

Silicon Valley Computer Society
2464 El Camino Real, #190
Santa Clara, CA 95051
Tel: 408-286-3984
Members: 25,000
Key group to work channel before
entry, and for details on SIGs

Softkat
20630 Nordhoff St
Chatsworth, CA 90025
Tel: 818-700-9000
Employees: 160
Mike Nelson, Sr VP, Marketing
Distributor of educational and home
products

Softsel Computer Products
546 Oak St
Inglewood, CA 90302
Tel: 213-412-1700
Employees: 477
Sales: \$800 million
David Wagman, Chairman
Susan Miller, President Softsel
Canada (acquired Micro America)
Major worldwide distributor

Software Etc
7505 Metro Blvd
Minneapolis, MN 55435
Tel: 612-893-7000
Employees: 1,505
Sales: \$100 million
Stores: 226
Major Distributor

Software Industry Bulletin
51 Bank St
Stamford, CT 06901
Tel: 203-348-2751
Chris Elwell
Market info on software sales

Software Publishing
1901 Landings Drive
Mountain View, CA 94039
Tel: 415-962-8910
Employees: 489
Fred Gibbons, President

Software Resources
2165 E Francisco Blvd
Box 9610
San Rafael, CA 91912
Tel: 415-485-0800
Employees: 50
Product lines: 3,500
Sandy Green

Status Software
3860 Convoy St, #106
San Diego, CA
Tel: 619-560-6886
Employees: 19
Sales: \$2 million
Small retail chain

Sun Microsystems
2550 Garcia Ave
Mt View, CA 94043
Tel: 415-960-1300
Employees: 7,500

Tandy
1500 One Tandy Centre
Fort Worth, TX 76102
Tel: 817-390-3011

Valcom, Inc
10810 Farnam
Omaha, NE
Tel: 402-392-3900
Bill Fairfield, President

WordPerfect
Employees: 1,500
Sales: \$280 million

800 Software
918 Parker Street
Berkeley, CA 94710-2526
Tel: 415-644-2526
Employees: 100
Sales: \$36 million
Steve Brown, President
Mail Order