALES AGENCY** — Comm. Conslt 3; Service Reps 8; Sr Steno 1
  - Vacant (210) 820-7076
  - Enrique Tamez (1) (210) 820-7010
  - Andreal White (1) (210) 820-7070
  - Gipsye Winkler (10) (210) 820-7030
- **DESIGN CONSULTANT**
  - Glen Crumpton
  - (210) 820-7076

Sr. Steno 1

A.O. 07/01/93

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DIVISION MANAGER-MKTG ADMINISTRATION

DISTRICT MANAGER-MARKETING PRODUCT SUPPORT
Merrily Gullquist (38)
(210) 222-7304
1010 N. St. Mary's
Room 910
San Antonio, TX 78215
Fax 210-222-5343

AREA MANAGER-PRODUCT PROMOTION CENTER SUPPORT One Bell Center, 11-K-5, St. Louis, MO 63101 Fax 314-235-2031
Pat Golden
(314) 235-5936

AREA MANAGER-PROMOTIONAL PLANNING | Sr Steno 1
Mike De Leon (1)
(210) 222-7210

AREA MANAGER-MARKETING PRODUCT SUPPORT
Carol Norman (4)
(210) 222-7603

MANAGER-MARKETING PRODUCT SUPPORT | Sr Steno 1
Bob Russek
(210) 222-7240
Allen Westerman
(210) 222-7309
Dewey Clark
(210) 222-7955

AREA MANAGER-MARKETING PRODUCT SUPPORT
Ted Moreno (2)
(210) 222-6999

MANAGER-MARKETING PRODUCT SUPPORT
Rolando Cortez
(210) 222-7860
Aimee Fite
(210) 222-3537

AREA MANAGER-MARKETING METHODS
Mike Rigotti (3)
(210) 222-6609

MANAGER-MARKETING METHODS | Sr Rpts Clk 1
Cindy Decker
(210) 222-3853
Suzy Statzer (1)
(210) 222-5922

AREA MANAGER-SALES REFERRAL OPERATIONS 1010 N.St.Mary's, #1218, San Antonio, TX 78215 Fax 210-222-5552
Susan Burns (21)
(210) 222-7170
| Sr. Steno 1

MANAGER-SALES REFERRAL CENTER
Virginia Bruton (9)
(210) 222-5108
Jan Ferrell (9)
(210) 222-3221

| Service Reps 11
| Sales Clerks 1
| Recds Clk 5
| Sr. Rec. Clk 1

SECRETARY TO DISTRICT MANAGER-MARKETING PRODUCT SUPPORT
Connie Sierra
(210) 222-7708

003326

TO BE ANNOUNCED: 10/8/93
10AM

SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Residence Sales/Service Center:

Reporting to Tomas Garza, Area Mgr-Residence Sales/Order Center, San Antonio, will be:

Rachel M. Campos, Mgr-Residence Sales/Order Center
Yolanda DeLeon, Mgr-Residence Sales/Order Center
David Espinoza, Mgr-Residence Sales/Order Center
Donna B. Johnson, Mgr-Residence Sales/Order Center
Marilyn M. Mathis, Mgr-Residence Sales/Order Center
Carmen M. Roberts, Mgr-Residence Sales/Order Center
Petra Rodriguez, Mgr-Residence Sales/Order Center
Cheryl A. Camp, Mgr-Residence Sales/Order Center
Melany Del Cid, Mgr-Residence Sales/Order Center (LDP)
Sharyn V. Hall, Mgr-Residence Sales/Order Center

Reporting to Glynda Merritt, Area Mgr-Residence Sales/Order Center, San Antonio, will be:

Mary Ann Allen, Mgr-Residence Sales/Order Center
Cindy J. Harrell, Mgr-Residence Sales/Order Center
Linda P. Luna, Mgr-Residence Sales/Order Center
Maria M. Maldonado, Mgr-Residence Sales/Order Center
Frank Olivencia, Jr., Mgr-Residence Sales/Order Center
Nancy G. Valdez, Mgr-Residence Sales/Order Center
Andrea Ybarra, Mgr-Residence Sales/Order Center
Hector Arce, Mgr-Residence Sales/Order Center
Connie F. Nanney, Mgr-Residence Sales/Order Center
Kathryn Ridings, Mgr-Residence Sales/Order Center
Kenneth Tysell, Mgr-Residence Sales/Order Center (LDP)

Reporting to Johnnie R. Zittle, Area Mgr-Residence Sales/Order Center, Harlingen, will be:

Melba DeLosSantos, Mgr-Residence Sales/Order Center
Irma G. Fernandez, Mgr-Residence Sales/Order Center
Sylvia R. Lucas, Mgr-Residence Sales/Order Center
Rose A. Sanchez, Mgr-Residence Sales/Order Center
Carolyn B. Valle, Mgr-Residence Sales/Order Center
Judy K. Hughston, Mgr-Residence Sales/Order Center
Alfredo Cavazos, Mgr-Residence Sales/Order Center, McAllen
Israel Salinas, Mgr-Residence Sales/Order Center, McAllen
Silvestre Zamora, Mgr-Residence Sales/Order Center, McAllen

Reporting to Harold Cobler, Area Mgr-Residence Sales/Order Center, Victoria, will be:

Marla Elliott, Mgr-Residence Sales/Order Center
Gail D. McCord, Mgr-Residence Sales/Order Center
Magdelena Rivera, Mgr-Residence Sales/Order Center
Janice E. Wyman, Mgr-Residence Sales/Order Center
Stella Colmenero, Mgr-Residence Sales/Order Center, Corpus Christi
Belinda G. Garcia, Mgr-Residence Sales/Order Center, Corpus Christi
Eddie M. Martin, Mgr-Residence Sales/Order Center, Corpus Christi
Gloria Perez Barrera, Mgr-Residence Sales/Order Center, Corpus Christi

Reporting to Donna S. Morton, Area Mgr-Product Promotion Center, San Antonio, will be:

Catherine Cavender, Mgr-Product Promotion Center
Dale E. Hanlon, Mgr-Product Promotion Center
Belia Maldonado, Mgr-Product Promotion Center
Gary T. Perry, Mgr-Product Promotion Center
Raul Cortez, Mgr-Product Promotion Center
Sandra C. Wall, Mgr-Product Promotion Center
Deborah M. Williams, Mgr-Product Promotion Center
Diana Kowalik, Mgr-Product Promotion Center
Orlando Segura, Mgr-Telemarketing Support

Jane A. Burchard
District Manager-Sales/Service Center

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 10/8/93
10AM

SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Business Sales District:

Reporting to Robert R. Vela, Area Mgr-Business Sales, San Antonio, will be:

Hilary A. Kavy, Mgr-Business Sales Administration
Janet S. Sczech, Mgr-Business Sales Administration
Steven W. Claflin, Design Consultant

Reporting to Teresa M. Goodwin, Area Mgr-Business Sales, San Antonio, will be:

Connie R. Salazar, Account Executive, Laredo
Rudolph S. Lopez, Mgr-Business Sales Administration
Carroll S. Fisher, Mgr-Business Sales Administration
Donald F. Stelzer, Design Consultant
Manuel G. Trevino, Design Consultant
Mary K. Shandera, Mgr-Business Service Orders

Reporting to Jannet A. Hadley, Area Mgr-Select Business Accounts, San Antonio, will be:

Juana L. Schuyler, Account Representative
Donna M. Vaccaro, Account Representative
Lisa L. Bradley, Account Representative
Rosario M. Delgado, Mgr-Business Sales Administration
Armando Ramirez, Mgr-Business Sales Administration
Dewey N. Clark, Design Consultant
Gwendolyn K. Shannon, Design Consultant

Reporting to Randal G. Wilkinson, Area Mgr-Select Business Accounts, Corpus Christi will be:

Brenda C. Howard, Senior Account Representative
Mary L. Berlanga, Account Representative
Tracy Steen, Account Representative, McAllen
Georgette Hogan, Mgr-Business Sales Administration
Jane S. Smith, Mgr-Business Sales Administration, McAllen
Odette G. Johnson, Design Consultant

Reporting to Patricia M. Carvel, Area Mgr-Sales/Service Center (Bus), San Antonio, will be:

Patricia A. Ames, Mgr-Sales/Service Center
Ronald P. Jay, Mgr-Sales/Service Center
Brenda Killian, Mgr-Sales/Service Center
Rolando X. Mendez, Mgr-Sales/Service Center
Olga Rios, Mgr-Sales/Service Center
Gloria E. Slataper, Mgr-Sales/Service Center
Martin P. Rivera, Mgr-Sales/Service Center
Rebecca A. Goettee, Mgr-Sales/Service Center (LDP)

Reporting to Kae Berry, Area Mgr-Sales/Service Center (Bus), Corpus Christi, will be:

Cherry J. Foster, Mgr-Sales/Service Center
M. Ophelia Ita, Mgr-Sales/Service Center
Christie L. Mauch, Mgr-Sales/Service Center
Hazel L. Rackley, Mgr-Sales/Service Center
Pauline Taylor Young, Mgr-Sales/Service Center

Reporting to Kerry B. Horstmann, Area Mgr-I/R (BDS/LAN), San Antonio, will be:

Rodney D. Cherry, Senior Systems Integrator
William Eardley, Senior Systems Integrator
Hal C. Flechtner, Senior Systems Integrator
Billy E. Henrich, Senior Systems Integrator
Larry E. Horn, Senior Systems Integrator
Robert L. Tennyson, Senior Systems Integrator
Jeffery R. Tuttle, Senior Systems Integrator
Carolyn L. Wallace, Senior Systems Integrator
Mark E. Walls, Senior Systems Integrator
Linnie V. Mills, Mgr-License/Joint User Administration

Reporting to Michael Robillard, Area Mgr-Marketing Operations, San Antonio, will be:

Juan F. Gonzalez, Mgr-Marketing Operations
Denise Reina, Mgr-Marketing Operations
Suzy Statzer, Mgr-Marketing Operations
Assef Al-Jundi, Mgr-Network Sales Support
Theodore L. Barlor, Mgr-Network Sales Support
Robert E. Richter, Mgr-Network Sales Support

David L. Burns
District Manager-Business Sales

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 10/8/93
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SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Installation/Repair District:

Reporting to Moses Covarrubias, Jr., Area Mgr-Installation/Repair, San Antonio, will be:

Stephen A. Rossman, Mgr-Repair
Edward S. Harmon, Mgr-Repair
Mario Medina, Mgr-Repair
Robert W. Eckermann, Mgr-Repair
Gary L. Laird, Mgr-Repair
Bruce D. Mallernee, Mgr-Repair
John R. Menchaca, Mgr-Repair
Gregory G. Sams, Mgr-Installation
Leonel A. Cavazos, Mgr-Installation
Terry W. Thompson, Mgr-Installation

Reporting to Ray E. Mireles, Area Mgr-Installation/Repair, San Antonio, will be:

Rogelio S. Gonzalez, Mgr-Repair
Wilbert J. Felux, Mgr-Repair
Elroy Imken, Mgr-Repair
Hilmar Schroeder, Mgr-Repair
James C. Pena, Mgr-Installation
Nicky D. Skipper, Mgr-Installation
Joseph R. Cervera, Mgr-Installation/Repair
Joe R. Garcia, Mgr-Installation/Repair
Elbert A. Coleman, Mgr-Installation/Repair, Seguin
John H. Albracht, Mgr-Installation/Repair, New Braunfels

Reporting to Robert W. Johnson, Area Mgr-Installation/Repair, San Antonio, will be:

Jimmie S. Cernosek, Mgr-Repair
Richard C. Hayes, Mgr-Repair
Michael W. Kageler, Mgr-Repair
Carl D. Kelley, Mgr-Repair
Joseph K. Miles, Mgr-Repair
Juan Ramirez, Mgr-Repair
Juan Espinoza, Mgr-Installation
Michael D. Hyche, Mgr-Installation
Harold H. Haby, Mgr-Installation/Repair, Hondo

Reporting to Ronnie H. Jimenez, Area Mgr-Installation/Repair, McAllen, will be:

Manuel Garcia, Jr., Mgr-Cable Repair, Pharr
Timothy C. Pritchard, Mgr-Cable Repair, Edinburg
Rogelio Balli, Mgr-Cable Repair
Wencelado Cantu, Jr., Mgr-Installation
William D. Trevino, Mgr-Repair

Reporting to Roy G. Davis, Area Mgr-Installation/Repair, Harlingen, will be:

Esteban X. Bazan, Mgr-Repair
Robert Lentz, Mgr-Repair, Brownsville
Sergio Gonzalez, Mgr-Installation/Repair, Mercedes
Abel Guillen, Mgr-Installation/Repair
Eduardo Saenz, Mgr-Installation
Jesus Garcia, Mgr-Installation, Brownsville

Reporting to Mark S. Savarino, Area Mgr-Installation/Repair, San Antonio, will be:

Onecimo Benavidez, Jr., Mgr-Installation/Repair, Laredo
Florencio H. Gonzales, Mgr-Installation/Repair, Laredo
Reymundo Perez, Mgr-Installation/Repair, Laredo
Morris Molpus, Jr., Mgr-Installation/Repair, Devine
Juan H. Caballero, Jr., Mgr-Installation/Repair, Uvalde
Ernest Cavazos, Mgr-Installation/Repair, Eagle Pass
Roland DeLaCruz, Mgr-Installation, Laredo

Reporting to Arnold Medina, Area Mgr-Installation/Repair, Corpus Christi, will be:

C. A. Hogan, III, Mgr-Repair
Gene R. Schumann, Mgr-Repair
Javier Trevino, Mgr-Repair
Thomas C. Tuten, Mgr-Repair
Tom E. Crowley, II, Mgr-Installation/Repair, Rockport
Leonel Losoya, Mgr-Installation
Mark E. Grunberg, Mgr-Cable Repair
Omar Martinez, Mgr-Cable Repair

Reporting to Sara L. Johnson, Area Mgr-Installation/Repair, Victoria, will be:

Rene F. Gonzalez, Mgr-Cable Repair
Michael A. Olson, Mgr-Installation/Repair
Rabb L. Wyatt, Mgr-Installation/Repair
Henry J. Sommers, Mgr-Installation/Repair, Cuero
Craig C. Billman, Mgr-Installation/Repair, Beeville

Reporting to Patrick M. Felux, Area Mgr-Maintenance Center, San Antonio, will be:

Mary C. Burchardt, Mgr-Maintenance Center
Annie Fernandez, Mgr-Maintenance Center
Gloria Grohman, Mgr-Maintenance Center
Sandra Hernandez, Mgr-Maintenance Center
Patricia M. Pastrano, Mgr-Maintenance Center
Larry R. Schmidt, Mgr-Maintenance Center
Joe E. Walker, Mgr-Maintenance Center
James E. Kopchak, Mgr-Maintenance Center
Kathryn Peterson, Mgr-Maintenance Center
Gretchen J. Bourne, Mgr-Facility Assignment

Raul C. Mireles, Mgr-Installation/Repair, San Antonio, will report directly to me.

Floyd W. Dietzmann
District Manager-Installation/Repair

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 10/8/93
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SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Network Operations District:

Reporting to Phillip A. Tucker, Area Mgr-Network Maintenance, San Antonio, will be:

Richard A. Burke, Mgr-Network Maintenance
Soilo Cavazos, Jr., Mgr-Network Maintenance
Thomas G. Lawrence, Mgr-Network Maintenance
Kathleen R. Olfers, Mgr-Network Maintenance
Cristoval Saldana, Mgr-Network Maintenance
Janice S. Voss, Mgr-Network Maintenance

Reporting to David W. Opper, Area Mgr-Network Maintenance, San Antonio, will be:

Donald C. Casteel, Mgr-Network Maintenance
Alan Langhoff, Mgr-Network Maintenance
Joe Smartt, Mgr-Network Maintenance
Julian M. Trinidad, Mgr-Network Maintenance
Jorge J. Garcia, Mgr-Network Maintenance, Laredo
David Anderson, Mgr-Network Maintenance, Seguin
William M. McGrew, Jr., Mgr-Network Maintenance, Uvalde

Reporting to Santiago Medellin, Jr., Area Mgr-Network Maintenance, Harlingen, will be:

Beverly A. Young, Mgr-Network Maintenance, Edinburg
Marcos Herrera, Mgr-Network Maintenance, McAllen
Santiago Abrego, Jr., Mgr-Network Maintenance, Brownsville
Odet S. Murillo, Mgr-Network Maintenance, Brownsville
Francisco DeLaRosa, Jr., Mgr-Network Maintenance

Reporting to Lawrence L. Schaefer, Area Mgr-Network Maintenance, Corpus Christi, will be:

Teresa M. Hernandez, Mgr-Network Maintenance
Gary W. Hickok, Mgr-Network Maintenance
Sabra Morlan, Mgr-Network Maintenance
Leroy Persohn, Mgr-Network Maintenance
Jerry W. Adamson, Mgr-Network Maintenance, Yoakum
James E. Caraway, Mgr-Network Maintenance, Victoria
Donald J. Tymrak, Mgr-Network Maintenance, Beeville

Reporting to Jesus J. Barron, Area Mgr-Network Maintenance, San Antonio, will be:

Carlos M. Cabello, Mgr-Network Maintenance
Howard D. Shafer, Mgr-Network Maintenance
Catarina Wolfe, Mgr-Network Maintenance
Carlon L. Tones, Mgr-Frame
Harold E. Fromlath, Mgr-LNAC
John R. Martin, Mgr-Network Administration Center
John M. Rodriguez, Mgr-Network Administration Center
Laurie L. Loudermilk, Mgr-RCMAC
Clint N. Swindall, Mgr-RCMAC (LDP)
Michael Thompson, Mgr-RCMAC

Reporting to Michael Machacek, Area Mgr-Network Maintenance (SCC), San Antonio, will be:

Calvin W. Mathis, Mgr-Network Maintenance
Frank Tondre, Mgr-Network Maintenance
Michele S. Watson, Mgr-Network Maintenance
Miguel Weaver, Jr., Mgr-Network Maintenance
Barbara A. Petrash, Mgr-TXC
Alberto Hernandez, Mgr-TXC
Hardy J. Howard, Mgr-TXC

Reporting to Maria Arce, Area Mgr-Network Administration, San Antonio, will be:

Francesca A. Cedotal, Mgr-COSMOS Database Messaging
Mark E. Couteau, Mgr-COSMOS Database Messaging
Luis A. DeLaGarza, Mgr-COSMOS Database Messaging
Maria A. Gamboa, Mgr-COSMOS Database Messaging
Alice C. Guerrero, Mgr-COSMOS Database Messaging
Robert H. Sanchez, Mgr-COSMOS Database Messaging
Barbara Ann Thompson, Mgr-COSMOS Database Messaging
Charles T. Flink, Mgr-Network Maintenance
John S. Gokelman, Mgr-Network Maintenance
Shirley M. Myers, Mgr-Messaging Network Routing

Leigh A. Ewing
District Manager-Network Operations

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 10/8/93
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SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Market Area Support District:

Reporting to Susan C. Burns, Area Mgr-Employee Sales Referral, San Antonio, will be:

Virginia G. Bruton, Mgr-Employee Sales Referral
Christine Thomas, Mgr-Employee Sales Referral

Reporting to Steven F. Carvel, Area Mgr-CSB, San Antonio, will be:

Joe Guajardo, Mgr-CSB
Delia B. Moore, Mgr-CSB
Alma L. Nevils, Mgr-CSB
Ora L. Brown, Mgr-CSB
Daniel L. Elleson, Mgr-CSB
Sylvia Fragosa, Mgr-CSB
Luis B. Garza, Jr., Mgr-CSB
Rosalinda S. Guadiana, Mgr-CSB
Roxanne Galindo, Mgr-CSB
Aurelia Smyth, Mgr-CSB
Louann Vanlandingham, Mgr-CSB
Betty Ziegler, Mgr-CSB

Reporting to Martha J. Lenz, Area Mgr-Facility Assignment, San Antonio, will be:

Gloria A. Garza, Mgr-Facility Assignment
Sandra Guerrero, Mgr-Facility Assignment
Janie G. Kelley, Mgr-Facility Assignment
Sylvia W. Medina, Mgr-Facility Assignment
Carol A. Trumble, Mgr-Facility Assignment
Yolanda G. Guadiana, Mgr-Mktg (PREM/SAG)
Theresa A. Laguna, Mgr-Mktg (PREM/SAG)
Pat Flores, Mgr-CAPER

Reporting to Carlos D. Cordova, Area Mgr-Force Management Group, San Antonio, will be:

Robert D. McVey, Mgr-Force Management Group
Cathy J. Schmidt, Mgr-Force Management Group
Jan L. Ferrell, Mgr-Force Management Group
Frances Moczygemba, Mgr-Force Management Group

Reporting to William M. Rychlik, Area Mgr-Resident Quality Coordinator, San Antonio, will be:

Gwendolyn B. Mitchell, Mgr-Resident Quality Facilitator

Reporting to Stuart E. Dudley, Area Mgr-Marketing Operations, San Antonio, will be:

Janelle D. Nix, Mgr-Marketing Operations
Vonnie Brysch, Mgr-Marketing Operations
Urcie Allen, Mgr-Marketing Operations
Janette M. Kellner, Mgr-Marketing Operations
Lisa A. Villarreal, Mgr-Marketing Operations

Reporting to Jessie M. Bates, Area Mgr-Network Operations, San Antonio, will be:

Allen Westerman, Mgr-Network Operations
Rickey L. Trumble, Mgr-Network Operations
Richard D. Somach, Mgr-Network Operations
David R. Benavides, Jr., Mgr-Network Operations

Reporting to Elsa Hart, Area Mgr-Expense Budget, San Antonio, will be:

Hurschel L. Sims, Mgr-Expense Budget
Terri L. Williams, Mgr-Expense Budget
Mary M. Botello, Mgr-Revenue Analysis

Reporting to Genevieve J. Modarelli, Area Mgr-Labor Relations/Safety, San Antonio, will be:

Carmen Ingle, Mgr-Labor Relations/Safety

Reporting to Mary Alice Campos, Area Mgr-Human Resources, San Antonio, will be:

Teresa Rodriguez, Mgr-Human Resources
Janie Jack, Mgr-Human Resources

James E. Greber
District Manager-Market Area Support

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 10/8/93
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SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Special Services District:

Reporting to Robert L. Dyson, Area Mgr-Special Services, San Antonio, will be:

Hugh Bates, Mgr-Special Services
William K. Holmes, Mgr-Special Services
Conrad M. Martinez, Mgr-Special Services
Leonard G. Morales, Jr., Mgr-Special Services
Timothy S. Petersen, Mgr-Special Services
Albert M. Sendejo, Mgr-Special Services

Reporting to Milton F. Salzman, Jr., Area Mgr-Special Services, San Antonio, will be:

Eugene Moreno, Jr., Mgr-Special Services, Victoria
Charles E. Knudson, Mgr-Special Services, McAllen
Ramon C. Reyes, Mgr-Special Services, Corpus Christi
Patrick Harrington, Mgr-Special Services, Brownsville

Reporting to Harvey A. Schoener, Area Mgr-Special Services, San Antonio, will be:

Ezell W. Olivares, Mgr-Special Services
Brenda J. Clark, Mgr-Special Services
Gerardo P. Hernandez, Mgr-Special Services
Daniel T. Liberto, Mgr-Special Services
Roy F. Perales, Mgr-Special Services
Mike Perales, Jr., Mgr-Special Services
Jeanette G. Sandoval, Mgr-Special Services
Alfredo Gonzalez, Jr., Mgr-Special Services, Austin
Janice M. Kauhs, Mgr-Special Services, Austin
David A. Westlund, Mgr-Special Services, Austin

Reporting to Daniel R. Hillman, Area Mgr-Special Services, San Antonio, will be:

Leroy R. Galm, Jr., Mgr-Repair
Charlie G. Hill, Jr., Mgr-Repair
Larry W. Pool, Mgr-Repair
Juan A. Gonzalez, Mgr-Construction
Alberto R. Cano, Mgr-Construction

Reporting to Jesus P. Torres, Area Mgr-Special Services Engineering, San Antonio, will be:

Diane Alvarez, Mgr-Special Services Engineering
Robert J. DeLaFuente, Mgr-Special Services Engineering
Alice T. Dominguez, Mgr-Special Services Engineering
Juanita Espinoza, Mgr-Special Services Engineering
Roberto P. Maldonado, Jr., Mgr-Special Services Engineering
Diana R. Martinez, Mgr-Special Services Engineering
Ursula Mikulenka, Mgr-Special Services Engineering
Ronald R. Rasmusson, Mgr-Special Services Engineering
Edwin Savage, Mgr-Special Services Engineering
Yolanda B. Fry, Mgr-TIRKS
Mary Cuellar, Mgr-CTSC
Abigail C. Ramon, Design Consultant

Reporting to Nelia A. Lustgraaf, Area Mgr-Circuit Provisioning, San Antonio, will be:

James M. Cottier, Mgr-Circuit Provisioning
Rosa E. McGuire, Mgr-Circuit Provisioning
Elaine V. Saenz, Mgr-Circuit Provisioning
Patricia J. Zappe, Mgr-Circuit Provisioning
Juliet A. Gonzales, Mgr-TIRKS
Elena Guajardo, Mgr-TIRKS
Joe P. Schaetter, Mgr-TIRKS
Danny H. Trevino, Mgr-TIRKS
Linda J. Whitener, Mgr-TIRKS
Rolando C. Barrera, Mgr-Special Services Engineering
Fernando I. Dominguez, Mgr-Special Services Engineering
Edward Elizondo, Mgr-Special Services Engineering
Robert Granado, Mgr-Special Services Engineering
Meliton L. Esparza, Mgr-Circuit Provisioning Messaging

Joseph W. Hurley
District Manager-Special Services

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 10/8/93
10AM

SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Engineering/Construction District:

Reporting to Leroy A. Sthele, Jr., Area Mgr-Construction, San Antonio, will be:

Sergio A. Cardona, Mgr-Construction, Laredo
Ernesto Hernandez, Mgr-Construction, Laredo
Terry A. Bingham, Mgr-Construction, Uvalde
Johnnie Escobedo, Jr., Mgr-Construction, Castroville

Reporting to Albert A. Sanchez, Area Mgr-Construction (CMC), San Antonio, will be:

Yolanda Bird, Mgr-Operations Control
Michelle Bourne, Mgr-Operations Control
Janice F. Grant, Mgr-Operations Control
Frank A. Haba, Jr., Mgr-Operations Control
Oscar Mireles, Mgr-Operations Control
Irene Ramirez, Mgr-Operations Control
Bertha R. Wood, Mgr-Operations Control
Leticia Wilk, Mgr-Operations Control
Irma T. Arbini, Mgr-Engineering Design
Ronald L. Olson, Mgr-Engineering Design
Connie L. Ortega, Mgr-Engineering

Reporting to Frank C. Chramosta, Area Mgr-Construction (North), San Antonio, will be:

Daniel J. Arbini, Mgr-Construction
Debra S. Parashak, Mgr-Construction
Ronald G. Putz, Mgr-Construction
Rodolfo I. Trevino, Mgr-Construction
Charles E. Brehmer, Mgr-Construction
Joel Ray Ondras, Mgr-Repair
Sam Mendez, Mgr-Repair

Reporting to Frank Martinez, Area Mgr-Construction, Corpus Christi, will be:

Lupe Esquivel, Mgr-Construction
Kenneth B. Garcia, Mgr-Construction
David Horn, Mgr-Construction
Juan F. Hernandez, Mgr-Construction, Victoria
Fred R. Lagrega, Mgr-Construction, Victoria

Reporting to John W. Schneemann, Jr., Area Mgr-Construction (East), San Antonio, will be:

Carroll W. Heinsohn, Mgr-Construction
Ramon Jimenez, Mgr-Construction
Lee T. Miyauchi, Mgr-Construction
Daryce D. Smith, Mgr-Construction
Thomas M. Sikes, Mgr-Construction
Baleriano Rivera, Jr., Mgr-Repair

Reporting to Oscar Vela, Jr., Area Mgr-Construction (West), San Antonio, will be:

Roberto M. Guerrero, Mgr-Construction
Dale W. Harris, Mgr-Construction
Raul Lozano, Jr., Mgr-Construction
Ronald L. Albach, Mgr-Construction
Paul A. Garcia, Mgr-Cable Repair

Reporting to Ruben D. Gonzalez, Area Mgr-Construction (Valley), Harlingen, will be:

Luis C. Medina, Mgr-Construction, McAllen
Felipe S. Florez, Mgr-Construction, McAllen
Rene Robles, Mgr-Construction, Brownsville
J. W. Blair, Jr., Mgr-Construction, Harlingen
Victor Garate, Jr., Mgr-Construction, Edinburg
Joyce C. Beck, Mgr-Cable Repair, McAllen

Reporting to Charles E. Hamilton, Area Mgr-Engineering Design (East), San Antonio, will be:

Harold E. Burton, Mgr-Engineering Design
Harrell W. Carlson, Mgr-Engineering Design
Roy L. Carr, Mgr-Engineering Design
Abram Garcia, Mgr-Engineering Design
Jimmie R. Gonzalez, Mgr-Engineering Design
Sandra Haugen, Mgr-Engineering Design
Freddie L. Koepp, Mgr-Engineering Design
Alvin M. Ritchey, Mgr-Engineering Design
Maria S. Rodriguez, Mgr-Engineering Design
George E. Salazar, Mgr-Engineering Design
Dorothy J. Smith, Mgr-Engineering Design
Sylvia A. Titus, Mgr-Engineering Design
Ivan Waltisperger, Mgr-Engineering Design

Reporting to Willard W. Moody, Area Mgr-Engineering Design (West), San Antonio, will be:

Richard W. Gordon, Mgr-Engineering Design
Felix D. Huerta, Mgr-Engineering Design
Carolyn E. Jackson, Mgr-Engineering Design
Ali R. Martinez, Mgr-Engineering Design
John W. Mauer, Mgr-Engineering Design
Charles K. Pines, Mgr-Engineering Design
Lee R. Reinhardt, Mgr-Engineering Design
Eleazar Reyna, Mgr-Engineering Design
Robert L. Robinson, Jr., Mgr-Engineering Design
Billy R. Schindler, Mgr-Engineering Design

Reporting to James R. Gerhard, Area Mgr-Engineering Design (North), San Antonio, will be:

Catherine B. Almaraz, Mgr-Engineering Design
Robert D. Buchanan, Mgr-Engineering Design
Ronald R. Cardenas, Mgr-Engineering Design
Benny Delgado, Jr., Mgr-Engineering Design
Curtis L. Eiserer, Mgr-Engineering Design
Donald W. Kellner, Mgr-Engineering Design
Philip H. Littlefield, Mgr-Engineering Design
Ruben M. Menchaca, Mgr-Engineering Design
Miguel Salinas, Mgr-Engineering Design
Gilbert G. Strempel, Mgr-Engineering Design
Robert D. Ticer, Mgr-Engineering Design

Reporting to Robert J. Butrico, Area Mgr-Engineering Design, San Antonio, will be:

Antonio Campos, Mgr-Engineering Design, Laredo
Alfredo G. Castro, Jr., Mgr-Engineering Design, Laredo
Loressa M. Leal, Mgr-Engineering Design, Laredo
Rose M. Schoenmakers, Mgr-Engineering Design, Laredo
Jose M. Villarreal, Mgr-Engineering Design, Laredo
Jose G. DeLaGarza, Mgr-Engineering Design, Uvalde
Allen L. Figeley, Mgr-Engineering Design, Uvalde
Raymond Martinez, Mgr-Engineering Design, Uvalde
John S. Hale, Mgr-Engineering Design
Carlos P. Navarro, Jr., Mgr-Engineering Design

Reporting to John J. Galik, Area Mgr-Engineering Design, McAllen, will be:

Jose G. Garcia, Mgr-Engineering Design
Melvin J. Cooke, Mgr-Engineering Design, Harlingen
Victor Nunez, Mgr-Engineering Design, Harlingen
Fermin Pena, Jr., Mgr-Engineering Design, Harlingen
Robert C. Stewart, Mgr-Engineering Design, Harlingen
John Bernal, Mgr-Engineering Design
Richard L. Keefer, Mgr-Engineering Design
Sara L. Kulungowski, Mgr-Engineering Design
Francisco R. Mendieta, Jr., Mgr-Engineering Design
Gilberto Ortiz, Mgr-Engineering Design
Jan E. Stephens, Mgr-Engineering Design
Daniel Duran, Mgr-Engineering Design, Harlingen
Juan Antonio Gonzalez, Mgr-Engineering Design, Brownsville
Richard D. Robie, Mgr-Engineering Design, Brownsville
Gilbert Sepulveda, Mgr-Engineering Design

Reporting to Rosemary M. Hartman, Area Mgr-Engineering Design, San Antonio, will be:

Cullen E. Skelton, Mgr-Engineering Design
Frances M. Pruski, Mgr-Engineering Design
John M. Ratliff, Mgr-Engineering Design
Douglas E. Jackson, Jr., Mgr-Engineering Design
Robert J. Rivera, Mgr-Engineering
Edward W. Roddy, Mgr-Engineering
Noe A. Esparza, Mgr-Engineering
Janet S. Baxter, Mgr-Maintenance Center
Barbara J. Villegas, Mgr-Maintenance Center

Reporting to Bruce W. Finch, Area Mgr-Engineering Design, Corpus Christi, will be:

Wendy S. Boyd, Mgr-Engineering Design
Barry N. Buske, Mgr-Engineering Design
Jesse Zendejas, Mgr-Engineering Design
Domingo Gonzales, Jr., Mgr-Engineering Design
Victor R. Herrera, Mgr-Engineering Design
Stanley L. Marlow, Mgr-Engineering Design
Lee H. Nesbit, Mgr-Engineering Design
Curtis L. Reeves, Mgr-Engineering Design
Patricia G. Dragon, Mgr-Engineering Design
Juan G. Silva, Mgr-Engineering Design
John C. White, Mgr-Engineering Design
Calton Arnecke, Mgr-Engineering Design, Victoria
Richard S. Itz, Mgr-Engineering Design, Victoria
Gary H. Knobles, Mgr-Engineering Design, Victoria
Jerry A. Uptmor, Mgr-Engineering Design, Victoria

C. W. Rider
District Manager-Engineering/Construction

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 10/8/93
10AM

SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Revenue Management Division:

Reporting to Joseph Corson, Area Mgr-Revenue Management Operations, Houston, will be:

Daphne L. Edwards, Mgr-Revenue Management Operations
Joyce M. Wood, Mgr-Revenue Management Operations
Sandra K. Tryon, Mgr-Revenue Management Operations
Barbara J. Strange, Mgr-Revenue Management (DCCG), Arlington

Reporting to Kirk W. Richardson, Area Mgr-Revenue Management Personnel, Houston, will be:

Clare Milliken, Mgr-Revenue Management Personnel

A. J. Lynch
Division Manager-Revenue Management

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 10/8/93
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SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Houston Revenue Management District:

Reporting to Linda M. Walker, Area Mgr-Revenue Management (BIC), Houston, will be:

Janice K. French, Mgr-Revenue Management
Sue Y. Galloway, Mgr-Revenue Management
Carol A. Graham, Mgr-Revenue Management
Linda J. Klorres, Mgr-Revenue Management
Maretha Lawrence, Mgr-Revenue Management
Gwendolyn Lawrence-Jacobs, Mgr-Revenue Management
Joyce M. McKenzie, Mgr-Revenue Management
Janice E. Metcalf, Mgr-Revenue Management

Reporting to Robert S. Alcott, III, Area Mgr-Revenue Management (BIC), Houston, will be:

Marian E. Bracken, Mgr-Revenue Management
Linda G. Clary, Mgr-Revenue Management
Jean A. Farquhar, Mgr-Revenue Management
Clifton J. Kilgore, Mgr-Revenue Management
Aundra G. Parish, Mgr-Revenue Management
Mary Ann Prado, Mgr-Revenue Management
Jessie Turner, Mgr-Revenue Management
Linda Guidry, Mgr-Revenue Management

Reporting to Rebecca T. Adcock, Area Manager-Revenue Management Center, Houston, will be:

Karen D. Allee, Mgr-Revenue Management
Marilyn A. Demarco, Mgr-Revenue Management
Arthur Starling, Mgr-Revenue Management
Deborah Lafosse, Mgr-Revenue Management
Judy V. Thomason, Mgr-Revenue Management
Catherine McDonald, Mgr-Revenue Management
Cynthia K. Miller, Mgr-Revenue Management
Angelica Arrona, Mgr-Revenue Management (LDP)

Reporting to Holly A. Johnson, Area Mgr-Revenue Management (BIC), Beaumont, will be:

Barbara Bell, Mgr-Revenue Management
Stacy A. Sims, Mgr-Revenue Management
Gail F. Guynes, Mgr-Revenue Management
Joseph A. Maubach, Mgr-Revenue Management
Patricia A. Self, Mgr-Revenue Management
Liz Skinner, Mgr-Revenue Management
Judy A. Wheeler, Mgr-Revenue Management

Walter L. Lackey
District Manager-Revenue Management

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 10/8/93
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SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Dallas Revenue Management District:

Reporting to Helen C. Levy, Area Mgr-Revenue Management (BIC), Dallas, will be:

Cynthia A. Gallaher, Mgr-Revenue Management
Lois C. Head, Mgr-Revenue Management
Linda Gonzales, Mgr-Revenue Management
Alma R. Lopez, Mgr-Revenue Management
Kay Martin, Mgr-Revenue Management
Linda A. Meyers, Mgr-Revenue Management
Gayle Norvil, Mgr-Revenue Management
Rose Presley, Mgr-Revenue Management
Mark S. Sims, Mgr-Revenue Management
Denise Kennett, Mgr-Revenue Management (LDP)
Arpana Kagal, Mgr-Revenue Management (LDP)

Reporting to Dennis Dorsey, Area Mgr-Revenue Management Center, Dallas, will be:

Jacalyn M. Denholm, Mgr-Revenue Management
Douglas C. Hamilton, Mgr-Revenue Management
Marlene S. Holman, Mgr-Revenue Management
Debra Lewis, Mgr-Revenue Management
Sandra Lockhart, Mgr-Revenue Management
Kathryn Y. Watson, Mgr-Revenue Management
Renda L Smith, Mgr-Revenue Management
Betty D. Starks, Mgr-Revenue Management

Reporting to Patricia S. Wirsing, Area Manager-Revenue Management (BIC), Ft. Worth, will be:

Shirley A. Barney, Mgr-Revenue Management
Gina L. Flores, Mgr-Revenue Management
Rita A. Heindel, Mgr-Revenue Management
John M. Sims, Mgr-Revenue Management
Stan Smith, Mgr-Revenue Management
Ronald W. Lutz, Mgr-Revenue Management
Toni B. Givens, Mgr-Revenue Management
Kerry L. Moreland, Mgr-Revenue Management
Robert W. Shirey, Mgr-Revenue Management
Helen D. Ward, Mgr-Revenue Management
Connie L. Nunn, Mgr-Revenue Management

Reporting to Ana M. Pacheco, Area Mgr-Revenue Management (BIC), El Paso, will be:

Irma O. Bocanegra, Mgr-Revenue Management
Cherry B. Dore, Mgr-Revenue Management
Virginia Forbes, Mgr-Revenue Management
Irma I Ruiz, Mgr-Revenue Management
Marilyn R. Smith, Mgr-Revenue Management
Patricia E. Pagano, Mgr-Revenue Management

Thomas Rasberry
District Manager-Revenue Management

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 10/8/93
10AM

SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS MARKET AREA

EFFECTIVE OCTOBER 16, 1993

In line with restructuring, the following first line positions have been accepted in the Austin Revenue Management District:

Reporting to George N. Coultress, Area Mgr-Revenue Management (BIC), Austin, will be:

Amanda M. Arnold, Mgr-Revenue Management
Linda A. Busby, Mgr-Revenue Management
Bonnie J. Clay, Mgr-Revenue Management
Mary S. Fleming, Mgr-Revenue Management
Rebecca H. Fortin, Mgr-Revenue Management
Willeta F. Looney, Mgr-Revenue Management
Anna M. Pirone Kilbourne, Mgr-Revenue Management
Susan E. Reifert, Mgr-Revenue Management
Sheila D. Thornburg, Mgr-Revenue Management
Carolyn S. Snowden, Mgr-Revenue Management
Anil K. Bhandari, Mgr-Revenue Management (LDP)

Reporting to William C. Howorth, Area Mgr-Revenue Management Center, San Antonio, will be:

Jessie J. Harbert, III, Mgr-Revenue Management
Patsy J. Hunt, Mgr-Revenue Management
Elaine Jureczki, Mgr-Revenue Management
John T. Morris, Mgr-Revenue Management
Gilda S. Shaw, Mgr-Revenue Management
Rosalind G. Williams, Mgr-Revenue Management
Esther E. Rushing, Mgr-Revenue Management

Reporting to Jesus T. Garcia, Jr., Area Manager-Revenue Management (BIC), San Antonio, will be:

Sandra Cardoza, Mgr-Revenue Management
Shirley A. Cruickshank, Mgr-Revenue Management
Debra C. Griffin, Mgr-Revenue Management
Mary E. Gueringer, Mgr-Revenue Management
Colleen J. Haight, Mgr-Revenue Management
Annie J. Robinson, Mgr-Revenue Management
Reba J. Sneed, Mgr-Revenue Management

Reporting to Janie M. Braun, Area Mgr-Revenue Management (Bus), Austin, will be:

James R. Beck, Mgr-Revenue Management (Bus)
Margaret M. Francisco, Mgr-Revenue Management (Bus)
Lucinda E. Jeffers, Mgr-Revenue Management (Bus)
Alma J. Linares, Mgr-Revenue Management (Bus)
Cynthia L. Reidland, Mgr-Revenue Management (Bus)

Reporting to Robert M. Boston, Area Mgr-Revenue Management (Bus), Houston, will be:

Helen M. Kinard, Mgr-Revenue Management (Bus)
Betty M. Rogers, Mgr-Revenue Management (Bus)
Patricia W. Scott, Mgr-Revenue Management (Bus)
Jacquelyne Bulsterbaum, Mgr-Revenue Management (Bus), Dallas
Karen A. Giess, Mgr-Revenue Management (Bus), Dallas

Tommy Trammell
District Manager-Revenue Management

APPROVED:

J. W. Callaway
Vice President-General Manager

TO BE ANNOUNCED: 9/29/93
10 AM

SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS
MARKET AREA

EFFECTIVE OCTOBER 1, 1993

In line with restructuring, the following have accepted positions in the Business Sales District:

Teresa M. Goodwin, Area Manager-Business Sales, San Antonio

Reporting to Ms. Goodwin will be:

Richard B. Eidson, Senior Account Executive, San Antonio
Robert A. Schaefer, Senior Account Executive, San Antonio
Maximo R. Teston, Senior Account Executive, San Antonio
William D. Jones, Senior Design Consultant, San Antonio

Robert R. Vela, Area Manager-Business Sales, San Antonio

Reporting to Mr. Vela will be:

William V. Benavides, Senior Account Executive, San Antonio
Ray J. Chandler, Senior Account Executive, San Antonio
Sandra L. Kubena, Senior Account Executive, San Antonio
Katherine J. Swanson, Senior Account Executive, San Antonio
Gregory M. Jones, Senior Design Consultant, San Antonio
Martin Knell, Jr. Senior Design Consultant, San Antonio
Steven F. Nail, Senior Design Consultant, San Antonio

Randal G. Wilkinson, Area Manager-Select Business Accounts, Corpus Christi

Reporting to Mr. Wilkinson will be:

Gerald J. Bell, Senior Design Consultant, Corpus Christi

Jannet A. Hadley, Area Manager-Select Business Accounts, San Antonio

Kae Berry, Area Manager-Sales/Service Center (Bus), Corpus Christi

Patricia M. Carvel, Area Manager-Sales/Service Center (Bus), San Antonio

Kerry B. Horstmann, Area Manager-I/R (BDS/LAN), San Antonio

Michael Robillard, Area Manager-Marketing Operations, San Antonio

David L. Burns
District Manager-Business Sales

APPROVED:

J. W. Callaway

TO BE ANNOUNCED: 9/29/93
10 AM

SOUTHWESTERN BELL TELEPHONE COMPANY

SOUTH TEXAS
MARKET AREA

EFFECTIVE OCTOBER 1, 1993

In line with restructuring, the following have accepted positions in the Revenue Management Division:

Reporting to Tommy Trammel, District Manager-Revenue Management, Austin, will be:

George N. Coultress, Area Manager-Revenue Management (BIC), Austin
Jesus T. Garcia, Jr., Area Manager-Revenue Management (BIC), San Antonio
William C. Howorth, Area Manager-Revenue Management Center, San Antonio
Janie M. Braun, Area Manager-Revenue Management Center (Bus), Austin
Robert M. Boston, Area Manager-Revenue Management Center (Bus), Houston

Reporting to Thomas Rasberry, District Manager-Revenue Management, Arlington, will be:

Dennis E. Dorsey, Area Manager-Revenue Management Center, Dallas
Helen C. Levy, Area Manager-Revenue Management (BIC), Dallas
Ana M. Pacheco, Area Manager-Revenue Management (BIC), El Paso
Patricia S. Wirsing, Area Manager-Revenue Management (BIC), Ft. Worth

Reporting to Walter L. Lackey, District Manager-Revenue Management, Houston, will be:

Holly A. Johnson, Area Manager-Revenue Management (BIC), Beaumont
Rebecca T. Adcock, Area Manager-Revenue Management Center, Houston
Robert S. Alcott, III, Area Manager-Revenue Management (BIC), Houston
Linda M. Walker, Area Manager-Revenue Management (BIC), Houston

Reporting directly to me will be:

Kirk W. Richardson, Area Manager-Revenue Management Personnel, Houston
Joseph Corson, Area Manager-Revenue Management Operations, Houston

A. J. Lynch
Division Manager-Revenue Management

APPROVED:

J. W. Callaway
Vice President-General Manager