



Update

Welcome to Jim Gerlt and Randy Mans

February 17, 1998

We are very pleased to announce that Randy Mans and Jim Gerlt are joining the ICL RETAIL_{partner} program. As their primary task, both Jim and Randy are taking on responsibilities to help our RETAIL_{partners} compete successfully and profitably with **ISS45** and other Fujitsu-ICL products.

With the tremendous sales and dealer growth with **ISS45** in the past two years, it became clear that we needed more dealer program resources to progress this success to higher levels. But you might remember a promise we made to the RETAIL_{partners} a few years back: **no amateurs**. Dealers want to work with professionals who know the business inside-out.

So here are two of the best:

Jim Gerlt joins the RETAIL_{partner} program as a Dealer and Wholesaler account manager. He is taking on responsibility for the success of several dealers in the Midwest as well as overall responsibility for our sell-through programs with Fleming, SuperValu, and other major wholesalers. Jim was part owner of a PoS dealership for several years, and brings over 30 years of PoS experience in Service, Technical Support and Sales. Jim's been in major account and wholesaler sales with ICL for the past nine years, and is delighted to be back working with dealers out of his Missouri location.

Randy Mans is another long-time PoS professional with over 20 years' experience with Datachecker/DTS/Fujitsu/ICL. Randy will work supporting dealers on the technical side as a Systems Engineer alongside Mike Kawczynski. Randy has also covered a lot of ground within the business, with several years in Service, Software Support and Sales. Most of Randy's work has been in the supermarket business, but he also has experience in other retail segments. He'll be working out of our Schaumburg office near Chicago.

We know you will be pleased with the depth and richness of experience and ability both these gentlemen will bring to your selling efforts.

To your success,

Tony

Tony van Seventer
Director: Supermarket Systems

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