

month for hardware. Major customer groups consist of business and industrial companies, banks, insurance companies and professional organizations.

### **AMF GEO SPACE CORPORATION**

5803 Glenmont, PO Box 36374  
Houston, TX 77081 (713) 666-1611

Mr. Bruce A. Boyd, President

### **AMF, INCORPORATED**

777 Westchester Avenue  
White Plains, NY 10604

AMF is headquartered at White Plains, New York. We spoke to Mr. Boyd at the Houston location. AMF manufactures graphic equipment including sensor products, image recording systems (digital plotters and plotting systems), and data display units. The company's purchasing pattern for complete units is as follows: terminals (20 per year), disk drives (18 per year), tape drives (10 per year) and plotters (10 per year). AMF also purchases the following components: tape controllers (20 per year), multiplexer boards (20 per year) and miscellaneous PC board assemblies (40 per year). The bulk of the company's requirements are purchased locally in the United States. Price is a key selection criteria. The company purchases approximately two-thirds of its requirements direct from manufacturers and one-third from stocking distributors.

The company produces its own software system specifically to cater for the highly specialized needs of its clients. Mr. Boyd advised that AMF is developing a new line of equipment which will considerably increase the volume of items the company purchases. Mr. Boyd considers AMF is working with the major suppliers in his field who are in the main the leaders in technological development. However, he is interested in looking at new supply sources. To date, he has had no experience with Canadian companies. Mr. Boyd suggested Canadian companies should contact his purchasing department and they would then be put in touch with corporate engineering. AMF markets their products on a world wide basis with an annual turnover in the vicinity of \$20 million. The company handles all of its own sales directly and products range in price from \$8 to \$5 million.

### **AMDAHL CORPORATION**

1250 East Arques Avenue  
Sunnyvale, CA 94086 (408) 746-6000

Mr. Vern Smith, Vice President Manufacturing

Amdahl Corporation had gross annual sales in excess of \$300 million in 1981. In that year, Amdahl achieved a 2 percent share of the mainframe computer market. Amdahl Corporation manufactures computer systems, disk equipment, and data communications equipment. Mr. Smith advised that Amdahl purchases a number of complete items

including front end processors - 200 units/year; and disk storage subsystems - approximately 2,000 units/year. In addition, the company is a major component purchaser and buys \$50 million of semi-conductors, \$18 million of printed circuit boards, \$6 million of connectors, \$8-9 million of back panels, \$3-5 million of cable assemblies and \$16 million of pre-packaged power supplies each year.

Amdahl does not supply any software with its computer systems. The company buys 40 percent of its requirements in Japan and has a strong relationship with Fujitsu. The remaining 60 percent is purchased in the United States. Mr. Smith advised that Amdahl is, however, becoming increasingly inclined to buy its requirements close to its home base. He also said that his company sources its requirements from a number of different manufacturers. For this reason there may be business for Canadian suppliers. Amdahl has had experience with one Canadian source, whom it considered to be extremely reliable.

Amdahl markets its products on a world wide basis. The company's products range from \$1.5 million to \$4.5 million. It is expected that Amdahl's top priced product will shortly sell for in excess of \$6 million. The company finds a great number of its clients among the Fortune 1000 companies. Interested Canadian companies should contact Mr. Bill Jastrow, Director of Purchasing. Mr. Jastrow mentioned that Amdahl had recently contacted a number of companies in Japan, England and Canada and had asked them to bid for a contract to supply printed circuit boards with a high standard of tolerance. Bids have been received from all three countries but, Mr. Jastrow pointed out, only five of the twelve Canadian companies he had contacted had responded. Mr. Jastrow felt that four of the five Canadian companies had either substantially overpriced their bids or had requested that Amdahl should reduce their required tolerances. Only one Canadian company was attempting to meet the bid in terms of quality and price.

### **TELECOM TERMINAL SYSTEMS**

3903 Grand View Boulevard  
Los Angeles, CA 90066 (213) 390-9494

Mr. Len Winters, Vice President Marketing and Sales

Telecom Terminals is a relatively small company with a turnover in the vicinity of \$2 million. The company produces communications equipment which consists mainly of telex, twix, and airline reservation systems equipment. Mr. Len Winters V.P. of marketing and sales advised that the company purchases printers and CRTs to supplement its own production, while components purchased consist of microprocessors, chips and several others. Telecom produces its own software exclusively but buys in the products it needs from both manufacturers and stocking distributors. Pricing is considered a critical element in all purchases. The company is experiencing some pricing difficulties with some of the components or complete products it buys at present. Telecom has purchased both local and imported products but