

Ms. Grace Matias-Myers, International Sales Director

Nestar manufactures disk equipment, magnetic tape equipment and data communications equipment. The company specializes in local area networks that support IBM, Apple II and Apple III systems. The company buys in hard disks and drives and considerable quantities of boards. Nestar develops some of its own software but not applications software. All bought-in products are purchased directly from manufacturers. Generally, Nestar buys on a 12 month purchase projection and the final price depends on how much they purchase during that 12 month period. All bought in products are purchased in the United States. Ms. Myers mentioned Prime and Archives as examples of suppliers and advised that her company has not so far looked at Canadian producers as potential suppliers because she believes 60-137 megabytes which Nestar uses are not made in Canada at this time.

Canadians who feel they have something to offer Nestar should contact Mr. Stan Khanna, V.P. Operations. Nestar sales are in the vicinity of \$10 million. The corporation handles sales directly in the U.S. and internationally but maintains a research and development office in London, UK, which also handles European sales. Nestar's software networks generally cost from \$35,000 to \$100,000 per unit depending on the number of stations involved. The company's clients are banks, insurance companies and major corporations such as Rockwell, Honeywell and GSA. Ms. Myers expressed an interest in the possibility in marketing one Canadian computer in the United States providing it was compatible with their own systems and she said that finding a compatible computer system was a high priority item for her.

SYSTAR CORPORATION

1762 Technology Drive, Suite 208
San Jose, CA 95110 (408) 280-7066

Ms. Dorie Filipini, Director of Marketing

Systar manufactures networking products, communication front-end processors, and multiple host switching equipment suitable for mail distribution. The company has developed its own software packages but does purchase complete hardware packages directly from manufacturers such as IBM. To date, all products have been purchased locally. Systar concentrates its marketing mainly on large corporate end-users. Products range from \$22,000 to \$50,000. This company has a relatively small turnover and did not express any interest in communicating with Canadian suppliers.

TRILOG INC.

17391 Murphy Avenue
Irvine, CA 92714 (714) 549-4079

Mr. Phil Zarro, West Coast Regional Sales Manager

Trilog produces line printers. The company currently

manufactures 50 machines per month and expects to increase production to 100 units per month at the end of 1983. Turnover is in the vicinity of \$5 million. Trilog only purchases components consisting of sub-assemblies, circuit boards, electrical assemblies, and enclosures. 60 persons are employed in assembly. To date, Trilog has purchased all of its requirements in the Southwestern U.S. but is interested in investigating new potential supply sources and Mr. Zarro suggested that Canadian companies should approach Mr. Mark Tribolet, Director of Purchasing. Most of the company sales are so far being made through distributors and independent sales reps. Mr. Zarro recommended Moxon Electronics in California and Nidi/Northwest, in Belview, Washington as potential distributors. The company's products sell from \$3,900 to \$4,900 and main customer groups are involved in data processing. Mr. Zarro felt that his company could be interested in the possibility of joint marketing with Canadian companies providing the Canadians manufactured compatible equipment and suggested any interested Canadian company should contact Mr. Tom Smith, Trilog's Director of International Marketing.

DUAL SYSTEMS CORPORATION

2530 San Pablo Avenue
Berkeley, CA 94702 (415) 549-3854

Ms. Joan Stibeis, Marketing Director

Dual Systems appears to be growing rapidly; sales have doubled every seven months and the company's annual volume has increased from \$2 million in 1982 to \$7 million this year. Dual manufactures computer systems, disk equipment memory devices and data communications support equipment. Dual's computer model #8320 is capable of 20 MB of disk storage. The company is planning to produce a computer with 80 MB storage in July this year. Dual purchases a wide range of peripherals and they are experiencing some difficulties in obtaining Fujitsu disks from Memorex. The company is interested in selling its products on an OEM basis. Ms. Stibeis listed scientific and academic software developers among their major clients.

PLESSEY PERIPHERAL SYSTEMS

17466 Daimler
Irvine, CA 92714 (714) 540-9945

PLESSEY CORPORATION

277 Park Avenue
New York, NY 10172

Mr. Dale McIver, Vice President Corporate Development

Plessey Peripheral Systems is a member of the Plessey Group. The corporation employs 30 to 40 personnel at its Irvine location.

Plessey Peripheral Systems manufactures computer systems, disk equipment, magnetic tape equipment, memory devices, and data communications equip-