



SOUTHERN DIVISION
Div. Man.: P. H. McVeigh



MIDLANDS DIVISION
Div. Man.:
A. W. W. Mattacks



NORTHERN DIVISION
Div. Man. W. Wildey



GOVERNMENT &
NATIONAL ACCOUNTS
DIVISION
Div. Man.: J. E. Stewart



IDP DIVISION
Div. Man.: M. A. Davies



HEAD OFFICE TRADE
DIVISION
Div. Man.: A. Bressloff

Sales Divisions: Management Structure

BRITISH OLIVETTI 1974

NORTHERN DIVISION



◀ ABERDEEN
R. T. O'Halloran



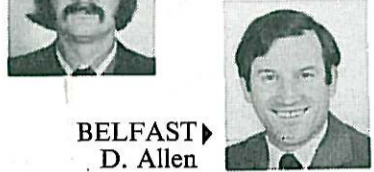
◀ EDINBURGH
I. Gillan



◀ LEEDS
R. V. Turtill



◀ SHEFFIELD
D. Martin



▶ BELFAST
D. Allen



▶ GLASGOW
C. Bonner



▶ NEWCASTLE
M. Cuddihy



MIDLANDS DIVISION



◀ BIRMINGHAM
P. Chinn



▶ BRISTOL
P. Pearson



◀ CARDIFF
M. A. Harris



▶ DERBY
I. Galley



◀ LEICESTER
N. Follett



▶ LIVERPOOL
G. Conway



◀ MAN-
CHESTER
D. J. Lloyd



SOUTHERN DIVISION



◀ CROYDON
M. Cunningham



◀ HOLBORN
P. Reynolds



◀ NORWICH
S. Hollinger



◀ ST. ALBANS
P. E. Mahoney



▶ EALING
J. Sims



▶ ILFORD
C. M. Smith



▶ OXFORD
D. G. S. Pettit



▶ SOUTHAMP-
TON
A. Sames

GOVERNMENT & NATIONAL ACCOUNTS DIV.



◀ NATIONAL
ACCOUNTS
J. O. Kernick



◀ GOVERN-
MENT
P. T. Atkins

IDP DIVISION



◀ IDP
GOVERN-
MENT
B. W. J. Turnbull



◀ IDP
GLASGOW
M. Humphreys



IDP &
SYSTEMS
NATIONAL
ACCOUNTS
A. Ovens



IDP
BIRMINGHAM
D. Finnemore



◀ IDP MAN-
CHESTER
J. Green



◀ IDP LONDON
WEST
K. Baycroft



IDP LONDON
SOUTH
D. Whiting



IDP LONDON
EAST
P. Gillespie

DETACHED OFFICE MANAGERS

BRIGHTON D. F. Smith
DUNDEE C. Berrie
HULL A. J. Tyrer

INVERNESS Q. J. McClymont
LINCOLN L. Marshall
PLYMOUTH J. W. Robinson
SWANSEA