Due to the influence of large customers on their suppliers and the marketing strategies of VANs, existing EDI users in different industries tend to be clustered on different VANs as follows:

Automotive	GEIS, Sterling
Banking	IBM
Grocery	GEIS
Insurance	IBM
Petroleum	GEIS
Publishing	GEIS
Rail	Kleinschmidt
Retail	Sterling, IBM, GEIS

Across other industries, there is no clear choice of VAN.

In responding to the survey, most of the VANs indicated what industries their Canadian EDI customers were in and some provided the names of customers in the transportation area. **Table 2** lists some VAN customers: