

FORWARD TECHNOLOGY, INC.

2175 Martin Avenue
Santa Clara, CA 95050 (408) 988-2378

Robert Angus, Vice President, Marketing and Sales

Forward Technology, Inc. is a substantially smaller company employing 12 production employees. Despite the small work force, the company projects sales in excess of \$7 million for 1983. The company produces engineering workstations, graphics controllers, and 68K single board computers. Mr. Angus advised that Forward Technology buys in terminals, disk drives and CPUs. On the software side, the company buys in graphics, operating systems and data base management systems. To date, the company has purchased its requirements in the United States. Forward Technology products range in price from complete systems at \$15-40,000 to individual boards at \$4,000. The company's customers are CAD/CAM OEMs, the medical industry and the process control industry.

COMPUCORP

2211 Michigan Avenue
Santa Monica, CA 90409 (213) 829-7453

Ray Chacon, Financial Manager

CompuCorp manufacturing facilities are located in Santa Monica. The company employs 150 people. CompuCorp manufactures computer systems, printers, and word processors and has an annual turnover of approximately \$20 million. Mr. Chacon would not say what range of components the company purchases for incorporation in its computer systems but did say that CompuCorp buys in disk drives, printers and computer furniture. To date, CompuCorp has obtained its requirements entirely in the United States but would be interested in looking at potential Canadian suppliers. The corporation sells 35 percent of its products directly and 65 percent through distributors, and markets its products in the United States, Europe and Africa. CompuCorp's products range from \$2,000 to \$30,000 and clients include commercial and governmental agencies. Mr. Chacon predicts that the company's sales will increase to \$80 million by the end of 1983 and felt that CompuCorp could be interested in the possibility of some form of joint venture activity with Canadian suppliers or manufacturers.

REXON BUSINESS MACHINE CORPORATION

5800 Uplander Road
Culver City, CA 90230 (213) 641-7110

Mr. Bob Love, Marketing Support Manager

Rexon manufactures computer systems. The corporation employs 125 people and has an annual turnover of approximately \$12 million. The company buys approximately 3,000 terminals, 12,000 cypher tape drives and 12,000 disk drives per annum; these

items are both purchased in the United States and overseas. Mr. Love does not know of any previous connections with Canadian suppliers but he feels the company would be interested in new sources of supply and suggests that Canadian manufacturers contact John Leighton who is manager of product development. Rexon purchases business, medical and word processing software for supply with their computer systems. The company's products sell from \$10,000 to \$50,000. Rexon's customers are business and medical groups. Mr. Love is looking for smaller faster disk drives.

BEEHIVE INTERNATIONAL

4910 Amelia Earhart Drive
Salt Lake City, UT 84125 (801) 355-6000

Mr. Warren Clifford, President

Beehive International is a substantial sized company with gross annual sales in excess of \$40 million. The company employs 100 in production and produces terminals and small business computers. Mr. Clifford mentioned a disk drive as a main bought in item. Beehive is a company that has looked into doing business in Canada but discovered a number of disadvantages and has therefore not pursued production there. Beehive is used to purchasing the peripherals and components it needs on the international as well as the domestic market. Currently, Mr. Clifford estimates he purchases 70 percent of his requirement in the United States and 30 percent from other sources. Beehive purchases mainly hardware as opposed to software. Despite Beehive's lack of success as a producer in Canada, the company has purchased in Canada and found the experience satisfactory. Mr. Clifford mentioned that he is interested in investigating new sources. He also mentioned that his company is interested in the possibility of some form of joint marketing activity with potential Canadian suppliers. Beehive products range in price from \$695 to \$15,000 and these products are currently sold in 49 different countries.

AMERICAN MICRO SYSTEMS

3800 Homestead Road
Santa Clara, CA 95051 (408) 246-0330

Mr. Bill Baker, Senior Vice President (Manufacturing)

American Micro Systems belongs to the Gould Group of companies with locations in Santa Clara, Idaho, Korea, Philippines and Austria. The company manufactures customer circuits, memories, micro processors, and connectors at its Homestead Road plant. Mr. Baker declined to supply any information on the products which the company purchases in but did say that American Micro Systems generally purchases the products direct from the manufacturer rather than the stocking distributor. Mr. Baker indicated that the quantities of components the company purchases are generally obtained at the most competitive prices and that the company purchases