

The interviews also indicate that there is a definite interest in high priced computers with micro mini overlap and that there is also fairly wide spread interest in micro-based systems, personal computers, and high speed multiplexors.

Almost all the companies interviewed, regardless of size, are aware of their need to continually examine and evaluate new products in order to maintain a marketing edge. Prospective customers do not

always know what sort of new products they are looking for but they are in the main looking for new innovative replacement products. That is the nature of the computer industry. The chart on the following pages has been included to provide an indication of the product types which interest Southwestern companies contacted during the study. Readers should note that category headings are of necessity very broad.

Computer and Computer Systems Manufacturers

Advanced Micro Devices*
 Amdahl
 AMF Geo Space
 Amlyn Corp.*
 Astronautics Corp.*
 Beehive Corporation
 Bo-Sherrel Co.*
 C. Itoh Inc.*
 Compucorp
 Computer Products Mrktg.
 Computer Sciences (Infonet)
 Comrex International*
 Data Products Corp.
 Dicom Inc.*
 Dual Systems
 ETI Micro Inc.*
 Forward Technology
 Franklin Data Systems*
 Grinnel Systems Corp.
 Kontron Electronics
 MBO Systems
 Mountain Computer Inc.*
 Nesco*
 Nestar Systems
 Plessey Peripherals
 Rixon
 Selanar Corp.
 Sierra National
 Sperry Univac*
 Systar Group
 Systems Group
 Telecom Terminals
 Tek-Com Inc.*
 Trilog
 Western Dynex Corp.
 Zendex Corp.

Computer systems	Minicomputers	Microcomputers	Printers	Drives	CRTs/Terminals	Non-specified peripherals	Telecommunications equipment	Systems software	Commercial, professional or scientific software	CAD/CAM software	8 - 16 bit micro processors	Other board level products	Hardware products n.e.s.
Advanced Micro Devices*						•							•
Amdahl						•							•
AMF Geo Space				•	•							•	
Amlyn Corp.*			•	•		•							•
Astronautics Corp.*			•										
Beehive Corporation				•									
Bo-Sherrel Co.*						•							
C. Itoh Inc.*			•		•								
Compucorp			•	•									
Computer Products Mrktg.					•							•	
Computer Sciences (Infonet)	•	•	•	•	•						•	•	•
Comrex International*			•	•	•								•
Data Products Corp.												•	•
Dicom Inc.*												•	•
Dual Systems			•	•	•	•							
ETI Micro Inc.*												•	•
Forward Technology			•	•							•		
Franklin Data Systems*				•								•	•
Grinnel Systems Corp.					•								
Kontron Electronics					•							•	
MBO Systems			•								•	•	
Mountain Computer Inc.*			•								•	•	•
Nesco*												•	
Nestar Systems					•							•	
Plessey Peripherals			•	•	•								
Rixon				•	•								
Selanar Corp.					•							•	•
Sierra National			•	•	•							•	
Sperry Univac*				•									
Systar Group	•												
Systems Group						•		•				•	
Telecom Terminals			•		•						•	•	
Tek-Com Inc.*												•	•
Trilog											•	•	
Western Dynex Corp.											•		•
Zendex Corp.				•	•						•		

* Address details provided in Appendix "H"