

include Kennedy, NEC, Intelligent Shugart and Visual Technology. Typical products sold include word processors, telephone systems, optical systems and printers. The only imported products the company sells are printers (20 percent of X-Mark's printer sales are imported). Mr. Tousignant advised that the majority of his company's sales are for complete computer systems although, generally, they also look for sales of individual units. Seventy percent of all the company's sales are in the area of software and X-Mark does hold stock in some of the items it sells. Values for stocked items range from \$200 to \$13,000.

The company markets its products on the West Coast of the U.S.A., in Canada and Saudi Arabia. Four salesmen are employed. The government (Aerospace) and publishing were listed as key client groups. Mr. Tousignant mentioned that an important difference between East and West Coast markets was that in the East clients often prefer to construct computer systems they require from individual units, while on the West Coast, complete systems were usually preferred. Mr. Tousignant felt that there was an acute need for a high quality mid to upper priced mini computer. He felt that this was something that Canada was clearly capable of producing. However, he said that he felt Canadian companies were just not used to producing products in enough volume to make a consistent impression on the United States market and that, unlike other countries who could present a united front when entering a foreign market, there was a high degree of in-fighting between Canadian companies. Interested Canadian suppliers should contact Mr. Tousignant.

### **RPS ELECTRONICS INC.**

6230 Descanso Ave.  
Buena Park, CA 90620 (714) 521-5230

Mr. Scott Forbe, Marketing Manager

RPS Electronics is unusual insofar as the company was established in 1929. The company acts as a distributor for some manufacturers, as a turnkey systems supplier, as a consultant, and is also active in education and training programming. Mr. Forbe mentioned Texas Instruments and Data General Corporation as the lines that RPS currently represents. The company generally concentrates on sales of individual items rather than systems and only 5 percent of the items sold by the company are imported. These generally consist of Japanese chips; (Mr. Forbe is currently experiencing delivery problems). The company holds stock in some of the items it sells and these items are priced from as low as \$1 to as high as \$20,000. RPS expects full warranty service from the manufacturers whose products it sells. The company concentrates exclusively on the West Coast market territory, with a sales force of 19. Government, professional and manufacturing groups were listed amongst key clients. RPS could be interested in looking at new Canadian products providing they are compatible with the company's existing line-up but is not specifically looking for any products at

the current time. To date the company has not been involved with any Canadian suppliers.

### **NEW SYSTEM INC.**

2505 East Thomas Road, #9  
Phoenix, AZ 85016

Mr. Randall DeMarco, Vice President Marketing

New System Inc. represents Televideo, Data South, Okidata, OSM and MicroPro. The company concentrates primarily on sales of terminals, probe printers and word processors. To date less than 30 percent of the products the company sells have been imported and 40 percent of the company's sales are made up from complete systems sales. Currently, the company is also a substantial software supplier with 60 percent of its sales in the software area. New System does hold stock in the items it sells which range in price from \$850 to \$20,000. Mr. DeMarco mentioned a major market need for a processor with large multi-user capability in a CBM environment. The company specializes in the hotel industry on a national and an international basis. New System is interested in the possibility of looking at Canadian products and suggests that interested suppliers send a letter. The company could be interested in joint venture marketing with a Canadian company.

### **MODUTEST SYSTEMS INC.**

10632 North 21st Avenue, Suite 6  
Phoenix, AZ (602) 942-0365

Mr. Lothar Mueller, Vice President Marketing

Modutest is a company which both manufactures computer systems and also acts as a distributor. Mr. Mueller listed Victor and Texas Instruments among the companies whose products they represent. Actual items sold consist of large scale main frame computers, peripheral and small scale business computers and software. To date, none of these products has been imported. The company sells only complete systems. Sales are made up of 80 percent of hardware as opposed to software; no items are held in stock. Mr. Mueller listed power companies and professionals as amongst their major client groupings. The company markets its products on a national and on a limited European basis but does not employ any salesmen. Mr. Mueller could be interested in selected Canadian products in addition to his portfolio and has not hitherto purchased any Canadian products. He suggests that Canadian suppliers write to him. He is currently interested in electronic games and possibly other software.

### **CSS TELECOMMUNICATIONS**

2680 Bayshore Frontage Road  
Mountain View, CA 94043 (415) 964-4335

Mr. Stan Sitko, Vice President Marketing

CSS Telecommunications are manufacturers representatives and distributors. Companies represented