

QUARK INC.

2525 West Evans
Suite 200
Denver, Colorado 80219 (303) 934-2211

Ms. Jennifer Gardiner, Asst. Marketing Manager

Quark develops and manufactures office automation and word processing packages for Apple computers. Prices range from \$89-\$295. The company sells approximately 3,000 packages per month. Quark is not interested in talking to Canadian suppliers.

SOFTWARE SYSTEMS MARKETING

1850 E. Southern
Tempe, Arizona 85282 (602) 820-0515

Jess Kennedy, Vice President

Software Systems Marketing produces custom designed software package systems for individual business, and medical needs. Once packages have been developed for specific customer use, they are generally marketed to a wider customer base. Prices for this company's packages range from \$100-\$1,000. Software Systems is not interested in working with Canadian companies.

SPECTRA SYSTEMS, INC.

3481 Old Conejo Road
Suite A4
Newbury Park, California 91320 (805) 499-6729

George Teachout, Vice President

Spectra Systems has an annual sales volume of around \$2 million. The company produces DEC compatible business applications systems. Spectra has purchased a word processing package from Canada. The package quality was good but the price has inhibited sales. Despite the fact that service support was inadequate, in this case the company is interested in other Canadian packages and would also be interested in selling Spectra systems on a reciprocal basis.

LOGICAL SERVICES, INC.

2340 A Walsh Avenue
Santa Clara, California 95051 (408) 727-1470

Don Nickol, Vice President

Logical Services has gross annual sales of approximately \$1 million. The company designs and develops financial management and word processing systems which are then sold to manufacturers who produce and market them in large quantities. The company buys a variety of software itself to use in the systems it designs. To date no imported software has been purchased. Interested Canadian suppliers should send literature to Don Nickol.

NATIONAL INFORMATION SYSTEMS, INC.

20370 Town Center Lane
No. 245
Cupertino, California 95014 (408) 257-7700

Guy W. Bohner, Vice President in charge of sales and marketing

National Information Systems designs and manufactures personnel, business management, and data base management software. The company also sells other manufacturers' software and some hardware. National sells about ten systems a month for mainframes and minicomputers. Annual sales are around \$3 million. The company would be interested in considering imported software. Interested Canadian suppliers should contact Mr. Bohner.

MINICOM SYSTEMS

Minicom Building
1636 Wilshire Boulevard
Los Angeles, California 90017 (213) 483-2400

Jack Cipriano, Vice President in charge of sales

Minicom Systems is a systems integrator. The company designs, assembles and sells systems using Data General and IBM hardware. The company designs most of the software it requires itself although Minicom has purchased software from other sources on occasion. The systems Minicom develops are for accounting, manufacturing and wholesaling. Minicom's annual turnover is around \$9.5 million. Jack Cipriano has not looked into Canadian software possibilities but could be interested providing the software being offered uses IPC or IRIS. Potential suppliers should send literature to Mr. Cipriano.

SOFTOOL CORP.

340 S. Kellogg
Goleta, California 93117 (805) 964-0560

Bruce Hannah, Marketing Director

Softool manufactures and sells its own software. The company specializes in general purpose software packages designed to facilitate computer systems programming and maintenance. The company's customers are usually large corporations and government departments. The company is not interested in Canadian software.

SOFTEMM SOFTWARE DISTRIBUTORS

10023 W. Jefferson
Culver City, California 90230 (213) 558-1144

Grace Follin, Product Acquisition Manager

Softemm Software Distributors is a software distributing firm. The firm's annual turnover is in the vicinity of \$24 million. Softemm sells primarily packaged software for business and entertainment. The aver-