



KSA: A Worldwide Vision

Conferees and Guests:

Welcome to Amelia Island Plantation and Kurt Salmon Associates' First Worldwide Consultants' Conference. We are delighted to have all regions participating in the program. This is a unique opportunity for us to become better acquainted and informed... and have some well-deserved recreation.

Enjoy the weekend!

KSA

1988 Consultants' Conference
Kurt Salmon Associates, Inc.

400 Colony Square, Atlanta, Georgia 30361 • (404) 892-0321

TO: All Conferees
FROM: Bill Cameron
DATE: May 27, 1988

This notebook is your guide for the weekend. Please share this information with your spouse/guest and bring it to all business sessions. A few highlights:

- Please peruse the schedule to get the big picture.
- Note the group photo schedule (Conference Center Lawn)

<u>Saturday, May 28</u>	Those who joined KSA in the '60s	7:40 AM
	'70s	9:25 AM
	'80s	12:30 AM

<u>Sunday, May 29</u>	'50s & Before	6:15 PM
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- Last memo from Atlanta and Bill Beckemeyer's instructions on billing and expenses, with a few changes, repeated here for those who might not have received them before departure.
- Hospitality Villa is Captain's Court 1003 - open 24 hours from Friday morning through Monday evening.
- Although tram service is available to all events, you can walk to everything except golf, tennis, fishing, horseback riding, and Racquet Club.

Have fun!

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Schedule and Administration

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- Schedule
- Last Minute Details
- What Is Chargeable and How to Charge It
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- Future KSA Consulting Staff

Vision of the Future

Professionalism

Consumer Products Worldwide

Health Services

Retail

Textiles and Home Consumer Products

Personal Consumer Products

Notes



KURT SALMON ASSOCIATES, INC.
WORLDWIDE CONSULTANTS' CONFERENCE ATTENDEES
May 27-30, 1988

Archie Aamoth
Tim Adams
Keith Alexander
Keith Alleson
Peter Amrein
Jerry Armfield
Hardy Artelt
Cesare Aspes
Robin Athey

Alan Balhorn
Jeanne Barakat
Mike Barnes
Todd Barr
Hugh Batten
Bill Beckemeyer
John Beddows
Gregg Bedol
Alberto Figa-Beleta
Fernando Bernal
Helmut Blettenberger
Geert Bottger
Jeff Boudreau
Alan Braithwaite
Bonnie Brauth
Mike Brent
Ron Brockett
Peter Brown

Tricia Aamoth

Shifrah Alleson
Liselotte Amrein
Mary Jane Armfield

Barbara Aspes

Arthea Balhorn
Hayssam Barakat
Betty Barnes
Diane Barr
Cathy Batten
Sherry Beckemeyer
Connie Beddows
Jan Bedol
Anna Luisa Figa-Beleta

Hilde Blettenberger

Carol Braithwaite
Steven Greer
Barbara Brent
Charlene Brockett
Marilyn Brown



Doug Brown

Rob Brown

Paul Brye

Martin Buecher

Don Burkhalter

Jeff Butler

Steve Cain

Bill Cameron

Dianne Carroll

John Champion

Alan Chandler

Alex Cheng

Carol Chestnutt

Bill Cobb

Dave Cole

Inigo Cortes

Marian Crandall

Torre Crupie

Sergio Cruz

Alan Dabbiere

Jenny Deamaley

Marcia Decker

Jurgen Degethoff

Tony DeMaria

Tom Dennis

Dave Denny

Paul Dixon

Chuck Easley

Nort Eberly

Juan Echeverry

Karl Heinz Elsasser

Karen Brown

Anne Brown

Dolores Burkhalter

Robin Butler

Bea Cain

Carolyn Cameron

Penelope Malone

Gloria Chandler

Jan Cobb

Robyn Cole

Colleen Crupie

Miriam Cruz

Stephen Murray

Jim Decker

Diane DeMaria

Sue Dennis

JoAnn Denny

Barbara Eberly



Bill Flatley
Arnulf Fleischer
Brad Fox
Mark Frantz
Bob Frazier
Richard Fung

Norman Gagnier
Jim Giddings
Chuck Gilreath
Miguel Gomez
Kris Gopalakrishnan
Claude Gottlieb
John Gleiser
Dale Graham
David Griffin
Lee Griffith
Rod Gunston

Mary Ann Haggerty
Susan Hann
Peter Harding
Chuck Harris
Mike Harristhal
Cheryl Hawkins
John Haworth
Tom Heckler
Chuck Heinemann
Hans-Horst Hensche
Sean Henschel
Alfonso Hernandez
Klaus Herzog
John Heyworth
Hans-Peter Hiemer
Steve Humphreys

Debbie Flatley
Monika Fleischer

Jane Frantz
Bonnie Frazier

Stacey Gagnier
Kay Giddings
Mitzi Gilreath

Sudha Gopalakrishnan
Lea Gottlieb
Ester Dannon
Sherrie Graham
Frances Griffin
Karla Griffith
Carole Gunston

Hugh Haggerty

Jane Harding
Judy Harris

Eileen Haworth
Nancy Heckler
Barbara Heinemann
Miriam Hensche

Katya Hernandez
Helga Herzog
Jennifer Wilson

Ruth Humphreys



Joe Irastorza
Javier Iruegas

Jim Jirousek
Carl Jones
Aristide Jund

Bob Kaufman
Seamus Kelly
Joe Kenney
Charles Killian
Bob King
Jim Kirby
Doris Klein
Brady Knight
Bucky Knowles
Lutz Kohnagel
Phil Kowalczyk
Gisbert Kraus
Bruce Kroeschell
Stig Kry
Michael Kunkel

Gil Langseth
Kathryn Larcombe
Bob Larson
Scot Latimer
Brendan Lawlor
Larry Lein
Connie Lester
David Linch
C.Y. Loo

Berta Irastorza
Peggy Iruegas

Josephine Jirousek
Sandy Jones

Debra Glassman
Mary Jo Kelly
Christine Kenney
Mary Killian
Sharon King
Jayne Kirby

Kathryn Knowles

Sandra Kowalczyk
Evelyn Kraus
Susan Muerle
Rebecca Kry
Daniela Kunkel

Jean Langseth

Jean Larson
Nancy Latimer

Jayne Lein

Nancy Grace



Andreas Mahnel
Bob Mann
Cesar Mantilla
Frank McMillan
David McDonald
Becca McClendon
Dudley McIlhenny
Mike Meeks
Chad Mellen
Kathleen Mercer
Chris Merritt
Julie Meschke
Jana Miles
Bruce Miller
John Millin
Liz Mitchell
Joy Montgomery
Doug Moore
Randy Moore
Barry Moore
Bradley Morrison
Patrick Moylan
Joachim Mueller
Ike Myers

Bettina Neumaier
Malcolm Newbery
Brian Nielsen
Tish Nix
Randy Nord
Steve Norris

Ken Osborne

Mary White

Gwen McMillan
Nicki McDonald
Frank McClendon
Sydney McIlhenny

Greg Mercer

Joleen Miller

Andy Mitchell

Elaine Moore
Melody Moore
Carole Moore

Christine Moylan
Hildegard Mueller
Johnnie Myers

Sheila Newbery

Paul Nix
Betty Nord
Lyn Norris

Vivian Osborne



Susan Parker
Brooks Robey Phillips
Peter Pinder-Browne
David Ping
Boya Polymeros
Ann Poolos
Butch Price
Salvadore Cors Puig

Eddie Rader
Kim Ragsdale
Paul Raines
Marian Read
Bill Reed
Rob Reilly
Harry Reimers
Don Richter
Steve Riepenhoff
Madison Riley
Zeb Roberts
Anne Robison
James Roeder
Doug Rogers
Christoph Rohe
Musa Rubin
David Rush
Ross Runnels
Janice Ryer
Mac Ryland

Dorothy Sadd
Randy Sadler
Lisandro Sagastume
Richard Sawyer
Joe Scheines

Kevin Phillips
Karin Pinder-Browne
Cyndie Ping
Donald Polymeros

Linda Price
M. Angelos Cors Puig

Sandi Rader

Kline Reed

Remy Reimers
Pam Richter
Kathy Riepenhoff
Laura Alden Hewitt
Carolyn Roberts
Gerald Robison
Marianne Roeder
Ginny Rogers
Petra Rohe

Mike Ryer

Ellen Sadler
Marta Sagastume
Janet Sawyer



Bill Schenke
Wim Schijen
Steve Schlehuser
Siegfried Schuttpelz
Jim Severyn
Ken Shao
Don Shaw
Jack Shelburne
Damon Shuman
Fernando Silva
James Small
Kevin Smith
Tony Smith
George Soffron
Beth Souther
Lynn Spuhler
Lanell Stanley
John Stevenson
Jim Stroebel
Jon Strombom
Gerd Stubbe
Glenn Sumner
Karl Swensen
John Sweetland
Mike Swift
Richard Symes
Steve Szilagyi

Renato Tarditi
Scott Telk
Neil Thall
Elaine Thurmond
Tony Thwaites
Guiseppe Tosco

Mary Schenke
Irene Schijen
Nancy Schlehuser

Cissie Shaw

Karen Shuman
Carol Fitzgerald
Diane Small
Louis Johnson
Gill Smith
Andrea Young
Dennis Fish
Joyce Spuhler
Chris Drasbek
Annick Stevenson
Susan Stroebel

Isabel Nesselhauf
Judi Sumner

Joan Sweetland
Terry Swift
Liz Symes

Alessandra Tarditi
Cheryl Telk

Rosalind Thwaites
Aidi Tosco



Richard Traish
Jim Trautman
Denise Trostle
Chuck Troyer
Turby Turbyfill
Brett Turner
Jaime Tusell

Jack Ullman

Craig Van Fossan
Peter Voget
Dean Vought

Mike Waldrop
Ken Walker
Steve Watts
Steve Webb
Kristi Weiss
Jenny Wicks
Mark Wietecha
John Wilcox
Liz Wilson
Denys Williamson
Bill Williams
Mary Wong
Freddie Wood
Kathy Woodham
Bernie Wolford

Enrique Yaffar
Axel Zeitz
Dominik Zuhorn

Pat Melnichuk

Claudia Counts
Catherine Turbyfill
Kimberly Turner
Ines Tusell

Evelyn Ullman

Sher Van Fossan
Heidi Voget
Susan Vought

Becky Waldrop
Barbara Walker
Nancy Watts
Ann Webb
Dan Weiss
Peter Bailey
Kathy Wietecha
Patricia Garrett
Dave Wilson
Nicole Williamson
Ruth Williams
Barry Shane
Jarnetta Wood
Keith Hicks
Kathleen Wolford

Barbara Zeitz
Gudrun Zuhorn



KURT SALMON ASSOCIATES, INC.
WORLDWIDE CONSULTANTS' CONFERENCE
GUESTS AND ALUMNI
May 27-30, 1988

Jerry Bieter

Sue Bieter

Ed Hendricks

Jack Johnson

Gloria Johnson



KSA CONSULTING STAFF

5/88

<u>NAME</u>	<u>DATE EMPL.</u>	<u>SPOUSE'S NAME</u>	<u>SCHOOL</u>
A.C. Aamoth (Archie)	8/31/87	Tricia	Univ. of Utah/Univ. of Minnesota
T.J. Adams (Tim)	7/01/85	--	West Virginia University
K.S. Alexander (Keith)	12/29/86	--	S.U.N.Y. at Buffalo/Boston University
K.A. Alleson (Keith)	6/17/77	Shifrah	Leeds University
J.W. Armfield (Jerry)	8/14/67	Mary Jane	N.C. State University
R.L. Athey (Robin)	1/11/88	--	University of Florida
A.C. Balhorn (Alan)	5/01/80	Arthea	Iowa State University
D.M. Barnes (Mike)	3/10/69	Betty	Syracuse University
T.H. Barr (Todd)	6/18/73	Diane	Georgia Tech
H.N. Batten (Hugh)	11/05/79	Cathy	U.S. Naval Academy/S.E. Missouri State Univ.
G.D. Bedol (Gregg)	2/08/88	Jan	Brandeis Univ./Weatherhead School of Mgt./ Case Western Reserve University
J.F. Boudreau (Jeff)	7/01/85	--	Virginia Tech
B.E. Brauth (Bonnie)	1/30/84	Steven	State Univ. of N.Y. at Albany
M. Brent (Mike)	11/06/67	Barbara	Leeds University
R.W. Brockett (Ron)	4/01/66	Charlene	University of Georgia
R.D. Brown (Doug)	1/18/82	Karen	U.S. Military Academy
P.G. Brown (Peter)	6/12/78	Marilyn	U.S. Naval Academy
R.G. Brown, III (Rob)	6/20/77	Anne	University of Georgia
P.E. Brye (Paul)	6/29/87	--	Univ. of Minnesota/Univ. of Iowa
D.R. Burkhalter (Don)	8/28/61	Dolores	Southern Tech
J.C. Butler (Jeff)	3/21/88	Robin	Georgia Tech
S.M. Cain (Steve)	7/12/82	Bea	V.P.I.
A.B. Cameron (Bill)	9/16/57	Carolyn	Auburn University
D.L. Carroll (Dianne)	10/19/87	--	Carnegie-Mellon University
J.T. Champion (John)	5/29/73	Penelope Malone	N.C. State University
A.S. Cheng (Alex)	1/11/88	--	University of California-Los Angeles
C.C. Chesnutt (Carol)	4/20/87	--	Georgia Tech

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<u>NAME</u>	<u>DATE EMPL.</u>	<u>SPOUSE'S NAME</u>	<u>SCHOOL</u>
W.R. Cobb (Bill)	10/20/69	Jan	University of Tennessee
D.A. Cole (Dave)	1/03/66	Robyn	Auburn University
M.N. Crandall (Marian)	6/13/83	--	Kenyon College/Carnegie-Mellon University
R.E. Crupie (Torre)	11/05/79	Colleen	Georgia Tech
S. Cruz (Sergio)	1/01/69	Miriam	University of Florida
A.J. Dabbieri (Alan)	7/07/86	--	Indiana University
M.E. Decker (Marcia)	1/11/88	Jim	Vanderbilt Univ./George Washington Univ.
A.A. DeMaria (Tony)	3/22/65	Diane	Holy Cross College
T.A. Dennis (Tom)	10/23/78	Sue	Lehigh University
D.M. Denny (Dave)	6/16/80	JoAnn	Loyola University
P.A. Dixon (Paul)	1/13/86	--	Texas A&M
C.F. Easley, Jr. (Chuck)	9/22/86	--	Georgia Tech
N.D. Eberly (Nort)	5/24/65	Barbara	Lehigh University
J.F. Echeverry (Juan)	4/11/88	--	Georgia Tech/EAFIT-ICESI Univ., Colombia
B.C. Fox (Brad)	7/29/85	--	Duke Univ./Univ. of Chicago
R.M. Frazier (Bob)	6/05/61	Bonnie	Yale University
R.C. Fung (Richard)	7/01/86	--	Univ. of Michigan/Univ. of Washington School of Law (University of San Francisco)
N.D. Gagnier (Normand)	7/01/85	--	Univ. of Ottawa/Univ. of Quebec/Laval Univ.
J.I. Giddings (Jim)	7/01/60	Kay	Georgia Tech
C.M. Gilreath, Jr. (Chuck)	6/30/76	Mitzi	Georgia Tech
J.D. Gleiser (John)	9/11/85	--	Georgia Tech
D.A. Graham (Dale)	6/22/81	Sherrie	Purdue University
D.T. Griffin (David)	6/15/77	Frances	University of Texas
E.L. Griffith (Lee), III	7/06/81	Karla	University of Michigan/Georgia Tech
S.B. Hann (Susan)	7/06/82	--	University of Wisconsin
P.W. Harding (Peter)	4/07/80	Jane	Bradford University/Bristol University
C.R. Harris (Chuck)	6/16/80	Judy	Univ. of Virginia/Inst. of Textile Tech.

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<u>NAME</u>	<u>DATE EMPL.</u>	<u>SPOUSE'S NAME</u>	<u>SCHOOL</u>
M.P. Harristhal (Mike)	6/15/86	--	University of Minnesota
C.L. Hawkins (Cheryl)	1/18/82	--	Georgia Tech
T.M. Heckler (Tom)	7/28/75	Nancy	St. Olaf Coll.(Minnesota)/Stanford Univ.
C.A. Heinemann (Charles)	4/07/69	Barbara	University of Minnesota
S.M. Henschel (Sean)	7/07/86	--	West Virginia University
J.A. Hernandez (Alfonso)	10/10/83	Katya	Univ. of Denver/Am. School of Int'l Mgmt.
J.C. Irastorza (Joe)	12/23/68	Berta	Georgia Tech
J. Iruegas (Javier)	8/25/80	Peggy	Trinity University
J.M. Jirousek (James)	5/19/80	Josephine	University of Nebraska
C.W. Jones (Carl)	8/01/87	Sandy	Colgate Univ./Univ. of Chicago, Univ. of Illinois
R.B. Kaufman (Bob)	2/9/87	Debra	University of Minnesota
J.W. Kenney (Joe)	12/14/87	Christine	Butler University/University of Minnesota
C.T. Killian (Charles)	7/14/69	Mary	University of Minnesota
R.A. King, III (Bob)	1/10/77	Sharon	U.S. Military Academy
J.E. Kirby (Jim)	6/20/77	Jayne	Univ. of N.C./Emory University
D. Klein (Doris)	7/06/87	--	General Motors Institue/UCLA
B.M. Knight (Brady)	7/06/87	--	Georgia Tech
E.W. Knowles, Jr. (Bucky)	10/01/79	Kathryn	Univ. of Minnesota/Univ. of Florida
P.H. Kowalczyk (Phil)	7/06/87	Sandra	Indiana University
B.T. Kroeschell (Bruce)	7/01/85	--	Univ. of North Carolina/Duke University
S.A. Kry (Stig)	5/20/57	Rebecca	Boros College
G.B. Langseth (Gilbert)	7/01/77	Jean	University of Minnesota
C.R. Larsen (Robert)	7/09/69	Jean	Gustavus Adolphus College/Univ. of Minnesota
H.S. Latimer (Scot)	10/05/87	Nancy	Univ. of Virginia/Univ. of Illinois
L.C. Lein (Larry)	9/09/81	Jayne	Brown University/Harvard University
C.L. Lester (Connie)	7/01/85	--	Iowa State University
D.E. Linch (David)	7/01/85	--	Mercer Univ./The Wharton School
C.Y. Loo (C.Y.)	11/16/87	--	Arkansas/Henderson State
R.E. Mann, Jr. (Bob)	7/12/82	Mary	Georgia Tech/University of North Carolina

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<u>NAME</u>	<u>DATE EMPL.</u>	<u>SPOUSE'S NAME</u>	<u>SCHOOL</u>
C.A. Mantilla (Cesar)	11/05/79	--	University of Houston
R.C. McClendon (Becca)	7/05/83	Frank	University of Tennessee
D.G. McDonald (David)	7/06/87	Nicki	Northwestern Univ./Cornell Univ.
D.F. McIlhenny (Dudley)	10/08/73	Sydney	Iowa Western College/Indiana University
F.D. McMillan (Frank)	8/01/66	Gwen	N.C. State University/Fresno State
M.D. Meeks (Mike)	1/11/88	--	Georgia Tech
C.S. Mellen (Chad)	7/8/85-7/7/87	--	The Wharton Sch of the Univ. of Pennsylvania
C.S. Merritt (Chris)	1/11/88	--	Iowa State University
J.A. Meschke (Julie)	1/11/88	--	Northwestern University
J.D. Miles (Jana)	7/06/87	--	Georgia Tech
B.J. Miller (Bruce)	8/04/69	Joleen	University of Minnesota
W.B. Moore (Barry)	1/03/84	Carole	Georgia Tech
D.J. Moore (Doug)	1/03/66	Elaine	Ohio State
R.A. Moore (Randy)	3/14/83	Melody	University of Tennessee
J.B. Morrison (Brad)	8/01/85	--	Mass. Institute of Technology/ Univ. of Chicago
B. Neumaier (Bettina)	7/01/85	--	Georgia Tech
L.A. Nix (Tish)	11/05/86	Paul	West Georgia College
R.K. Nord (Randy)	9/17/62	Betty	University of PA
L.G. Ortwein (Linda)	8/02/82	Tom	Middlebury College/Harvard University
K.R. Osborne (Ken)	3/25/63	Vivian	Auburn University
D.W. Ping (David)	7/12/82	Cyndie	Indiana University/Univ. of Minnesota
A.E. Poolos (Ann)	3/21/88	--	Colby College/Boston University
C.G. Price, III (Butch)	1/08/73	Linda	Georgia Tech
E.D. Rader (Eddie)	1/08/73	Sandi	Georgia Tech
K.P. Ragsdale (Kim)	7/06/87	--	Georgia Tech
J.P. Raines (Paul)	5/18/87	--	Georgia Tech
M.S. Read (Marian)	7/06/87	--	Ohio State University

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<u>NAME</u>	<u>DATE EMPL.</u>	<u>SPOUSE'S NAME</u>	<u>SCHOOL</u>
W.A. Reed (Bill)	6/11/62	Kline	Georgia Tech
R. Reilly (Rob)	1/11/88	--	Carnegie-Mellon University
S.J. Riepenhoff, (Steve)	2/28/72	Kathy	Notre Dame
C.M. Riley, III (Madison)	8/27/85	Laura Hewitt-R.	Trinity College/University of Virginia
C.Z. Roberts (Zeb)	6/15/53	Carolyn	Auburn University
P.B. Robey (Brooks)	7/07/86	--	Univ. of Michigan/Univ. of Virginia
A.L. Robison (Anne)	11/19/84	Gerald	Georgia Tech/Georgia State University
J.L. Roeder (James)	9/08/81	Marianne	Valparaiso Univ./The George
D.C. Rogers (Doug)	1/19/79	Ginnie	Pepperdine University/Georgia State Univ.
M.A. Rubin (Musa)	1/09/84	--	University of Chicago
R.O. Runnels (Ross)	9/02/48	--	Cornell University
D.G. Rush (Dave)	1/13/86	--	Iowa State University
G.M. Ryland, Jr. (Mac)	6/01/72	Betsy	Georgia Tech
D.W. Sadd (Dorothy)	7/07/86	--	Purdue University
R.E. Sadler (Randy)	4/01/88	Ellen	Georgia Tech/Ga. State University
L. Sagastume (Lisandro)	7/07/86	Martha	Georgia Tech/Stanford University
R.E. Sawyer (Richard)	6/01/75	Janet	Univ. of Chicago/Columbia University
S.L. Schlehuser (Steve)	8/01/66	Nancy	Purdue University
J.A. Severyn (Jim)	6/16/80	--	University of Notre Dame
K. Shao (Ken)	3/03/86	--	Cornell University
D.M. Shaw (Donald)	10/01/84	Cissie	G. Washington Univ./State Univ. of New York
J.R. Shelburne, II (Jack)	7/06/87	--	Hope College/Kellogg School, Northwestern Univ.
D.B. Shuman (Damon)	4/02/84	Karen	Georgia Tech
F.B. Silva (Fernando)	7/07/75	--	Georgia Tech
J.H. Small (James)	11/08/83	Diane	Drexel Univ./Immaculata College
G.A. Soffron (George)	9/13/74	Andrea	Northeastern Univ./Univ. of Massachusetts
J.L. Spuhler (Lynn)	7/12/76	Joyce	Univ. of Cinn./Purdue Univ.

KSA CONSULTING STAFF

5/88

<u>NAME</u>	<u>DATE EMPL.</u>	<u>SPOUSE'S NAME</u>	<u>SCHOOL</u>
C.M. Riley, III (Madison)	8/27/85	Laura Hewitt-R.	Trinity College/University of Virginia
C.Z. Roberts (Zeb)	6/15/53	Carolyn	Auburn University
P.B. Robey (Brooks)	7/07/86	--	Univ. of Michigan/Univ. of Virginia
A.L. Robison (Anne)	11/19/84	Gerald	Georgia Tech/Georgia State University
J.L. Roeder (James)	9/08/81	Marianne	Valparaiso Univ./The George
D.C. Rogers (Doug)	1/19/79	Ginnie	Pepperdine University/Georgia State Univ.
M.A. Rubin (Musa)	1/09/84	--	University of Chicago
R.O. Runnels (Ross)	9/02/48	--	Cornell University
D.G. Rush (Dave)	1/13/86	--	Iowa State University
G.M. Ryland, Jr. (Mac)	6/01/72	Betsy	Georgia Tech
D.W. Sadd (Dorothy)	7/07/86	--	Purdue University
R.E. Sadler (Randy)	4/01/88	Ellen	Georgia Tech/Ga. State University
L. Sagastume (Lisandro)	7/07/86	Martha	Georgia Tech/Stanford University
R.E. Sawyer (Richard)	6/01/75	Janet	Univ. of Chicago/Columbia University
S.L. Schlehuser (Steve)	8/01/66	Nancy	Purdue University
J.A. Severyn (Jim)	6/16/80	--	University of Notre Dame
K. Shao (Ken)	3/03/86	--	Cornell University
D.M. Shaw (Donald)	10/01/84	Cissie	G. Washington Univ./State Univ. of New York
J.R. Shelburne, II (Jack)	7/06/87	--	Hope College/Kellogg School, Northwestern Univ.
D.B. Shuman (Damon)	4/02/84	Karen	Georgia Tech
F.B. Silva (Fernando)	7/07/75	--	Georgia Tech
J.H. Small (James)	11/08/83	Diane	Drexel Univ./Immaculata College
G.A. Soffron (George)	9/13/74	Andrea	Northeastern Univ./Univ. of Massachusetts
J.L. Spuhler (Lynn)	7/12/76	Joyce	Univ. of Cinn./Purdue Univ.

KSA CONSULTING STAFF

5/88

NAME	DATE EMPL.	SPOUSE'S NAME	SCHOOL
L.K. Stanley (Lanell)	7/07/86	Christopher	University of California
J.D. Stevenson (John)	8/30/76	Annick	Boston Col./American School of Int'l Mgmt.
J.K. Stroebel (Jim)	7/06/87	Susan	Univ. of Minnesota/Univ. of Michigan
J.E. Strombom (Jon)	7/07/86	--	Georgia Tech
G.D. Sumner (Glenn)	10/28/85	Judi	N. Carolina State Univ./Univ. of N. Carolina
J. Sweetland (John)	9/01/59	Joan	Dartmouth College/Univ. of Minnesota
K.R. Swensen (Karl)	1/11/88	--	Georgia Tech
M.G. Swift (Mike)	8/31/83	Terry	Wabash College/Indiana University
S.J. Szilagy (Steve)	7/01/85	--	Michigan State University
K.S. Telk (Scott)	7/08/87	Cheryl	U.S. Military Academy
N. Thall (Neil)	9/22/86	--	Illinois Inst. of Tech./Univ. of Wisconsin
J.E. Trautman (Jim)	11/09/64	--	University of Illinois
C.R. Troyer (Chuck)	1/09/84	Claudia	Indiana University
G.L. Turbyfill (Turby)	2/01/62	Catherine	N.C. State University
B.R. Turner (Brett)	10/01/86	Kim	Morningside College/Trinity University
J.J. Ullman (Jack)	4/14/50	Evelyn	Cornell University
R.C. Van Fossan (Craig)	2/18/85	Sher	St. Olaf College/University of Minnesota
J.P. Voget (Peter)	12/01/77	Heidi	UFRGS
K.D. Vought (Dean)	8/07/50	Susan	Penn State University
J.M. Waldrop (Mike)	8/14/79	Becky	U.S. Air Force Academy
W.K. Walker (Ken)	7/31/81	Barbara	Iowa St./University of Fla. Inst. of Tech.
S.E. Watts (Steve)	12/15/80	Nancy	University of West Florida
K.C. Weiss (Kristi)	4/19/85	Dan	Georgia Tech
M. Wietecha (Mark)	1/07/85	Kathy	Ohio State University/Indiana University
J.L. Wilcox (John)	6/18/62	--	N.C. State University/University of N.C.
W.O. Williams (Bill)	7/26/68	Ruth	Kings College
D.J. Williamson (Denys)	2/22/65	Nicole	University of London
E.B. Wolford (Bernie)	6/18/73	Kathleen	West Virginia University
F.H. Wood (Freddie)	1/04/56	Jarnetta	Georgia Tech
A.E. Yaffar (Enrique)	7/01/85	--	University of Florida