

APPENDIX "C"
COMPANIES DISTRIBUTING
CANADIAN PRODUCTS

INTERNATIONAL DATA SOURCES

1020 Stewart Drive
Sunnyvale, CA 54086 (408) 738-3368

Sally Hood, Purchasing Manager

Distributes VMS and UNIX systems compatible package. Have had this package for about ten months, selling from \$9,995 to \$24,995. System has not been selling as well as comparable U.S. systems. Canadian support not adequate and Canadian principal does not advertise. Despite this, willing to look at other Canadian software packages. Initial contact was made at a trade show.

NORTH COUNTRY COMPUTER SERVICES, INC.

223 Meyers Avenue,
Escondido, CA 92025 (619) 745-6006

Jarod Cadi

Distributes Canadian networking software programs which have been very popular. North Country Computer Services believes this to be the best networking system on the market. Support level has been excellent. Afraid of being swamped by other Canadian suppliers. Original contact made at a trade show.

SYDNEY DATAPRODUCTS

315 Laurel Street
San Diego, CA 92101 (619) 231-1775

Jim Seagram, President

Sydney Dataproducts is a subsidiary of a Canadian software company selling fifty propriety lines of software which are selling well, and Epson hardware.

AXIS INC.

7825 Engineer Road
San Diego, CA 92111 (619) 560-7737

Barbara Paul, Product Manager

Distributes civil engineering package from Canadian supplier. Support levels have been excellent. Would like to talk to other software producers.

DELTA FARMING SYSTEMS

644 Main Street
Grand Junction, CO 81510 (303) 243-7439

Neil Havermale, Manager

Sells Canadian farm management package. Cost

to end-user ranges from \$600 to \$35,000. Average price is \$400 per module. Sales are going well and other distributors are now handling the product line. Support level excellent but deliveries can be slow due to border problems. Company recommends Canadians establish U.S. division to solve border problems.

BI INC.

2400 Central Avenue
Boulder, CO 80301 (303) 443-2825

Gary Carroll, President

Designs, manufactures and distributes electrical identification system for dairy industry. The company has Canadian investors. Buys board-level products, for example, Canadian custom integrated circuit. Maybe making a joint venture with Purina, Canada. Would like to meet any Canadian companies connected with agribusiness.

OMNICADD SYSTEMS

924 Westwood Boulevard
Westwood, CA 90024 (213) 824-4624

Charles Miller, Sales Manager

The company was distributing a turnkey CAD/CAM system from a Canadian company. The product was wonderful. Canadian principal unable to provide service support but business was growing rapidly when company went out of business. Interested in other specialist and preferably CAD/CAM systems.

MARKETING SERVICES COMPANY

201 South Anita Street
Orange, CA 92668 (714) 978-0721

Developing the market for Canadian microcomputer system which sells from \$35,000 to \$55,000. Sees an excellent market for this innovative new product. Initial contact was made by mail. Interested in other Canadian products.

MOMENTUM COMPUTERS

965 West Mod Avenue
Sunnyvale, CA 94086 (408) 245-4033

Rick Tippit, V.P. Operations