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UNITED STATES DISTRICT COURT
SOUTHERN DISTRICT OF TEXAS
HOUSTON DIVISION

WESTERNGECO LLC	*	09-CV-1827
	*	Houston, Texas
VS.	*	
	*	
ION GEOPHYSICAL CORPORATION, FUGRO	*	7:30 a.m.
GEOTEAM, INC., ET AL	*	July 30, 2012

JURY TRIAL

Volume 6
Morning Session

BEFORE THE HONORABLE KEITH P. ELLISON
UNITED STATES DISTRICT JUDGE

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WITNESS

PAGE

ROBIN WALKER

DIRECT EXAMINATION BY MR. LOCASCIO..... 1606

CROSS-EXAMINATION BY MR. TORGERSON..... 1703

1 THE COURT: You may.

2 MR. LOCASCIO: Thank you. WesternGeco calls
3 Robin Walker as its next witness.

07:36:52

4 THE COURT: Okay. Mr. Walker, if you could
5 make your way up here. If you could raise your right hand,
6 Mrs. Loewe will administer the oath.

7 CASE MANAGER: Do you solemnly swear that the
8 testimony you are about to give in the matter before the
9 Court will be the truth, the whole truth and nothing but
10 the truth?

11 THE WITNESS: I do.

12 THE COURT: Make yourself as comfortable as you
13 can. Do speak directly into the mike, if you would.

14 THE WITNESS: Thank you.

07:37:10

15 MR. LOCASCIO: Robin Walker is WesternGeco's
16 director of marketing and vice-president of sales. He
17 began his job with the company in 1985 and has been in
18 various sales and marketing roles with WesternGeco ever
19 since. His involvement with the Q-Marine system started in
20 1993 while he was the marine marketing and technique

07:37:29

21 manager. WesternGeco calls Mr. Walker to explain the
22 development of Q-Marine from a marketing and sales
23 perspective, as well as discuss the lateral steering
24 marketplace and how it has been impacted by ION and Fugro's
25 infringement.

07:37:48

Johnny C. Sanchez, RMR, CRR - jcsreporter@aol.com

1 **ROBIN WALKER,**
2 after having been first cautioned and duly sworn, testified
3 as follows:

4 **DIRECT EXAMINATION**

07:37:09 5 BY MR. LOCASCIO:

6 **Q.** Good morning, Mr. Walker.

7 **A.** Good morning.

8 **Q.** I gave a little bit of your background, but not to
9 cut it short, can you tell the jury if you have any
10 degrees and where from?

11 **A.** Yes. I have a bachelor's in geology from the
12 University of London in 1980.

13 **Q.** And in your role as director of marketing and
14 vice-president of sales, can you explain to the jury your
15 responsibilities, sir?

16 **A.** Yes. So I have three real responsibilities: I have
17 to -- responsible for the revenue. So WesternGeco's
18 revenue is about -- last year, it was \$2.2 billion out of
19 a market of 11.5 billion. And I have to run the sales
20 team, sales and marketing team. They're in three groups.
21 It's a total of 135 people.

22 And most importantly, I have to work with
23 customers, engage with customers, to find out what they
24 want, what they need and what they're planning to do.

07:38:50 25 **Q.** Thank you, sir.

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