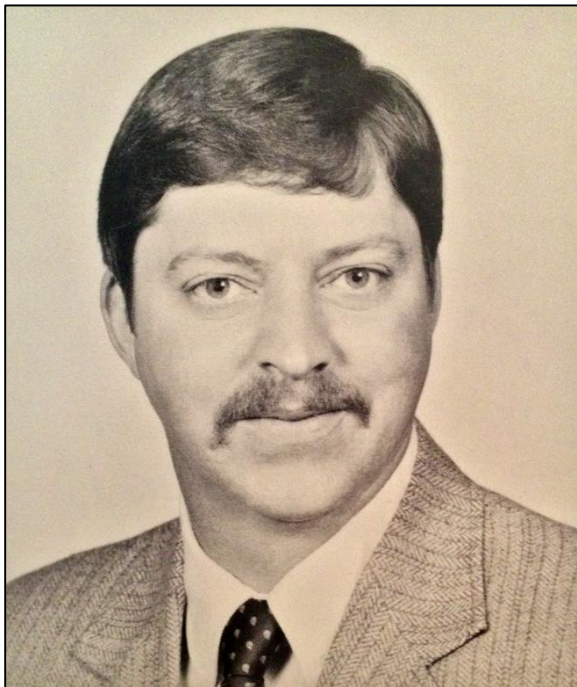


1982 - TOP HAT WINNER PORTFOLIO



RONALD "RON" L. HUTCHINS

Richmond Branch
South East Region

Wife: Joan (Homemaker)

Children: Elizabeth (21)
Rebecca (18)
Ronald Jr. (15)

Vita: High School Degree;
seven years with
Honeywell

Address: 100 Country Lodge Rd.
Waynesboro, VA 22980

Interests: Woodcraft and golf

Sales Achievements:

Ron was VIP in each quarter and SOQ in the Second Quarter of 1981 and 1982. "It is a great privilege to be one of the few selected as a Top Hat Award winner," says Ron. But, he adds, it helps to have the support of your management and a fine service department "which we have in Richmond. If a salesman listens to his customer and then meets his needs, then that salesman will be successful," says Ron.