

# MINORITY Enterprise DEVELOPMENT

## Bowes appoints new Vice President of Asia Operations

Hong Kong Office Will Oversee Existing Operations and New Business Development Efforts in Asia

Pitney Bowes Inc. (NYSE:PBI) announces the appointment of its first vice president of Asian Operations, Henri K.T. Ho, to lead the company's successful pursuit of new markets for Pitney Bowes products and solutions in Asia.

"Asian markets offer great expansion opportunities for Pitney Bowes," says Michael Critelli, vice chairman and chief executive officer of Pitney Bowes. "We have a strong presence today in Hong Kong, but also have the opportunity to grow our business extensively in China and Southeast Asia. Henry Ho's extensive knowledge of evolving businesses throughout the region will be of great value to us."

Based in Hong Kong, Ho will manage the company's operations in Hong Kong, China, Korea and Taiwan, as well as its dealer operations in the rest of the Asia-Pacific area. He will report directly to Michael J. Critelli, vice chairman and chief executive officer of Pitney Bowes.

Ho joins Pitney Bowes from AT&T Global Information Solutions, Hong Kong, where he served as managing director. He has more than 20 years of marketing, sales, service and senior management experience in Asian countries, including Singapore, Thailand, Indonesia,

Hong Kong and China.

Prior to AT&T, he held management positions with Wang Laboratories in Singapore and with Xerox in Hawaii. His direct customer relationships include the Asian Telecoms and Post Offices of Singapore, Vietnam, China, Hong Kong and Thailand. He received his bachelor's degree and MBA from the University of Hawaii.

"We're very excited by the ability of Pitney Bowes to service Asia from Hong Kong," says Ho. "The increasing value of this market is reflected in the decision to transfer appropriate responsibilities and staff from the Asia Pacific group in world headquarters."

Reporting to Ho will be Robert Laban, vice president, Southeast Asia Operations, who will be responsible for business development and dealer operations in Indonesia, Malaysia, Singapore, Thailand and India. Harish Dua will be managing our Indian liaison office located in New Delhi and will report to Laban.

Pitney Bowes Inc. is a premier provider of innovative products, services and technologies that enable customers worldwide to efficiently manage the exchange and distribution of information and packages.

## Thrifty PayLess to visit Japan

Gordon Barker, President & CEO of Thrifty PayLess, Inc. has been invited to give a seminar to more than 200 member companies of DMS on the role of the drug store in the United States. He is also expected to discuss future expansion strategies for Thrifty PayLess.

The invitation was extended by Masao Akegami and Mamouru Munakata. Mr. Akegami serves as the President of Bai-Go Drugs and as the Chairman of DMS. DMS is a merchandising group located in Sinyokohama, Japan. Mr. Munakata is the President of NRK which acts as the general offices for DMS.

"This trip is a great opportunity for Thrifty PayLess to explain how we became the largest drug store on the west coast, and to show our interest in the drug store industry from an international standpoint," noted Mr. Barker.

Flemming Kisbye, Senior Director of International Affairs & Field Merchandising will also be accompanying Mr. Barker on his trip to Japan.

Thrifty PayLess currently operates 1,047 stores in 10 western states.

## Volunteers sought

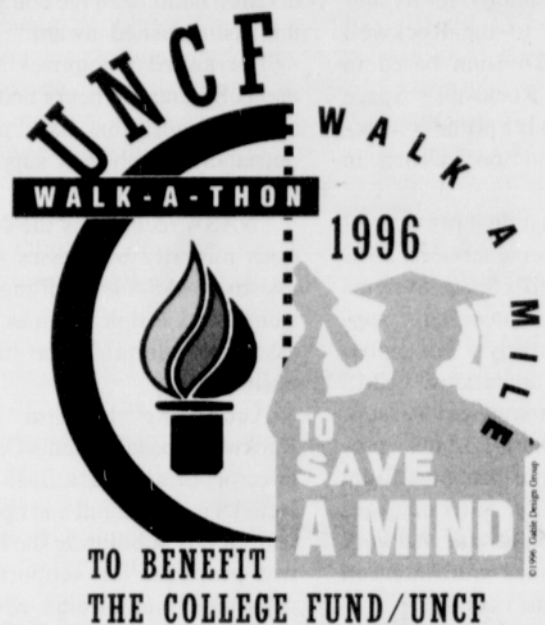
Gain valuable social service experience working in the field of corrections, rehabilitation. Great opportunity for women 21 years and older to help other women in their community. Become involved in a challenging, rewarding position. Women in community service is re-

quiting women volunteers for positions as mentors for graduates of the WICS Lifeskills Program. Next mentor training is

Oct 26, 8am-12pm and Nov 2, 9am-4pm. For more information call Mary Mcmenamin at 280-6646 x 251 or Claudia Delgado x 310.

Saturday, October 5, 1996

Peninsula Park, Portland



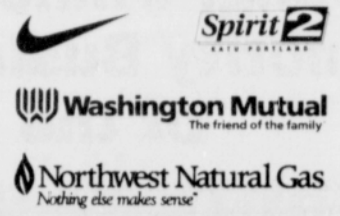
7:30 AM Registration Begins

9:30 AM Walk Begins

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## "Drop Into Safeway and Select a Career!"

Your local Safeway Store carries a wide variety of items - canned goods, produce, meat, and dairy items, to name just a few. Most Safeway Stores also have one or more full service departments, such as a deli, Bakery, Pharmacy, Chinese Cuisine, and Floral Department. But did you also know you can "shop" for a career at Safeway? That's right! There are a number of interesting and regarding careers waiting for you at Safeway.

Safeway is not a newcomer to Oregon or the Pacific Northwest. In fact, the very first Safeway to ever open its doors was right here in Portland in the mid 1920's. Since that time, Safeway has grown to include over 1,057 stores in the United States and Canada. In Oregon, Safeway operates 93 stores in virtually every community and employs over 9,000 Oregonians.

Safeway believes our most valuable asset is our employees and we have consistently offered a wide variety of jobs paying family wages, and excellent benefits package, and plenty of opportunity for career advancement. Like most retailers - regardless of the goods they sell, Safeway employs a substantial number of part-time employees and these part-time position can be a direct path to a full-time career at Safeway. In addition, while working as a part-time employee at Safeway, individuals can easily pursue their educational dreams.

For more information on how YOU can become a part of the "Safeway Family," please contact your Safeway Store Manager. We look forward to welcoming you into the Safeway Family soon.



## The Portland Observer Salutes Med Week '96

### A Salute to Minority Businesses (from one of Portland's oldest)



## Urban League of Portland Established 1945

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## Individuality

At SAFECO, we celebrate the inherent uniqueness of each individual and acknowledge our diversity as the key to our strength. Different viewpoints not only help shape sound business judgments, they help us understand the needs of our customers. By encouraging individuality, we've created one of America's most successful financial services companies.

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