



Update

A New Welcome to Larry Schmitz

May 22, 1995

ICL is particularly pleased to welcome Mr. Larry Schmitz to the Sales Team for the ICL **RETAILpartner** program.

Of course, everyone knows Larry already as the ultimate combination of Industry Consultant, Systems Engineer and Presenter extraordinaire. In this position, he's been one of the major reasons why the RPS/Supermarket has been so successful, and why the **ISS45** program is off to such a fast start.

Suffice it to say that if it has anything to do with a supermarket, Schmitz has done it at one time or another. Larry's 25 years in the Supermarket business reads like a résumé of PoS history. On the retailer side, bagging groceries, store management, scan systems management during the birth of scanning, chainwide PoS systems management (and ask him about that night with the flat of eggs and the ventilator fan sometime). On the manufacturer side, his assignments have been varied beyond descriptive capabilities, but if there was something big going on, you can be sure he was involved with his sleeves rolled up. He's pretty much done it all.

Except Sales.

Which is what he's doing now, with responsibility for the entire Southeastern United States, Guatemala and the Caribbean. If somehow you don't already know him, you're in for a treat.

Larry takes on all this real estate from Steve West, who has, as Steve put it, "decided to trade in all my old problems for a set of **brand new** ones." Steve moves to Omron to focus on Hospitality systems, and ICL wishes him the very best in his new (old) career — with special appreciation for his extraordinary achievements and many years of effort on behalf of our **RETAILpartners**.

To **their** success,

Tony

Tony van Seventer
Director: Supermarket Systems

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