



Westinghouse Electric Corporation
 Dry Type and Instrument
 Transformer Department
 Sharon Transformer Division
 Sharon, Pa. 16146

46-900 G WE A
 Negotiation Personnel Assignments

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August 28, 1975
 Supersedes NPA 46-900, page 1
 dated April, 1974
 E/2075/PL

Outside Information Number: 412-981-1611
 Emergency Number: 412-981-1611
 WIN Information Number: 224-0111
 Teletype Code – RR
 Cable Code – RR
 Order Suffix – RD
 Telex No. 812349

Dry Type Transformers

Equipment

Code 7000 Dry Type Transformers
 (Section 46-900)
 DS-3 Above 30 Kva through 500 Kva –
 5000 Volts and Below – Single Phase
 (Price List 46-920)
 DT-3 Above 30 Kva through 1500 Kva
 – 500 Volts and Below – Three Phase
 (Price List 46-920)

DS-3 and DT-3 Totally Enclosed Non-
 Ventilated Transformers
 (Price List 46-921)
 Grounding Transformers
 (Price List 46-922)
 Motor Starting Autotransformers
 (Price List 46-923)
 Marine Transformers (Price List 46-926)
 Saturable Core Reactors
 (Price List 46-927)

Any order involving a deviation from standard
 terms of payment, as stated in Selling Policy
 46-900 shall be accepted only after consulta-
 tion with the Regional Treasury Manager and
 with written approval by D. J. Hewitt – WIN
 224-3166

Marketing Manager Dry Type and Instrument Transformer Department		D. J. (Don) Hewitt WIN 224-3166
Section Marketing Manager Dry Type Transformers		W. L. (Bill) Voyten WIN 224-3160
Assignments	Area Responsibilities	Representatives
<ul style="list-style-type: none"> •Communications programs •Marketing intelligence •Sales planning •Product Information •Training •Sales forecasting •Product planning 	General section responsibility Coordination of East Pittsburgh, D.E.D., Buffalo I.S.D. and I.E.D., and all Interworks Activities Construction Projects and Industry Sales Support	J. E. (Ed) Foley WIN 224-3159
	Construction zones: Southern and Eastern Industrial zones: North Atlantic, Southeastern, South Central, North Central Power Systems zones: Northeastern, Southeastern, East Central All Overseas	J. A. (Allyn) Marshall WIN 224-3404
	Construction zones: Northern, Western Industrial zones: Midwestern, Southwestern, Pacific Power Systems zones: Midwestern, Midland, South Central, Pacific Northwest and Southwest	M. P. (Maury) Keaveny WIN 224-3115
Negotiating Responsibility <ul style="list-style-type: none"> •Pricing •Proposals 	Industry Sales Support and Construction Projects (GO-CON) - Michigan, Ohio, West Virginia, Texas, Tennessee, Alabama, and all states east of the preceding.	R. O. (Dick) Scragg WIN 224-3495
	All Renewal Parts and Repair negotiations- Wisconsin, Illinois, Indiana, Kentucky, Arkansas, Mississippi and all states west of the preceding except Texas, Washington, Oregon, California, Nevada, Arizona, Alaska and Hawaii	P. L. (Paul) Smith WIN 224-3114
	Texas, Washington, Oregon, California, Nevada, Arizona, Alaska and Hawaii Pricing for East Pittsburgh, D.E.D., Buffalo I.S.D. and I.E.D., and all Interworks Negotiations Overseas negotiations	B. L. (Bruce) Wignall WIN 224-3177
	Order entry and assisting in all negotiations	K. R. (Ken) Morrison WIN 224-4563
Customer Service	Lead responsibility for all Large Dry Type Code 7050 products – all Zones. Back up responsibilities for all codes – all Zones. All RMR and MOFS responsibilities for products as outlined above.	B. A. (Ben) Manilla WIN 224-3495
	Lead responsibility for all Small Dry Type Code 7000 products except TOPS inventory — all Zones. Back up responsibility for all Codes — all Zones. All RMR responsibilities for all Code 7000 products including TOPS inventory products. All MOFS responsibility for Code 7000 products except TOPS 7000 inventory products.	A. M. (Scrip) Morocco WIN 224-3417
	Lead responsibility for all Dry Type Reactors Code 7600 products and all TOPS inventory code 7000 – all Zones. Back up responsibility for all Codes – all Zones. All RMR responsibilities for all dry type reactors code 7600 products. All MOFS responsibilities for all code 7000 TOPS inventory products.	A. P. (Augie) Masters WIN 224-3470
Marketing Computerized Services	Support Programs	G. K. (Gil) Anderson WIN 224-3177 M. (Marge) Zook WIN 224-3196