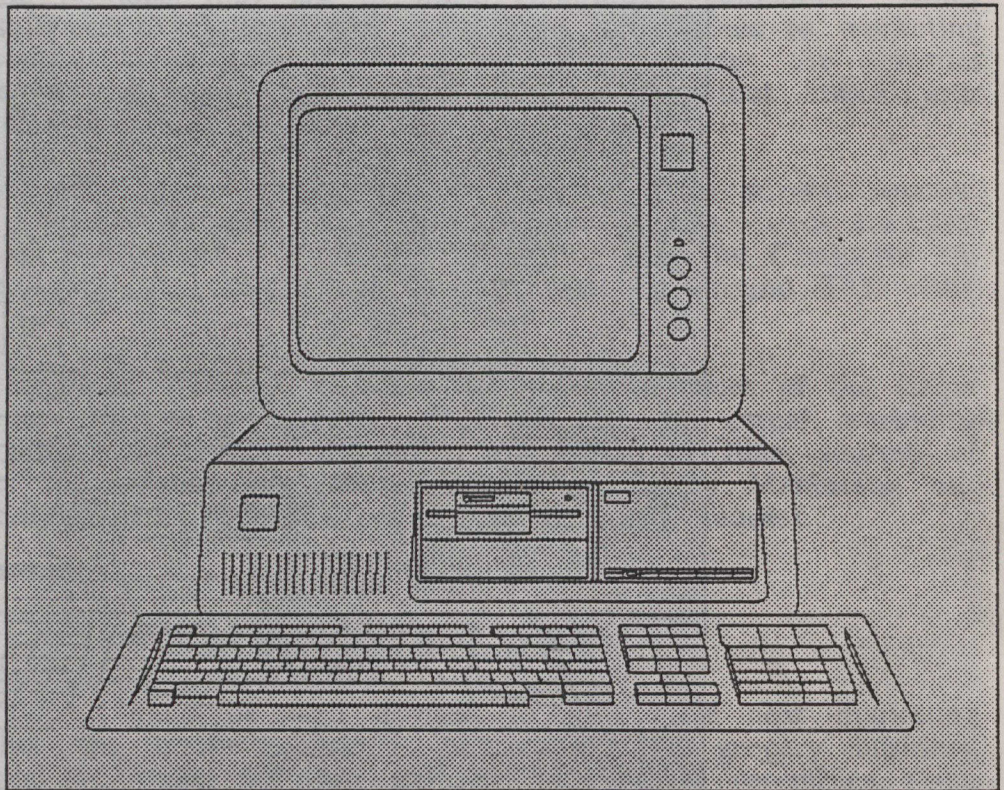


HOW TO DISTRIBUTE SOFTWARE IN THE USA

I. OBJECTIVES:

This report is a handbook of techniques for getting Canadian personal computer software into the appropriate distribution channel for the United States market. The market statistics included in this report will also help some mini and mainframe distributors to better service the growing overlap between their products and the increasingly powerful PC platform.

This report will offer general advice and guidelines about how to distribute software. Individual products may not fit these guidelines.



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January 29, 1990