

Cablesystems expands staff

As Cablesystems Pacific's new marketing manager, Lou Williams is in the process of building a marketing team and customer business office.

"Right now," says Williams, "I'm looking for highly professional and motivated people who will give the best service to all our customers." Williams will be hiring sales and customer service representatives as well as researchers and management people.

"I'm organizing strategy for our marketing plan and developing sales training curriculum to meet our December 1 deadline. That's when sales rep's will be contacting potential Cablesystems subscribers."

Williams began his many years experience in marketing and sales management as an IBM sales representative in Montana. After becoming an executive account representative there, he moved on to Dallas, Texas as staff instructor and later manager of marketing, training and development. He was promoted to marketing manager in Denver and then branch manager in Salem and Portland. He has also run his own business, Oregon Office Systems, an information processing consulting group.

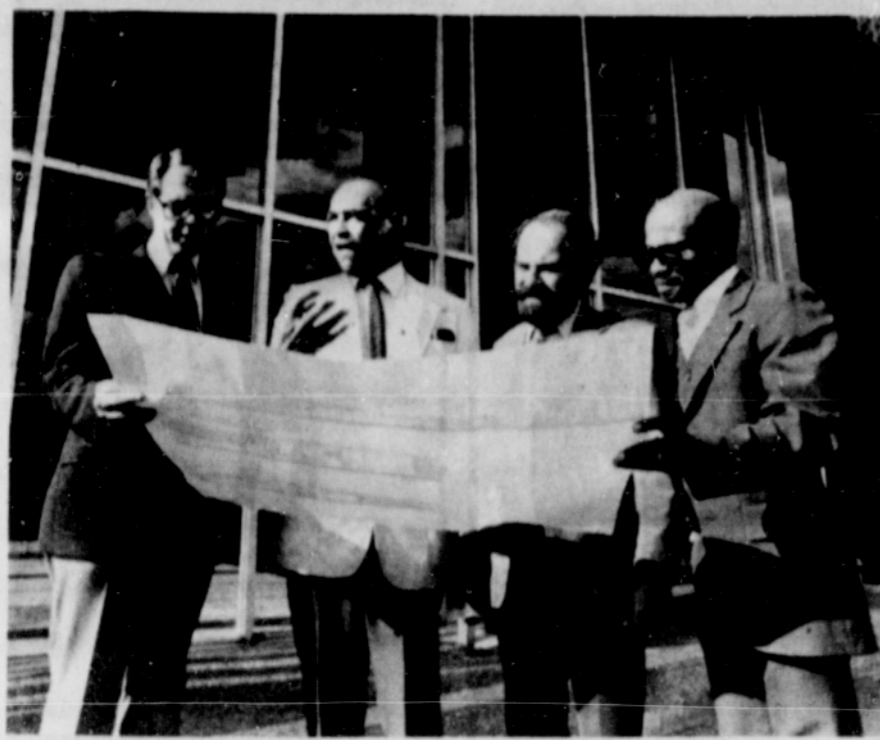
Williams is active in community affairs and is presently serving on the Governor's Private Industrial



LOU WILLIAMS

Council for Balance of Oregon and is a member of the Board of Directors of the Urban League of Portland.

New additions to the Cablesystems management team are John Rivenburgh, institutional network coordinator; Dale Moses, controller; Sam Ting, technical manager; and Gordon Checknita, construction project manager.



IT'S OFF THE DRAWING BOARD—Frank Nuessle, Cablesystems Pacific vice-president, general manager (far left), and marketing manager Lou Williams (far right), review building renovation plans with architects De Norval Unthank and Otto P. Poticha.

The Architects, part of the minority business enterprise of Unthank, Seder and Poticha, are overseeing design and construction of Cablesystems' main office, main local origination studio and main cable signal transmission center.

Unthank designs offices

Cablesystems Pacific has awarded the architectural firm of Unthank, Seder, Poticha, Architects, P.C., a construction contract for the renovation of Cablesystems newly purchased operations office at NE 31st and Sandy Boulevard.

The architectural firm, a minority business enterprise, is designing and overseeing construction of extensive renovation of the building previously occupied by Rancho Ford to house Cablesystems' main offices, main local origination cablecast studio and "main head end."

The Eugene architectural firm includes De Norval Unthank, A.G. Seder, and Otto P. Poticha. The three partners, who work on each

project on a team basis, have an average of 30 years' experience as architects.

The award-winning firm has received many honors, including the Regional American Institute of Architects Award, the National Progressive Architecture Award, the Owens-Corning National Energy Conservation Award and numerous awards from the American Institute of Architects, SW Oregon and Portland chapters.

"We're pleased to be working with Unthank, Seder and Poticha, a highly qualified and experienced firm. They've projected renovation will be completed and we will be in the building by late November," says Nuessle.

INTERESTING FACTS

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The famous Dead Sea is really not a sea, but a lake.

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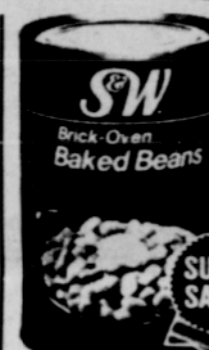
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