



## Update

### Welcome Back!

November 25, 1994

We are especially pleased to announce that Mike Kawczynski has rejoined Fujitsu-ICL as our newest member of the RPS/Supermarket team. Mike becomes our field Systems Engineer and Industry Consultant, operating out of our Burlington, Massachusetts office. Mike will work with RETAILpartners in the Eastern part of the country, while Larry Schmitz will continue to serve Resellers in the West.

With all the new RETAILpartners joining the program over the last two months, we wanted to add more support, and we're lucky that the timing was perfect for Mike. Many of you may already know him well from his days with DTS, or his later work as the Northeast District Support Manager with Datachecker.

All in all, Mike has over 25 years in the Supermarket business. About half that time has been spent on the user side, with Purity Supreme, Alexanders and Keatherly/Farm Fare markets. Mike also has 5 years on the Reseller side with Capitol, not to mention his 8 additional years with DTS and Datachecker.

So, his thorough industry knowledge, understanding of the Dealer business, and technical expertise across several generations of PoS make him exactly the kind of person you'll enjoy working with.

"I'm really excited about the opportunity," commented Mike. "Out there on the street, the word is that ICL and Fujitsu is the future if you're a Dealer. The other vendors all seem to be moving away from the Reseller business, but ICL is established again and really committed. RPS/Supermarket is a great product, and the new RPS/II system and the SK product on the Retail side just make the whole picture stronger and stronger."

"Also it's great to get back to the Dealers. I've been on both sides, and I'm really looking forward to working with the Dealers and the Independents. After all the time in the business, it's where I've felt the work has been the most rewarding - it's like working with your friends."

So welcome back, Mike. The field RPS team of Tom Downs, Ken DeMuesy, Steve West, Pat Huston, Larry Schmitz, Bob Walls, Rod Stevens and now Mike Kawczynski bring over **200 years of PoS experience** to service the ICL RETAILpartners. We'll see you next week at the shows.

To Your Success,

*Tony*

*Tony van Seventer*  
*Director: Supermarket Systems*

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