

# Milestones

## 30 Year Milestones (Cont'd)

### Gary Clark: living the dream

Gary Clark has lived the dream of almost every red-blooded North American man. He's been to *three* Super Bowl games, traveling alongside the Dallas Cowboys, who he worked with for nine seasons during the 70's as a staff cinematographer before he joined AVW-TELAV.



Sounds pretty hard to top, but Gary says his 30 years with our organization has been just as exciting. "I enjoy this business and the opportunities we get as a company to be behind the scenes of association and corporate events and get privileged information on what's going on," he says.

Over the years, he has been trusted with other companies' confidential dealings before they went public and got the scoop on new products well before the rest of the world. "Being privy to that kind of information is immense," he says.

When asked which positions he has held since starting with the company, Gary replied, "just about every one," which was a pretty accurate response. He began his career in Dallas as a Rental Manager, and then moved on to Sales Manager, National Sales Manager, Director of Marketing and Vice President of Marketing, finally settling into his role of Vice President Communications, Dallas, TX, in 1993.

Gary recognizes the value of forming and maintaining authentic friendships with clients and coworkers. "The best part of my job is the interaction with fellow employees and customers that has developed into, not only business relationships, but long-term, personal friendships," he explains. Understanding this is a company built on relationships goes a long way, according to Gary. We provide technology as a tool to facilitate face to face meetings and in the process develop and maintain professional and genuine relationships with our customers. And just like you

would trust a friend to do what's best for you on a momentous occasion, "they count on us to make them look good," he says.

Gary attended the University of Texas for a degree in Radio, Television and Film, but now it appears the former student has become the teacher. He currently holds workshops to educate corporate and association meeting planning professionals in audio visual practices. He also leads mentorship programs within the company.

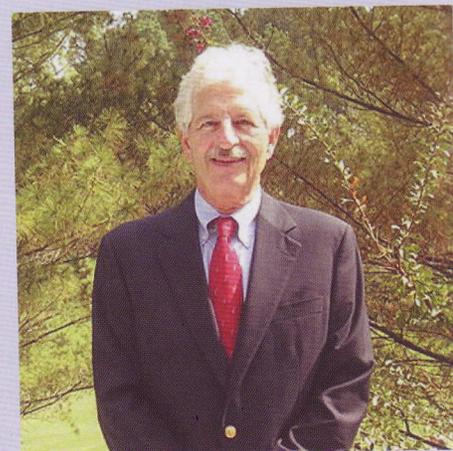
Born in Washington, DC, and raised in Dallas, TX, Gary makes the most of life outside the office. With his wife of 25 years, Renée, he owns two U.S. and Canadian national champion performance horses and enjoys shooting videos and stills at horse shows where his wife competes. An avid digital photographer and Photoshop enthusiast, Gary recently won first prize in the State Fair of Texas Creative Arts Photography competition. He loves all competitive sports and most of all, of course, football.

### Barry Rummel: there's no 'I' in team

Is there anything better than having friends you can depend on? Not to Barry Rummel, Vice President, National Sales Group. Having graced AVW-TELAV with his 30th year of service in May, he says one of the most outstanding things about this company is the staff.

"I like the people and the way everybody works together," he says. "I think this company is very people-oriented."

Born in Toledo, OH, raised in Montpelier, OH, Barry had a purposeful start to his career. After graduating high school in 1960, he enlisted in the US Navy where he served for four years. He began college at Brown University while stationed at Quonset Point, RI, and transferred to Indiana University upon his discharge in the summer of 1964.



He received his BS degree in Marketing and completed his

graduate work in the School of Education in a program within the Department of Audio Visual Communications. Barry then taught and was Director of Instructional Technology at the community college level from 1973 until March of 1976.

Joining AVW-TELAV on May 3, 1976, Barry started in our Operations department and then made the switch to Sales. Ambitious and determined, he worked his way up from Sales Manager to National Sales Manager to National Sales Director and, finally, to his current title, which he has held since 1992. He has worked out of numerous AVW-TELAV offices, including Houston, Dallas, Chicago and Atlanta, until the Atlanta branch officially closed. Now he conducts business from his home in Tennessee.

Without a doubt, Barry's years of hard work and dedication have been appreciated at AVW-TELAV, and he says he feels just as grateful to have shared those years with us. He values our organization's even-handedness and encouraging culture. "It's a fair company with lots of opportunities for advancement," he sings his praises.

Married with three children, life doesn't stop for Barry when the work day is finished. He is an avid golfer who also enjoys running and sailing. And don't be surprised to find Barry with his head planted firmly behind a novel, as reading is also one of his greatest passions.

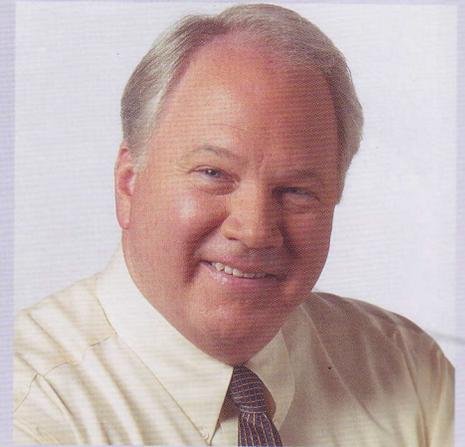
As a man with many years of education, concrete industry knowledge and diverse life experiences, Barry has an abundance of wisdom to share with AVW-TELAV's new recruits. To reach the successful status he has achieved in his career, selflessness, he says, is the main attribute that has carried him through. "If you join this company for your personal goals only, you're not going to succeed," he explains. "It's not that kind of company. You have to see how well you can do for yourself and for the team."

## Bob Walker: looking at the big picture

Variety, they say, is the spice of life. Well, if you don't believe what 'they' say, take it from someone who knows what he's talking about. Bob Walker, Vice President of Creative Services, Dallas, says the best thing about his job is that no two days are identical.

"I have the pleasure of being able to do something different

every day," he explains. "That keeps it interesting." Having the opportunity to go to remarkable places and meet fascinating people on a regular basis, his work is very rarely viewed as a chore.



Bob joined AVW-TELAV in 1976 as National Sales Manager for Production Services, and in 1979 he was named Vice President of Production. His title has changed throughout the years, he says, but his role has pretty much remained the same. "I've always been on the creative side," he explains.

Majoring in Business at Texas Christian University, his minor was in Radio, Film and Television. Bob started out his career in broadcasting, but after learning a bit about the audio visual business from a friend, he applied to our production department and has had AV flowing through his veins ever since.

Born and raised in Waxahachie, TX, Bob celebrated his 30th wedding anniversary this year and has three children, aged 27, 25, and 21. Although Bob admits most of his time is taken up with work, he says he often enjoys getting together with friends and eating scrumptious meals. In fact, he appreciates great cooking so much that he and his buddies formed a club called 'The Gastronomers', who travel from one fine eatery to another, sampling different cuisines from around the world. Bob is also an active member of his church.

Bob believes customer service is at the very core of AVW-TELAV's objective. "It's about how we can better serve our customers and solve problems for our customers," he explains. Following customer service, comradeship is a close runner-up. "It's also about your co-workers, looking out for them and helping them to be better," says Bob.

With these two goals clearly in focus, Bob insists there's little chance of failing at AVW-TELAV. "Remember what this business is all about," he advises. "The technology is secondary."