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Regional Foreign Direct Investment Review

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Executive Summary

This report summarizes the available data on foreign direct investment (FDI) inflows into the Middle East region, and provides information that can help the Palestinian Investment Promotion Agency (PIPA) target firms for investment promotion. The goal of this document is to better inform PIPA about regional FDI trends and guide their strategic planning for active and successful investment promotion activities.

For this analysis regional investment activity was reviewed in detail for three sectors - information technology (IT), apparel manufacturing, and stone and marble - based on the previously completed Investor Targeting Strategy (ITS) completed by The Services Group in 1999. While general trends in the broader Middle East are reflected in this analysis, the review focused on group of countries in the region that represent a range of levels of economic development. These countries can be seen as both competitors for FDI in the sectors chosen as well as potential partners in business ventures and sources of FDI. The countries examined in detail for this review are Egypt, Israel, Jordan, Lebanon, Syria, Turkey, the United Arab Emirates, West Bank and Gaza (WBG), and Yemen.

I. National-Level Analysis: Global Trends in Foreign Direct Investment

As elaborated later in this review, factors that affect FDI at three levels - national, industry, and corporate - are analyzed to determine investment trends. The first level focuses on individual countries as factors in attracting or producing FDI flows. Since the early 1990s foreign direct investment has grown substantially worldwide, but some countries and regions fare better at capturing this FDI than others. At the same time, more and more countries are competing for FDI, making competition increasingly intense. Inflows of foreign direct investment reached US \$1.3 trillion by the end of 2000, but when final the data is compiled FDI is expected to show a decline for 2001. Developed countries captured approximately 70% of foreign direct investment in 1998 and over 75% in 2000. The United Kingdom and the United States have consistently led all other countries as both sources of and hosts for foreign direct investment, and in 2000 they along with France, Belgium/Luxembourg, and the Netherlands were among the world's top five sources of FDI. Thus, when considering where to turn to for investment capital, PIPA cannot ignore the traditional capital exporting countries, including those of the European Union as well as the U.S.

Although developed countries receive a greater share of investment capital than the rest of the world, over the past 15 years more countries have received FDI and at greater amounts than in the mid-1980s. The number of developing countries that received US \$1 billion or more in FDI increased from 6 in 1985 to 23 by 1999.¹ The United Nations' latest estimates are that the Arab world attracts approximately 1% of total world FDI, or almost US \$9 billion. The majority of this FDI comes from developed countries, and much of it is targeted toward the hydrocarbon sector. Indeed, historical trends suggest that compared to most other regions the Middle East captures less intra-regional FDI and has had difficulty attracting investment in non-extractive industries. Given the specific economic and political difficulties that presently beset the West Bank and Gaza - and the relative lack of oil and natural gas reserves - these trends suggest that PIPA's investment promotion efforts will be challenging.

¹ United Nations Trade and Development Agency, *World Investment Report 2001: Promoting Linkages*, pg. xv.

But knowing what the regional landscape is like for FDI - and what factors are likely to deter or attract would-be investors - will inform PIPA's investment promotion strategy. Furthermore, there are some positive signs for the Middle East's prospects of attracting FDI. As table E.1 suggests, most of the countries considered for this study have witnessed an average annual growth in FDI of over 10% year-on-year from 1986-2000.

Table E.1: Average Annual FDI Growth Rate, 1986-2000

30%+ Growth	20-29.9% Growth	10-19.9% Growth	0-9.9% Growth	Declining Growth
Jordan	Israel	Turkey	Egypt	UAE
	Lebanon	Yemen	Syria	

Source: UNCTAD, *World Investment Report 2001: Promoting Linkages*, pg. 10.

The Arab League reported that between 1985-1998, pan-Arab FDI totaled US \$11 billion and US \$2.25 billion in 1998 alone. Hence, while the developing countries of the West and Japan should be considered as primary targets for investment promotion activities, PIPA should also continue to look for FDI from the Arab world. Not only is there considerable sympathy for the plight of the Palestinians and greater familiarity with the West Bank and Gaza and the regional market, but the growth in pan-Arab investment is encouraging.

National Policy Context for Attracting Foreign Direct Investment

There are several reasons for the trends noted above. As a general rule, the countries in the region continue to maintain policies that inhibit inflows of private investment, including supporting a large amount of public ownership of economic activity, maintaining trade regimes with high and uneven tariffs, keeping sectors of their economies closed to private investment, and imposing relatively high bureaucratic costs to doing business. The World Bank suggests that there is a direct correlation to the progress of macroeconomic reforms and the inflow of FDI, and notes that overall foreign investment rose noticeably in the Middle East and North Africa during the 1990s as many states solidified reform efforts. Those countries that have liberalized most completely, all things being equal, have received more FDI than countries that remain closed.

But openness for foreign investment is only one consideration in analyzing the region's relative paucity of FDI. The Economist Intelligence Unit (EIU) recently ranked several Middle Eastern countries toward the lower end of the spectrum in terms of the attractiveness of the overall business environment. Table E.2 summarizes the performance of several Middle Eastern countries in the EIU's survey in terms of ranking (with a score of 1 being the best of 60 countries and 60 being the worst) and value within a corresponding ten-point scale (with 1 being the worst business environment and 10 being the best). In the EIU's model risk – which includes political, financial, legal, and administrative dimensions – is a major weakness of the region as a whole. The EIU's projections through 2004 are based on a qualitative assessment of each country's sincerity and progress in making pro-business macroeconomic reforms, general economic stability (including such projections as future inflation rates and ability to pay down national debt), and political stability.

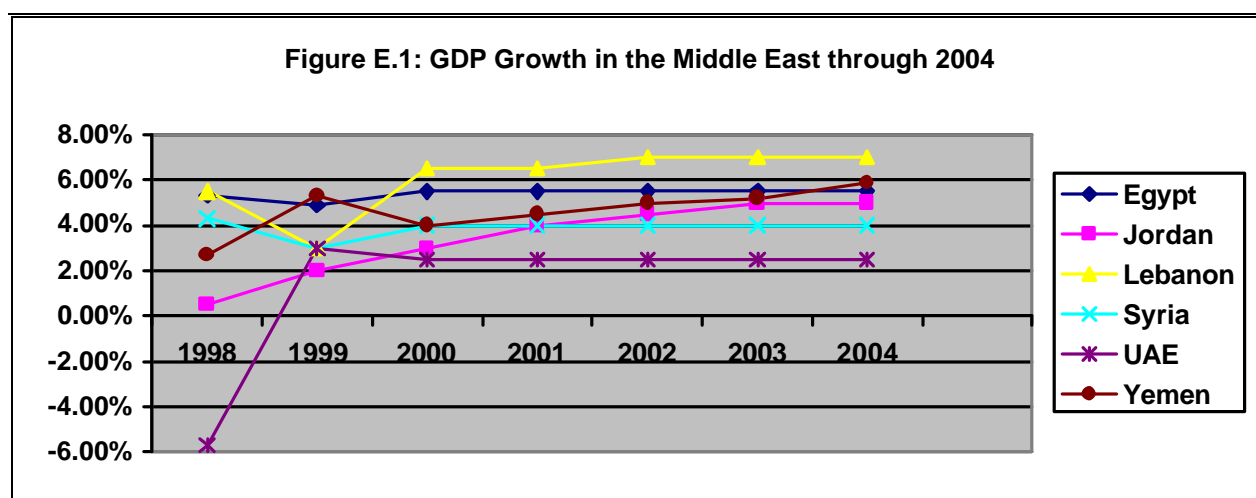
Table E.2: EIU Business Environment Rankings for Selected Middle Eastern Countries

Country	Overall Ranking (out of 60 Countries)		Index Value (from 1 to 10)	
	1995-99	2000-04	1995-99	2000-04
Israel	27	25	6.50	7.49
Turkey	37	41	5.54	6.06
Egypt	41	42	5.44	5.98
Saudi Arabia	42	45	5.39	5.92
Algeria	56	55	3.79	4.95
Iran	58	59	3.09	3.74
Iraq	60	60	1.82	2.04

Source: EIU Country Forecasts.

There are conflicting conclusions about how strongly and precisely GDP growth follows increases in FDI, but both indicators attest to the dynamism of an economy. Most Middle Eastern countries, including Jordan and Syria, experienced higher growth rates in the last decade than was recorded in the 1980s, but a few like Egypt and Turkey saw overall declines compared to growth during the previous decade. In the West Bank and Gaza, GDP declined precipitously during the first *intifada* in the late 1980s and also from 1993-97. The main reasons for this were direct disruptions caused by civil unrest, Israeli retaliations and border closings, the loss of remittances from Palestinians expelled from the Gulf for supporting the Iraqis in the Gulf War, and a 30% reduction in the number of Israeli work permits issued.² In 2000, the WBG's GDP was estimated at US \$4-4.5 billion.

World Bank estimates suggest that the oil producing economies grew at average rates of 2.5—3.0% in 2001, whereas the more diversified economies, including Egypt, Jordan, Syria, and Turkey, should see higher rates of economic growth in the range of 4.0%. Figure E.1 summarizes GDP growth in selected Middle Eastern countries over the past three years, with projections through 2004.³



Source: The World Bank.

² U.S. Department of Commerce, *FY 2000 Country Commercial Guide for the West Bank and Gaza*, pg. 6.

³ These projections were calculated prior to the September 11 terrorist attack in the United States, and to date there is little consensus or surety about the longer-term economic implications of these acts. Further, reliable and statistically comparable data for the WBG was unavailable.

II. Industry-Level Analysis: Sectoral Dynamics and Foreign Direct Investment

In response to a need to increase the rate of job creation, much of the Middle East has seen FDI diversify beyond established sectors like hydrocarbons and agriculture in the past 10-15 years. While investment in oil and gas remains robust, FDI has increasingly come in new areas in the manufacturing and services sectors, including apparel making and various activities related to information technology. Many of the region's countries have also witnessed an increasing amount of FDI committed to value-added investment, as when investment shifts from traditional farming to food processing.

Information Technology

As noted in chapter three, which focuses in depth on the IT sector, while small overall compared to Asia, North America, and Europe, the Middle Eastern market has posted strong rates of growth in various indices related to the IT sector, including general demand for goods and services, internet usage, and telecommunications demand. Two critical considerations for the IT sector at present are the global slowdown in demand for most products and services and managing an existing oversupply of products. Investment in IT has decreased significantly over the past 18 months, and the IT sector has yet to recover. Many of the investors interviewed noted that at present few major overseas investments were planned until economic circumstances changed.

While the cost and quality of local labor, English language ability, and proximity to universities and research centers offer the WBG an advantage over regional competitors, other factors make the WBG less attractive. These advantages and disadvantages are explored more thoroughly in Chapter 3.

Apparel Manufacturing

As summarized more thoroughly in Chapter 4, FDI in the apparel-manufacturing sector in the Middle East continues to grow, especially among countries that have preferential access to the lucrative U.S. and EU markets. Although generally water-intensive, the related textiles manufacturing sector, including both synthetic and natural products, is also a significant sector in the Middle East. Apparel manufacture tends to be labor intensive, have low barriers to market entry, and be fairly sensitive to demand among large consumer markets and price competition.

Market entry to the U.S. and Europe may be a major advantage for the WBG given its trade pacts. There is also potential for Jordanian producers to develop partnerships that would enable them to access the U.S. market duty free under the Qualifying Industrial Zone (QIZ) program. PIPA can successfully tout the skills and experience of the local workforce as part of any future promotional campaigns for the sector. But given some of its disadvantages and the success of Egypt and Jordan, which are both lower-wage countries, in attracting FDI in the apparel and textile sector the WBG will face strong regional competition.

Stone and Marble

As for any commodity, demand and market price are critical considerations affecting new investment in production in the stone and marble sector. Due to the sheer weight of stone and marble, proximity to market and shipping costs are important considerations, in making an investment in the sector viable, as is the cost of the land from which the stone is quarried. The

stone and marble sector generally looks to the construction sector for predictive indicators of demand for its product.

As discussed in Chapter 5, the high domestic demand and potential for increased exports for Palestinian stone presents a good opportunity for investment in the stone cutting and finishing sector within WBG once peace returns to the region and unfettered import and export activity resumes. There are ample raw materials, and the distance between quarries and potential cutting and finishing workshops is minimal, likely nullifying the negative impact of the poor quality of the road network in some parts of the WBG.

III. Corporate Level Analysis: Modes of Investment

The mode through which a foreign company or entrepreneur invests are dependent in large measure on the business strategy, firm size and capacity, supply chain dynamics, industry structure, and other factors. However, as noted previously, a country's investment environment and legal regime also determine an investor's options for investment. As a general rule, foreign investors want to exercise the maximum amount of control over their business and prefer regimes that allow 100% ownership, free repatriation of profits, and unfettered decision-making power related to staffing. Further, many investors prefer to invest in markets where all levels of the supply and service chain are open to foreign and private participation, and as a result countries that declare certain business activities to be off-limits to FDI often find that such prohibitions create negative spillover effects in related business sectors. The Palestinian Authority's reforms aimed at increasing transparency and private sector participation in the economy can only assist in creating a favorable climate to investment compared to some of its neighbors, and during its active promotional phase PIPA should clearly identify and market these advantages.

In the Middle East several forms of foreign direct investment are predominant. In the past decade, the Middle East has seen significant investment through **joint ventures** with an existing corporate partner in the host country and new, **greenfield investments**, which can include local partners or not. Public-private partnerships, often as the result of **privatization**, have also been a significant mode of investment in the region. Outright corporate **acquisitions**, while common in much of the rest of the world, are comparatively infrequent in the Middle East. Table E.3 summarizes the number of each major investment by type, including the host and source countries, based on a literature search conducted for this assessment. Chapter 2 offers more detail on the specific investments counted for this summary.

Table E.3: Announced Investments by Type, Source, and Recipient, 1999-2002

Investment Type	Number	Source Countries	Recipient Countries
2002			
Joint Venture	4	Austria, Canada, Italy, Jordan, U.K.	Egypt, Syria, Yemen
Greenfield	12	Bahrain, Egypt, France, Iran, Lebanon, Oman, Saudi Arabia, Taiwan, U.K.	Egypt, Jordan, Syria, Turkey, UAE
Privatization	2	China, Germany, Italy, UAE	UAE, Yemen

2001			
Joint Venture	17	Austria, Denmark, France, Germany, Greece, Japan, Kuwait, Lebanon, Norway, Oman, Saudi Arabia, U.K., U.S.A.	Egypt, Israel, Jordan, Saudi Arabia, Syria, Turkey, UAE, Yemen
Greenfield	13	Egypt, India, Indonesia, Israel, Kuwait, Saudi Arabia, Switzerland, UAE, U.S.A.	Egypt, Jordan, Lebanon, Syria, Turkey UAE
Privatization	7	Australia, Austria, Canada, Denmark, Spain, U.K., U.S.A.	Egypt, Jordan, Syria, UAE, Yemen
Acquisition	2	Mauritius, Saudi Arabia	Egypt
2000			
Joint Venture	16	Bahrain, Egypt, Finland, France, Germany, India, Italy, Jordan, U.S.A.	Egypt, Jordan, Lebanon, Turkey, UAE
Greenfield	4	India, Saudi Arabia, Taiwan, U.S.A.	Egypt, Jordan, UAE
Privatization	2	Belgium, Germany	Egypt, Jordan
Acquisition	2	France, Switzerland	Jordan, Lebanon
1999			
Joint Venture	4	Finland, France	Egypt, Jordan, Lebanon, Turkey
Greenfield	2	Saudi Arabia, U.S.A.	Egypt, Jordan
Privatization	1	Germany	Egypt
Acquisition	1	France	Jordan

Reliable data on the **employment** generated by each of these investments is hard to obtain, but data exists for certain sectors and certain announced or operating ventures. For example, industries like apparel and textiles tend to require small capital investment and are labor intensive, whereas the typical hydrocarbon project requires a large amount of capital but relatively few jobs are created. Based on announced investment and employment levels, the average apparel and textile plant in Egypt and Jordan employs roughly 1,000 people for every US \$10-15 million invested. In some oil sector projects, more than US \$500,000 is invested for every job created. A study of food processing companies in the Gulf States revealed that the average investment was US \$6 million and employed 80 workers. By 2006 Jordanian officials have estimated that tourism investments in Aqaba will reach US \$450 million and employ 5,000 people, or equaling US \$90,000 of investment capital per job created. Yemen's Aden Free Zone Authority has calculated that one job is created for every \$35,000 invested.⁴

IV. The Current Economic Climate and Implications for FDI

The long-term impact of the September terrorist attacks in the United States and subsequent military action is hard to assess, but there is wide consensus that they have delayed economic recovery in the U.S. and elsewhere. Indeed, investors in several sectors confided to TSG that future investment decisions, especially in the Middle East and some other emerging markets, are being reviewed. Further, it seems that the general global economic malaise will continue to

⁴ IPR Strategic Business Information Database, "480 Projects Licensed in Aden Free Zone," November 22, 2001.

discourage companies from investing in new capacity in most sectors. With some exceptions, economic growth has slowed in Europe, Asia, and Latin America over the past 18 months, so some traditional FDI source countries may be facing difficult economic circumstances that are likely to deter new investment abroad.

Yet every sector responds to a particular set of dynamics in a given economy. Hence, while some sectors, such as telecommunications and tourism, are likely to face a prolonged period of declining sales and corporate contraction, other sectors, such as durable goods and automobiles, have witnessed fairly strong demand. While the IT industry is facing a significant slump in much of the world, demand in the Middle East remains strong. While investors in some sectors have announced a suspension in new investments in the Middle East, many investors that are already established in the region have publicly stated that they intend to remain vested in their business activities. Indeed, in the oil, gas, and petrochemicals sectors there are clear indications that investment is likely to increase regardless of near-term political and economic uncertainties. As it develops a strategy to target individual investors for investment promotional campaigns, PIPA will need to weigh the macroeconomic and sectoral dynamics that influence firm investment decisions.

For the West Bank and Gaza the continuation of violence, destruction of property in the WBG, and border closings will continue to depress foreign investor interest in most sectors. Added to this is a new general sense of fear related to the targeting of U.S. and European citizens and assets abroad. Caution about the safety of personnel and property is expressed most frequently among U.S. companies, but several European firms have also indicated that future investments are likely to be reviewed for economic viability in an insecure global economic climate as well as political risk. Yet, the WBG has successfully attracted FDI in the past from regional as well as European and U.S. companies in times of relative peace. In addition, during the pre-*intifada* period, substantial investment and expertise came into WBG with returning Diaspora Palestinians, who should continue to be targeted for investment into the West Bank and Gaza.

Clearly, perceptions of political risk, particularly among U.S. and European investors, are challenges that may be hard to overcome for Middle Eastern countries in general and the West Bank and Gaza in particular. The Palestinian-Israeli conflict has limited investor interest in the WBG for many years, but the recent attacks in the U.S. and lingering fears of future attacks against American nationals and interests will add a new and unprecedented doubt in the minds of many Western investors and make securing personal visits to the WBG less likely. Companies already familiar with the region are likely to be more productive contacts than new firms. Additionally, under present circumstances, a reduction in competition from North American, European, and Asian firms may provide Middle Eastern companies with more leverage in capturing investment opportunities in the West Bank and Gaza. PIPA's challenge is to craft a realistic and pro-active investment promotion strategy given the realities of a global economic downturn, discouraging dynamics within some of the industries targeted, and the current climate of violence that increases individual firm's assessment of the WBG's risk.

Chapter 1: Introduction and Methodology

This report summarizes the available data on foreign direct investment inflows into the Middle East region, and provides information that can help the Palestinian Investment Promotion Agency target firms for investment promotion. For the purposes of this FDI review, TSG researched the following Middle Eastern markets:

- Egypt;
- Israel;
- Jordan;
- Lebanon;
- Syria;
- Turkey;
- United Arab Emirates (UAE);
- West Bank and Gaza; and
- Yemen.

Specifically, this report presents:

- General investment trends in the region over the past ten years;
- Specific announced FDI projects for a basket of countries over the past three years;
- The preferred modes of investment by firms;
- Specific sectoral trends and market characteristics pertaining to three priority sectors for investment in the West Bank and Gaza; and
- Market intelligence, including FDI factor requirements, gleaned from industry analysis and interviews with business representatives in the selected sectors.

The goal of this document is to better inform PIPA about regional FDI trends and guide the organization's strategic planning for active and successful investment promotion activities.

I. Review of the Palestinian Investor Targeting Strategy

The starting point of this research is the previously concluded Investor Targeting Strategy, one major objective of which was to identify industries that can be promoted to the international investor marketplace beginning in 1999.⁵ The sectors identified as possible targets for investment promotion were chosen based on a comparative analysis of the WBG's investment climate in relation to regional competitors. Specific criteria used to assess the West Bank and Gaza's relative attractiveness to investors include:

- Access to markets
- Political risk
- Investment environment, including taxation and investment incentives
- Human resources
- Transportation facilities
- Utilities, including electricity, water, and waste disposal

⁵ Like the ITS, the assumptions related to the viability of active investment promotion in this FDI review are predicated on the resumption of political stability and the end of Israeli closures.

- Telecommunications
- Access to capital

As summarized in table 1.1, the Investor Targeting Strategy determined that in several ways the West Bank and Gaza was competitive with regional investment destination, but needed to make improvements in other areas. These general competitive factors will be discussed in more detail as they relate to investment in the sectors selected for this review.

Table 1.1: Comparative Benchmarking Summary

COMPETITIVE	UNCOMPETITIVE
<ul style="list-style-type: none"> ▪ Preferential market access to U.S., Europe and region, though access shared by others as well ▪ Availability of high-skilled, productive workforce – more productive than Egypt, Jordan, Turkey and Dubai ▪ High-skilled labor costs – competitive with others in region ▪ Port Infrastructure and Facilities (Haifa & Ashdod) – high quality comparable with others in region ▪ Airport Infrastructure and Facilities (Ben Gurion) – high quality comparable with others in region ▪ Power Infrastructure (thru Israeli grid) – high quality comparable with others in region ▪ Telecommunications Infrastructure – on par with Egypt and Jordan, though not competitive with Israel 	<ul style="list-style-type: none"> ▪ Political Risk – higher perceived risk than others in region due to uncertain political status ▪ Import/Export Procedures – longer delays than others in region ▪ Lower-skilled labor costs – though lower than Israel and Turkey, significantly higher than Egypt and Jordan ▪ Cost of Electricity – higher than other locations ▪ Cost of Air Transport – higher than Jordan, Egypt and Dubai ▪ Cost of Advanced Telecommunications – higher than others for advanced services ▪ Cost of Land and Building – higher than Israel, Jordan, Egypt and Turkey
<ul style="list-style-type: none"> ▪ Access to Capital – potential access to capital markets is growing but not competitive with Israel 	<ul style="list-style-type: none"> ▪ Cost of Water – higher than all other locations, except Jordan
<ul style="list-style-type: none"> ▪ Sea Transport Costs – among lowest in region 	<ul style="list-style-type: none"> ▪ Water Infrastructure – water shortages shared by Israel and Jordan ▪ Investment Incentives – benefits restricted by lack of double taxation agreements

Source: TSG Investor Targeting Strategy, 1999.

Based on these advantages and after a two-step screening process the following sectors were considered the most immediately viable for investment promotion in the near term:

- Apparel Manufacturing;
- Call Centers;
- Consumer Electronics and Electrical Appliances;
- Logistics for Cut Flowers;
- Data Conversion;
- Olive Oil and Related Products;
- Plastic Products;
- Software Development; and
- Stone and Marble.

As a follow-on activity, this Regional Foreign Direct Investment Review was structured to provide both general data on FDI trends in the region as well as a more focused analysis of investment and investor feedback in three of the previously chosen sectors. For this analysis investment activity was reviewed for three sectors based on the previous Investor Targeting Strategy. The sectors chose for particular focus are as follows:

- Data Conversion and Software Development (hereafter referred to as Information Technology);
- Apparel Manufacturing; and
- Stone and Marble

More detailed commentary related to these competitive advantages and disadvantages, and some specific factor costs, are included in the three individual chapters devoted to the sectoral analysis of FDI trends for these sectors.

As expressed in table 1.2, for IT related activities the original ITS predicted that national sources of investment would include the U.S., Israel, U.K., and Germany. Foreign direct investment in apparel was expected from several European (Italy, France, and the United Kingdom), Asian (Hong Kong, South Korea, and Taiwan), and Middle Eastern countries (Israel and the UAE). For the stone and marble sector, Italy and Spain were targeted. The Palestinian Diaspora was to be targeted for all sectors.

Table 1.2: Summary Matrix of Countries Targeted for Investment Promotion

Industry Sector	Target Activities	Target Markets
Apparel	High-end apparel in the following categories: <ul style="list-style-type: none"> ▪ Trousers of woven textile fabrics; ▪ Shirts of woven textile fabrics; ▪ Women's or girls' blouses of knitted or crocheted textile fabrics; ▪ Women's or girls' lingerie, brassieres, panties, etc. of woven, knitted or crocheted textile fabrics; and ▪ Sweaters, knitted or crocheted. 	<ul style="list-style-type: none"> ▪ Israel, UAE ▪ Italy, France, UK ▪ China/Hong Kong, South Korea, Taiwan ▪ Palestinian Diaspora
Call Centers	<ul style="list-style-type: none"> ▪ Inbound telemarketing (customer service) ▪ Technical help desk services 	<ul style="list-style-type: none"> ▪ Israel (including Israel-based multinationals) ▪ U.S. ▪ Palestinian Diaspora
Data Conversion	<ul style="list-style-type: none"> ▪ Data entry ▪ Vector conversion 	<ul style="list-style-type: none"> ▪ Israel (including Israel-based multinationals) ▪ Palestinian Diaspora
Software Development	<ul style="list-style-type: none"> ▪ Offshore programming of packaged and customized software ▪ Arabization/conversion of packaged software 	<ul style="list-style-type: none"> ▪ Israel (including Israel-based multinationals) ▪ U.S. ▪ UK, Germany ▪ Palestinian Diaspora
Stone & Marble	<ul style="list-style-type: none"> ▪ Cutting and finishing of high-quality dimension stones 	<ul style="list-style-type: none"> ▪ Italy, Spain

This analysis has confirmed these countries as choices for investment promotion once peace and stability has returned to the region. The first-tier countries already identified will offer the most promising markets to explore for FDI. However, based on an examination of the global

players in these sectors, some additional target countries have been added for consideration as second-tier investors. For example, in the IT sector in addition to Israel, the U.S., the U.K., and Germany, PIPA should also consider Sweden, Canada, Denmark, Norway, Japan, India, Finland, France, and Spain as second-tier countries for eventual investment promotion. In the apparel sector, in addition to Israel, the UAE, France, Italy, the U.K., China/Hong Kong, South Korea, and Taiwan, Germany, Japan, and Spain are all home to more than 25 of the world's top apparel manufacturers. In the stone and marble sector, in addition to Italy and Spain, PIPA should explore contacting companies from China, India, Germany, Saudi Arabia, South Africa, the UAE, and the U.S.

II. Regional Foreign Direct Investment Review Methodology

TSG identifies foreign direct investment sources by using a three-tiered analytic framework. This framework examines FDI at the national, industry, and firm-specific level. This analysis is then crosschecked against global and industry-specific economic trends as well as other factors that drive investment, including political and cultural relationships. The decision-making criteria for individual firms can be numerous and subsequent research would be required to model all of the factors that determine a given corporate executive's investment location choices, but this approach forms a logical starting point for PIPA to begin to focus its investment promotion campaign.

At the **national level**, a review of published data reveals which countries have consistently led the world as sources of FDI and what national level policies encourage or inhibit investment from abroad. As such, this review answers a simple question: what countries account for the majority of the world's foreign direct investment. As expected, in the past decade over 70% of FDI has come from the wealthy industrialized countries in Europe as well as the United States, Canada, and Japan. The national level analysis also considers the policy context that determines where FDI is likely to flow based on recipient-country policy regimes and economic conditions.

At the **industry level**, the analytic approach identifies which countries' corporate leaders dominate the sectors selected and what sector-specific dynamics influence investment. While the United Kingdom, the United States, and France may be among the world's leading sources of FDI in total, it is important to confirm that these countries are relevant as potential investors within the targeted sectors. In many industries, countries that may be second-tier sources of FDI overall will figure prominently within certain sectors. It is the larger firms, measured by revenue, that tend to have the resources, management capacity, supply chain and marketing needs, and strategic interest to invest outside of their home country. Therefore, during an active promotional phase PIPA will want to identify the industry leaders in the sectors chosen for investment promotion. A pattern that readily emerges is that in many industries U.S. and European companies tend to dominate among the largest firms. Indeed, 91 of the world's top 100 non-financial multinational corporations are headquartered in the EU, U.S., or Japan. The world's largest companies are most often in electronics and electrical industries, motor vehicles, petroleum exploration and distribution, and food and beverages. To illustrate the methodology lists of the top companies in the prepackaged software, computer programming, apparel manufacturing, and dimension stone are included as Annexes A.1, A.2, A.3, and A.4. As PIPA moves toward a more active promotional phase, future research will be needed to expand these

company lists to ensure that the Standard Industry Classification Codes (SIC) chosen appropriately reflect the economic activities targeted for promotion.⁶

Finally, at the **corporate level** this review notes what modes of investment are most popular among companies that have invested recently in the Middle East and which companies have demonstrated regional interest and experience. A broad literature search, encompassing more than 1,000 articles from regional, national, and international business media and government publications identified announced FDI projects at the firm level over the past three years. Traced investments include joint ventures, new (“greenfield”) projects, outright acquisitions, and public-private partnerships between foreign corporations and domestic governments or companies. TSG included public-private partnerships in order to capture the entire universe of activities that involve the commitment of investment capital in the region. This data is useful not only in providing the names of specific companies that have made the decision to invest in the region, but also in revealing the typical modes of investment. Knowing how companies prefer to invest can help PIPA market to the strengths of the West Bank and Gaza as well as advocate for further changes in the regulatory environment in the WBG. At the firm level, it is also important to consider factor requirements and market intelligence gathered from industry representatives sectoral and analysts. This information will indicate what criteria investors apply when making location decisions. Details on factor requirements and industry intelligence are referenced at the conclusion of each sector-specific chapter.

The conclusions reached by this three-tiered analysis were then reviewed to consider sector-specific and general economic trends that might have an influence on investment. Company executives, industry analysts, business association representatives, and others in the U.S., Europe, and the Middle East were interviewed to help solidify this analysis. In total, over 30 interviews were conducted in the West Bank and Gaza and abroad. Among the most important factors that will negatively affect FDI in the near-term is continued political tension and violence in the West Bank and Gaza as well as a cessation of negotiations that would lead to freedom of movement within the Palestinian-controlled areas. The global economic malaise, the impact of the September terrorist attacks in the U.S. on FDI from the West to the Middle East, and the dynamics within certain sectors will also have an impact on investment.

Other Investment Mechanisms

This study concentrated only on FDI, but a few brief observations on other modes of investment can be offered to complete the overall picture of investment in the region. The volume of **portfolio investment** and its share of total investment in the Middle East are also much less significant than in the Americas, Asia-Pacific region, and Europe. Available data suggests that most of the investment in the region’s stock markets is national or intraregional in nature. The Israeli stock market may be the exception to this generalization. The region’s stock markets tend to be highly sensitive to oil prices, as many listed companies are engaged in hydrocarbon-related activities. The more significant markets in Egypt and Israel are also sensitive to political events, and the on-going *intifada* continues to suppress share values. The lack of a well-functioning stock market can negatively impact corporate financial operations, and may deter some investors. Israeli firms, many of which are listed on U.S. stock markets, seem to attract more portfolio investment than FDI through joint ventures.

⁶ For example, in regard to the stone and marble sector, which includes activities related to quarrying, finishing, and manufacturing, the SIC code chosen to illustrate the TSG approach (SIC Code 1411- Dimension Stone) would only capture some of the companies that should be targeted for investment promotion. Companies classified under other SIC Codes, including those for miscellaneous mining and construction materials, may also be considered.

Similarly, while increasing throughout the region **franchising** is largely peripheral to this exercise. Yet franchising, which typically involves a foreign investment in training, production, merchandising, and occasionally start-up capital in return for either an up-front licensing fee or a regular share of revenues, has increased in the region since 1991, particularly among food service industries. The proliferation of service industries, including popular Western restaurant companies like Baskin Robbins, Burger King, Dunkin Donuts, Fuddruckers, Kentucky Fried Chicken, Kinko's, McDonald's, Popeye's, Pizza Hut, and Subway, attest to the success of this business strategy. In WBG, at least two U.S. food companies – Checkers and Popeye's – have established franchises and both Pepsi and Coca-Cola have franchise-like relationships for bottling facilities.

Finally, **informal sector investment**, which is notoriously hard to measure, remains an important part of the Palestinian economy, especially among families that receive remittances from abroad. While there are some credible estimates of how much money is sent back to Palestine from overseas workers, it is difficult to characterize how these funds are used once in the WBG and how much is invested, saved, or used for consumption. In many countries informal sector investment among family members, social networks, or business colleagues has a significant impact on the economy. For the purpose of this analysis, however, the informal sector is excluded.

III. Data Sources and Research Period

The methodology for identifying the origins of FDI in the Middle East FDI involved the consultation of several data sources. The analysis began with reports published by multilateral and government agencies, including the United Nations, the World Bank, and the U.S. government, concerned with the origin and destination of global foreign direct investment. Several publications of the Palestinian Authority and Palestinian consulting firms were also reviewed for specific data on the economy of the WBG. For a ten-year period from 1991 to 2001 the TSG team reviewed reported inward foreign investment activity in the Middle East, and noted broad-based trends and policy changes that have affected investment. The consultants identified announced investments through research on electronic databases, library networks, and industry publications.⁷

The research for this review was conducted from August through December, 2001.

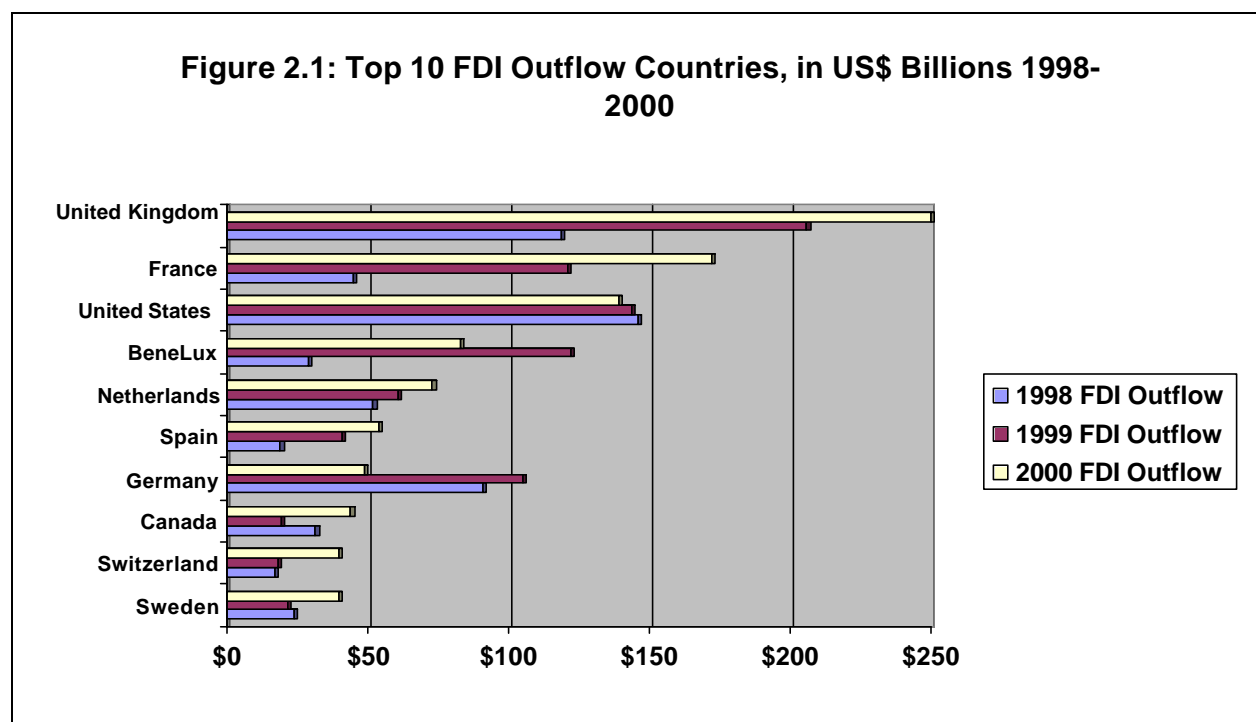
⁷ Sources include: IAC-INSITE; Economist Intelligence Unit; Investext; United Nations Conference on Trade and Development (UNCTAD); Middle East Economic Digest; and various World Bank and other donor analyses.

Chapter 2: Regional Foreign Direct Investment Overview

I. National-Level Analysis

In the last decade global foreign direct investment has grown substantially, albeit unevenly. At the same time, more and more countries have joined the race for this fluctuating pool of capital, making competition increasingly intense every year. According to the United Nations, inflows of foreign direct investment in 2000 reached US \$1.3 trillion but are expected to show a decline for 2001 when final figures are released. Developed countries captured approximately 70% of foreign direct investment in 1998 and over 75% in 2000, while FDI in emerging markets as a share of the world total increased by 9% from 1990 through 1998. After 1998, FDI in developing countries declined in share but increased in the total amount.⁸ The United Kingdom and the United States have consistently led all other countries as both sources of and hosts for foreign direct investment, and in 2000 the U.S. and U.K., along with France, Belgium/Luxembourg, and the Netherlands were ranked among the world's top five sources of FDI. Within Europe, the amount of capital invested abroad by individual countries tends to rise and fall from year to year, but as a whole the EU has consistently been the largest source of FDI in the world in the past decade.

As figure 2.1 illustrates the top sources for foreign direct investment are either European or North American countries; while Japan has been consistently a top source of FDI, in 2000 it was eclipsed by Sweden at the tenth spot.



Source: UNCTAD.

⁸ Economic Research Forum (ERF), *Economic Trends in the MENA Region, 2000*, pg. 39.

Although the developed countries receive a greater share than the rest of the world, over the past 15 years more countries have received FDI and at greater amounts than in the mid-1980s. The number of developing countries that received US \$1 billion or more in FDI increased from 6 in 1985 to 23 by 1999.⁹ The United Nations' latest estimates suggest that the Arab world attracts approximately 1% of total world FDI, or US \$8.7 billion in 1999. Of this amount, the Inter-Arab Investment Guarantee Corporation estimated that 72% of FDI in 1999 came from developed countries. Outside of the oil and gas sector capital inflows, including both FDI and portfolio, to the Middle East have lagged behind other regions. Foreign direct investment has also disproportionately gone to the largest hydrocarbon producing states. Going back to 1980 the world's largest oil producer, Saudi Arabia, has attracted approximately 37.5% of total FDI into the Arab world, the vast majority of which has been related to petroleum and gas exploration and refining and related activities.¹⁰

But in the past decade or so one can witness some positive signs for the Middle East's prospects of attracting FDI. As table 2.1 suggests, most of the countries considered for this study have witnessed an average annual growth in FDI of over 10% year-on-year from 1986-2000.

Table 2.1: Average Annual FDI Growth Rate, 1986-2000

30%+ Growth	20-29.9% Growth	10-19.9% Growth	0-9.9% Growth	Declining Growth
Jordan	Israel	Turkey	Egypt	UAE
	Lebanon	Yemen	Syria	

Source: UNCTAD, *World Investment Report 2001: Promoting Linkages*, pg. 10.

In terms of volume, table 2.2 summarizes the amount of incoming FDI recorded by the countries reviewed for this study over a four-year period.

Table 2.2: FDI Inflows into the Middle East, 1996-99 in US \$Million

Country	1996	1997	1998	1999
Egypt	\$636	\$891	\$1,076	\$1,500
Jordan	\$16	\$361	\$223	\$141*
Lebanon	\$64	\$150	\$230	\$400
Syria	\$89	\$80	\$100	\$120*
Turkey	\$722	\$805	\$807	\$1,000
UAE	\$130	\$100	\$100	\$120*
Yemen	-\$60	-\$138	\$100	-\$123*

Source: UNCTAD and the Middle East Economic Digest when noted with an asterisk (*).

This data suggests that while the developing countries of the West and Japan should be considered as primary targets for investment promotion activities, PIPA should also continue to look for FDI from the Arab world. Not only is there considerable sympathy for the plight of the Palestinians and greater familiarity with the West Bank and Gaza and the regional market, but pan-Arab investment has been growing in recent years. The Arab League reported that between 1985-1998, pan-Arab FDI totaled US \$11 billion and US \$2.25 billion in 1998 alone.

⁹ UNCTAD, *World Investment Report 2001: Promoting Linkages*, pg. xv.

¹⁰ IPR Strategic Business Information Database, August 30, 2001.

National Policy Context for Attracting Foreign Direct Investment

As a general rule, the region's economies continue to maintain policies that inhibit inflows of private investment, including supporting a large amount of public ownership of economic activity, maintaining trade regimes with high and uneven tariffs, keeping sectors of their economies closed to private investment, and imposing relatively high bureaucratic costs to doing business. As a result, the private sector in many Middle Eastern countries remains a smaller part of the economy than is the case in other regions. For example, in Egypt and Jordan, the private sector accounts for approximately 65% of GDP whereas in Brazil, Uruguay, and Indonesia the private sector accounts for 80%, 74%, and 72% of GDP, respectively. Relatedly, FDI inflows, although growing since 1997, have generally been lower in the Middle East than in most other regions. This relative lack of FDI in the Middle East is in contrast to Asia, Latin America, and Eastern Europe where, through the 1990s, many countries have enjoyed trade surpluses arising from FDI, most notably in the manufacturing sector.¹¹

The World Bank suggests that there is a direct correlation to the progress of macroeconomic reforms and the inflow of FDI, and notes that overall foreign investment rose noticeably in the Middle East and North Africa (MENA) during the 1990s as many states solidified reform efforts. As noted previously the majority of this investment has been related to the hydrocarbon sector, and major oil and natural gas producers such as Saudi Arabia and Kuwait have received much of it. Since 1990, several countries have made substantial progress in liberalizing their economies and attracting FDI in a diversified range of activities. Israel has gradually opened up its markets from a fairly protectionist stance prior to the 1990s, and FDI has flocked to its high technology industries, reaching US \$3.5 billion by the end of 1999. Similarly, Turkey, which has aspirations to join the European Union, Egypt, Jordan, Lebanon, and the UAE have been increasingly active in liberalization efforts. The WBG has more recently begun to open its economy to global investment, while Syria and Yemen remain fairly closed.

In recent rankings by the Economist Intelligence Unit (EIU), the Middle Eastern countries reviewed were toward the lower end of the spectrum in terms of the attractiveness of their overall business environment. The EIU considered several factors when assessing 60 countries' business environments, including macroeconomic stability, political environment, financing, infrastructure, labor markets, and trade and investment opportunities. Table 2.3 summarizes the performance of several Middle Eastern countries in the EIU's survey in terms of ranking (with a score of 1 being the best of 60 countries and 60 being the worst) and value within a corresponding ten-point scale (with 1 being the worst business environment and 10 being the best). In the EIU's model, as well as in several others, risk – which includes political, financial, legal, and administrative dimensions – is a major weakness of the region as a whole.¹² The EIU's projections through 2004 are based on a qualitative assessment of each country's sincerity and progress in making pro-business macroeconomic reforms, general economic stability (including such projections as future inflation rates and ability to pay down national debt), and political stability.

¹¹ ERF, *Economic Trends in the MENA Region, 2000*, pg. 2.

¹² Euromoney, Moody's, and others also produce business environment rankings akin to the EIU's model.

Table 2.3: EIU Business Environment Rankings for Selected Middle Eastern Countries

Country	Overall Ranking (out of 60 Countries)		Index Value (from 1 to 10)	
	1995-99	2000-04	1995-99	2000-04
Israel	27	25	6.50	7.49
Turkey	37	41	5.54	6.06
Egypt	41	42	5.44	5.98
Saudi Arabia	42	45	5.39	5.92
Algeria	56	55	3.79	4.95
Iran	58	59	3.09	3.74
Iraq	60	60	1.82	2.04

Source: EIU Country Forecasts.

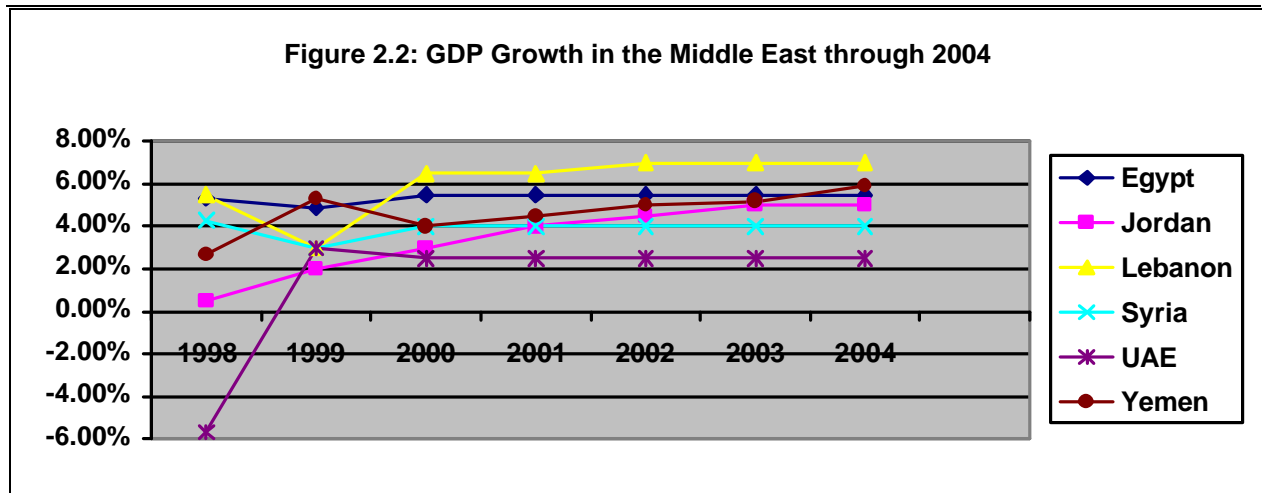
Given the Palestinian Authority's plans to develop industrial estates and **free zones**, it bears noting the role that such zones have played in attracting FDI in the region. The proliferation of free zones and special economic zones in the region has been a general trend to avoid the regulatory and bureaucratic inefficiencies in regional economies and attract FDI in concentrated locations under more efficient, liberalized regimes. In addition to offering duty-free treatment, free zones also attract FDI by concentrating higher-quality infrastructure in one place than may be available throughout the country as a whole and by grouping industries together in an appropriately zoned and serviced area. The amount of FDI in the region's free zones varies from country to country and often in relation to the general openness of the economy. For example, in the region's most successful free zone, Jebel Ali in the UAE, approximately 70% of investment has come from abroad. Jordan's free zones have attracted about 20% of their investment from overseas, and Syria has roughly 8% of its free zone capital originating from outside the country. Although the current political crisis has frustrated attempts to successfully develop such zones in WBG, the model remains valid for Palestinian hopes to attract increased FDI. At present, there are almost 30 operational or nearly completed free zones in the Middle East.

Proponents of liberalizing investment regimes to increase FDI note that increasing the utilization of capital for productive purposes contributes to GDP growth. Most Middle Eastern countries, including Jordan and Syria, experienced higher growth rates in the last decade than was recorded in the 1980s, but a few like Egypt and Turkey saw overall declines compared to growth during the previous decade. In the West Bank and Gaza, GDP declined precipitously during the first *intifada* in the late 1980s and also from 1993-97. The main reasons for this were direct disruptions caused by civil unrest, Israeli retaliations and border closings, the loss of remittances from Palestinians expelled from the Gulf for supporting the Iraqis in the Gulf War, and a 30% reduction in the number of Israeli work permits issued.¹³ In 2000, the WBG's GDP was estimated at US \$4-4.5 billion.

World Bank estimates suggest that the oil producing economies grew at average rates of 2.5—3.0% in 2001, whereas the more diversified economies, including Egypt, Jordan, Syria, and Turkey, should see higher rates of economic growth in the range of 4.0%. Figure 2.2 summarizes GDP growth in selected Middle Eastern countries over the past three years, with projections through 2004.¹⁴

¹³ U.S. Department of Commerce, *FY 2000 Country Commercial Guide for the West Bank and Gaza*, pg. 6.

¹⁴ These projections were calculated prior to the September 11 terrorist attack in the United States, and to date there is little consensus or surety about the longer-term economic implications of these acts.



Source: The World Bank.

II. Industry Level Analysis: Industry Leaders and Sectoral Trends

Over the last decade, the Middle East has seen FDI diversify beyond established sectors like hydrocarbons and agriculture. While investment in oil and gas remains robust, FDI has increasingly come in new areas in the manufacturing and services sectors, including apparel making and various activities related to information technology. Along with this shift in FDI over the past ten years, many of the region's countries have witnessed an increasing amount of FDI committed to value-added investment. For example, in such countries as Egypt and Jordan foreign investment in food processing has outpaced investment in basic farming, and both Egypt and Jordan have attracted investments in higher-value, export-focused textile and apparel manufacturing. In Egypt, which has been among the top three regional destinations for FDI since 1998, roughly half of all FDI is in the manufacturing sector.

Information Technology

As noted in chapter three, which focuses in depth on the IT sector, while small overall compared to Asia, North America, and Europe, the Middle Eastern market has posted strong rates of growth in various indices related to the IT sector, including general demand for goods and services, internet usage, and telecommunications demand. Based on an analysis of industry leaders for prepackaged software and programming (see Annexes A.1 and A.2), the U.S. dominates this sector, but other countries like the U.K. and Japan are also home to leading producers.

Two critical considerations for the IT sector at present are the global slowdown in demand for most products and services and managing an existing oversupply of products. Investment in IT has decreased significantly over the past year, and the sector has yet to recover. Many of the investors interviewed noted that at present few major overseas investments were planned until economic circumstances changed. Promoting inward FDI in the IT sector in West Bank and Gaza will remain challenging in the current political climate, and none of the investors contacted had any interest in considering new investments in the WBG at this time. While the cost and quality of local labor, English language ability, and proximity to universities and research centers offer the WBG an advantage over regional competitors, other factors make the WBG less attractive. The cost of power, land, and some telecommunications services are disadvantageous, as is the lack of easy access to potential work locations from within the WBG.

and abroad. However, recent improvements in the quality of the WBG's telecommunications infrastructure may gradually improve the WBG's profile as an investment destination.

Apparel Manufacturing

As summarized more thoroughly in Chapter 4, FDI in the apparel-manufacturing sector in the Middle East continues to grow, especially among countries that have preferential access to the lucrative U.S. and EU markets. Although more water intensive than the WBG can support under present conditions, the related textile industry - including both natural and synthetic fibers - is also a major regional industry and recipient of FDI. Preferential market access for apparel is a major advantage for the WBG when peace returns and businesses can freely import, export, and ensure that workers can reach their jobs. Given the history of the apparel and textile industry in Gaza and the West Bank, working with local business group's PIPA can also successfully tout the skills and experience of the local workforce as part of any future promotional campaigns.

In the interim, PIPA can lead the way in shepherding improvements to the general investment climate that would make the WBG a more attractive environment than it is at present for the apparel sector. Given the success of Egypt and Jordan – both lower-wage countries – in attracting FDI in the apparel and textile sector, WBG will face strong regional competition. While it may be able to highlight wage advantages compared to Israel and Turkey, the prevailing wage rates of the Palestinian workforce is less attractive than in neighboring states. Similarly, the cost of land and shell buildings in the WBG is higher than competing FDI destinations. The lack of a significant supply of raw materials will limit the number and type of firms that will view the WBG positively for FDI. Increasing the supply of water for commercial use and allowing for independent private power providers to operate in the WBG may also increase the supply and lower the cost of these critical utilities, greatly improving the overall investment environment. Finally, the frequent border closings, delays, and disruptions in import/export processing have created an impression that businesses can easily be paralyzed or starved of inputs in the WBG. A resumption in peace and economic cooperation with Israeli officials would improve the ability of firms in the WBG to trade. Particularly for some higher-value apparel products, timely delivery is a critical consideration and as such the threat of trade disruptions may deter investment in the West Bank and Gaza.

Stone and Marble

As for any commodity, demand and market price are critical considerations affecting new investment in production in the stone and marble sector. The high domestic demand and potential for increased exports for Palestinian stone presents a good opportunity for investment in the stone cutting and finishing sector within WBG once peace returns to the region and unfettered import and export activity can resume. There are ample raw materials, and the distance between quarries and potential cutting and finishing workshops is minimal, likely nullifying the negative impact of the poor quality of the road network in some parts of the WBG. The skill and experience of the local labor force and, to a lesser extent, the prevailing wage rates and cost of sea transport, are advantages for the sector. Moreover, while the current conflict will continue to limit new construction within the West bank and Gaza, the area will most likely experience a significant demand for new residential and commercial building once the conflict ends.

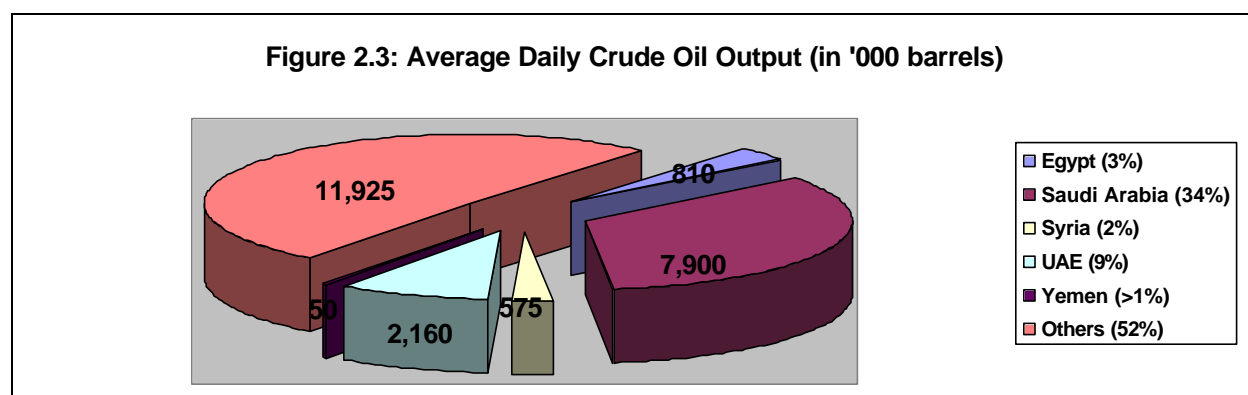
Factors that make the WBG less attractive to investors in the stone and marble sector include the cost of transportation – a significant cost factor for exports, which are critical to the industry's

future success – when factoring in delays, unpredictability, and direct costs associated with shipping goods from the West Bank through Haifa. The relatively high cost of land and problems related to the supply and cost of power and water are also deterrents to FDI in the sector.

Demand in the construction sector, which is presently assessing the near-term impact is on business resulting from sharp declines in regional tourism, is a forward-looking indicator of demand in the stone and marble sector. At present, available data suggests that regional construction activity will remain robust for the foreseeable future. Moreover, global demand for stone and marble has continued to rise in recent years.

Other Principle Investment Sectors

While not chosen for investment promotion by PIPA at this phase, a few other sectors that receive significant FDI bear mentioning as part of an overall review of inward investment in the Middle East. **Oil and natural gas** continue to dominate economic activity in the Middle East as a whole, especially among the Gulf States, and FDI in the form of oil exploration, drilling, refining, and similar processes is a dominant force behind regional inward flows of investment capital. Indeed, the oil sector has seen the earliest and some of the largest foreign investments in the Middle East. Over the 1990s oil prices have seen significant fluctuations that have impacted the overall economy. When prices have been low, the Middle East region has seen declines in consumer and government spending, depressing demand and intensifying attempts to diversify. At over US \$25 per barrel for the bellwether Brent Crude in recent months, oil revenues have a positive impact on overall consumer demand in the region, stimulating existing businesses and making direct investment in new production more attractive. As figure 2.3 demonstrates, of the countries reviewed for this study, the UAE is the largest producer of crude oil, accounting for 9% of total Middle East and North African daily production.



Some of the Gulf States, including Saudi Arabia and the UAE, are planning to further open up their hydrocarbon markets for private participation in upstream activities, and these new opportunities are expected to attract increased FDI into the region. Additionally, the oil-related **petrochemical** industry has seen steady and increasingly large investments, often large joint ventures with foreign partners, in response to increased liberalization and competitive advantages related to the price of feedstock in the region.

Over the last decade, the manufacturing cluster was the most active recipient of foreign investment in the Middle East in terms of the number of firms. In addition to apparel and textiles, **cement, fertilizer** (including both hydrocarbon based and non-hydrocarbon based

fertilizers), **steel**, and **processed foods** are among the region's largest manufacturing sectors, and industries that are relatively new to the region like rubber, plastics, machinery, and electronics have been growing steadily in several countries. With one in three manufacturing workers employed in apparel and textiles in the MENA region, this sector remains the most significant in terms of job creation among manufacturing industries. Food and beverage processing continues to be a leading manufacturing sector attracting local and foreign investment. Present estimates suggest that there are almost 35,000 food manufacturing establishments employing some 800,000 workers in the Arab world. Within this sector, the processing and packaging of oil and fat, sugar, dairy products, fish, and meat are the major activities, but fruit, vegetable, and juice processing and packaging are increasing in significance. A recent study noted that in the UAE and other Gulf States, the average investment in food processing was US \$6 million and created 80 jobs.¹⁵ Mining, and downstream production of such products as fertilizers, also remains a significant economic activity for many countries.

Over the long-term the non-IT related services sector has significant growth potential in the Middle East, particularly in **financial services**, **tourism**, and **health care**. Following recent waves of reforms, privatization, and liberalization in the Middle East, the financial sector, including the insurance industry, has growth potential and also represents a sector that is increasingly a major purchaser of services. Demand for health care services has increased in the region in recent years, and as the sector matures and opens up to increased foreign participation increased levels of FDI are likely to be forthcoming. Finally, tourism has remained a strong growth sector for the region's cultural, historical, archeological, and religious attributes, as well as for its recreational offerings, including diving, beach entertainment, and nature explorations. This service sector is likely to contract, however, in the wake of the terrorist attacks in the U.S. and on-going violence in Israel and the West Bank and Gaza, and as growth in air travel and tourism recovers the Middle East is likely to be among the last regions to recapture the lucrative Western tourist audience.

III. Corporate Level Analysis: Modes of Investment

The mechanisms through which a foreign company or entrepreneur invests are dependent in large measure on the business strategy, firm size and capacity, supply chain dynamics, industry structure, and other factors. Yet a country's investment environment and legal regime may also determine an investor's options for investment. As a general rule, foreign investors want to exercise the maximum amount of control over their business and prefer regimes that allow 100% ownership, a transparent and streamlined regulatory regime, free repatriation of profits, and unfettered decision-making power related to staffing. Further, many investors prefer to invest in markets where all levels of the supply and service chain are open to foreign and private participation, and as a result countries that declare certain business activities to be off-limits to FDI often find that such prohibitions create negative spillover effects in related business sectors. The Palestinian Authority's reforms aimed at increasing transparency and private sector participation in the economy can only assist in creating a favorable climate to investment compared to some of its neighbors, and during its active promotional phase PIPA should clearly identify and market these advantages.

In the Middle East several forms of foreign direct investment are predominant. In the past decade, the Middle East has seen significant investment through joint ventures with an existing corporate partner in the host country and new, greenfield investments (which can include local partners or not). Public-private partnerships, often as a means of developing new infrastructure

¹⁵ IPR Strategic Business Information Database/*Al-Watan*, November 9, 2000.

or as the result of privatization, have also been a significant mode of investment in the region. Table 2.4 summarizes the major investments announced in a review of approximately 1,000 articles from major regional and global business publications for the countries examined for this study. This table is not meant to be exhaustive but rather illustrative of the range of investments made in the region in the past three years. As Table 2.4 demonstrates, of the 90 announced investments identified in the past three years the majority (41) are joint ventures, followed by greenfield projects (31), public-private partnerships in infrastructure services and oil and gas exploitation (13), and finally outright acquisitions of a local company by a foreign firm (5). As the table illustrates, even in countries with limited hydrocarbon reserves, such as Yemen, investments in this sector tend to be much larger in capital volume than do investments in other sectors. Investments in some manufacturing activities, such as cement production, can be large as well. Most of the announced investments in information technology are under US \$13 million and the majority of investments in apparel and textiles are under US \$10 million.

Table 2.4: Announced Regional FDI Inflow Data

Recipient Company or Activity	Investor	Source Country	Recipient Country	Investment Type	Capital Amount or Share in US\$	Recipient Company or Activity	Investor	Source Country	Recipient Country	Investment Type	Capital Amount or Share in US\$	Recipient Company or Activity	Investor	Source Country	Recipient Country	Investment Type	Capital Amount or Share in US\$	Recipient Company or Activity	Investor	Source Country	Recipient Country	Investment Type	Capital Amount or Share in US\$
2002						2001						2000						1999					
Apparel & Textiles						Apparel & Textiles						Apparel & Textiles						Apparel & Textiles					
Egypt-Iran Yarns and Textile Company	Consortium	Iran	Egypt	Greenfield	\$30 million	Saudi-Japanese Fabrics Company/Kemash	Consortium	Japan	Saudi Arabia	Joint venture	\$42.7 million	Garment factory/Karak QIZ	Kouhwa Garment Company	Taiwan	Jordan	Greenfield	\$10 million	Garment factory/Karak QIZ	Kouhwa Garment Company	Taiwan	Jordan	Greenfield	\$10 million
Thread manufacturing factory	Consortium	Lebanon & Saudi Arabia	Syria	Greenfield	\$28 million	Solog Jordan	Solog Knitting Mills	Israel	Jordan	Greenfield	\$1.5 million	Apparel showroom	Indus League	India	UAE	Greenfield	N/A	Apparel showroom	Indus League	India	UAE	Greenfield	N/A
Kouchwa Jordan	Kouchwa Garment Co.	Taiwan	Jordan	Greenfield	\$10 million	Apparel retail outlet	Madura Garments	India	UAE	Greenfield	\$616,000+	IT						IT					
Information Technology						IT						IT						IT					
LINKdotNET	LINKdotNET (Egypt) & Fastlink	Jordan	Egypt	Joint venture	N/A	Noor Advanced Technologies	Cisco Systems & NCR Corporation	U.S.A.	Egypt	Joint venture	\$100 million	Jordan Telecommunications Company	France Telecom	France	Jordan	Joint venture	\$508 million	Turkcell Iletisim	Sonera	Finland	Turkey	Joint venture	41% share
Oil and Gas						Oil and Gas						Oil and Gas						Oil & Gas					
Mukalla refinery	United Company for Petroleum Investment	UAE & China	Yemen	Concession	\$895 million	Spacotel Yemen	Lebanese Investcom Holdings and Al Zubair Group	Lebanon & Oman	Yemen	Joint venture	\$10 million	Banter	Mayfield Fund	U.S.A.	Israel	Joint venture	\$15 million	Midor gas turbine	Siemens Power Generation Group	Germany	Egypt	BOT	\$146 million
Power & water plant	Siemens Power Generation Group & Fisa Italmimpianti	Germany & Italy	UAE	BOT	\$895 million	Cisco Lebanon	Cisco Systems	U.S.A.	Lebanon	Greenfield	\$10 million	One World Solutions	Citibank, Advent International, New Horizons Capital, Foursan	U.S.A. & Jordan	Jordan	Joint venture	\$12.2 million	Power plants	InterGen	U.S.A.	Turkey	BOO	N/A
Oil production	Calvalley Petroleum	Canada	Yemen	Joint venture	\$10 million	SabaaFon	Orascom Telecom Al-Amar Group, Hailascom Company, International Contractors Union Company	Lebanon & Greece	Yemen	Joint venture	\$10 million	MystiCom	Texas Instruments, Chase Capital Partners, Cisco Systems	U.S.A.	Israel	Joint venture	\$10 million						
Egyptian LNG Company	British Gas & Edison International	U.K. & Italy	Egypt	Joint venture	\$1.6 billion	MenaNet Communications SAE	Africa Online	Mauritius	Egypt	Acquisition	\$8.7 million	Al-Bawaba	TFG Venture Capital AG and Middle East Internet Holdings Corporation	Germany & others	Jordan	Joint venture	\$5.15 million						
						IslamiQ	The International Investor, Dallah Albaraka Group, & others	Kuwait & Saudi Arabia	UAE	Joint venture	\$6 million	Info2cell	Acotel	Italy	Jordan	Joint venture	\$4 million						
						Princess Sumaya University College for Technology and others	Sun Microsystems	U.S.A.	Jordan	Joint venture	\$450,000	Career Harmony	Manpower International	U.S.A.	Israel	Joint venture	\$3.5 million						
						Yarmouk University	Cisco Systems	U.S.A.	Jordan	Joint venture	N/A	Maktoob.com and Syntax Digital	EFG Hermes	Egypt	Jordan	Joint venture	\$3 million						
						Oil and Gas						Menafn.com	N/A	Consortium	Jordan	Joint venture	\$1.5 million						
						Petrochemicals	Borealis & Abu Dhabi Oil Co.	Denmark	UAE	Joint venture	\$1.2 billion	Al Masa	SLMsoft.com	U.S.A.	UAE, Egypt, Lebanon	Joint venture	\$1.5 million						
						Natural gas	MATCO Oil	U.S.A.	UAE	Concession	\$1.2 billion	FTML Cellis and Oda Liban	France Telecom	France	Lebanon	Joint venture	60% stake						
						Natural gas	American Hydrocorp Company	U.S.A.	Syria	BOT	\$480 million	Firstnet and NETS	Batelco	Bahrain	Jordan	Joint venture	N/A						
						Shuweihat power and desalination	International Power & CMS Energy	U.K. & U.S.A.	UAE	BOO	40% share for 20 years; \$184 million	Global Technology Ltd.	Satyam Infoway	India	UAE	Joint venture	N/A						
						Oil exploration	Cepsa, OMV, PanCanadian Petroleum	Spain, Austria, Canada	Yemen	BOO	85% share	Oil & Gas											
												Independent power	Tractabel	Belgium	Jordan	BOO	N/A						

Table 2.4: Announced Regional FDI Inflow Data Continued

Recipient Company or Activity	Investor	Source Country	Recipient Country	Investment Type	Capital Amount or Share in US\$	Recipient Company or Activity	Investor	Source Country	Recipient Country	Investment Type	Capital Amount or Share in US\$	Recipient Company or Activity	Investor	Source Country	Recipient Country	Investment Type	Capital Amount or Share in US\$	Recipient Company or Activity	Investor	Source Country	Recipient Country	Investment Type	Capital Amount or Share in US\$	
2002						2001						2000						1999						
Manufacturing						Manufacturing						Manufacturing						Manufacturing						
Aluminum factory	Mohammad Jalal Foundation	Bahrain	Syria	Greenfield	\$1 billion	Suez water conveyer	SNC Lavalin and others	Canada	Egypt	BOO	\$120 million	United Neutral Glass Company	Consortium	Germany, Kuwait	Egypt	Joint venture	\$15 million	Beni Suef-Lafarge Cement	Lafarge	France	Egypt	Joint venture	\$100 million+	
Abu Shamat Cement Factory	N/A	Egypt & Saudi Arabia	Syria	Greenfield	\$540 million	Corn and glucose processing	Cargill	U.S.A.	Turkey	Greenfield	\$90 million	Paper factory	Al-Musqati Investments	Oman	UAE	Greenfield	\$12.50	Jordan Cement Factories	LaFarge	France	Jordan	Joint venture	\$101 million	
Steel plant	Mohammad Jalal Foundation	Bahrain	Syria	Greenfield	\$300 million	Emirate Binaa Construction Group	Ytong	Germany	UAE	Joint venture	\$27.2 million	Al-Kindi Pharmaceuticals	Bio-Technology General Corp.	Consortium	Jordan	Joint venture	N/A	Egyptian Dairy & Food Company	Saudi Dairy & Food Company	Saudi Arabia	Egypt	Greenfield	\$16 million	
Cement factory	Consortium	Egypt & Saudi Arabia	Syria	Greenfield	\$240 million	Pharmaceutical manufacturing	Kopran Ltd. & Dubai Investment Company	India	UAE	Greenfield	\$16 million	Sohat Mineral Water	Nestle	Switzerland	Lebanon	Acquisition	N/A	Dead sea minerals	Albermarle Corporation	U.S.A.	Jordan	Greenfield	N/A	
Coal plant	Mohammad Jalal Foundation	Bahrain	Syria	Greenfield	\$200 million	Al-Ahram Beverages Company	Saudi Dairy & Food Company	Saudi Arabia	Syria	Joint venture	\$10 million								Other					
Hama Cement Factory	Ehdas Sanat Company	Iran	Syria	Greenfield	\$198 million	Penguin Food	DEG Deutshce Investitions Und Entwicklungsgesellschaft	Turkey	Germany	Joint venture	\$8.74 million								Port development	Al-Sokhna Port Development Company	U.S.A. & others	Egypt	BOT	\$500 million
Cigarette manufacturing	British American Tobacco	U.K.	Turkey	Greenfield	\$150 million	Nestle Middle East	Nestle	Switzerland	UAE	Greenfield	\$8 million								Hotel	Habtur Investments	UAE	Lebanon	Greenfield	\$53 million
Electronic circuits	Memscap	France	Egypt	Greenfield	\$100 million	Palm oil processing	PT Misrindo Usama Perindo	Indonesia	Egypt	Greenfield	\$5 million								Middle East Investment Bank	Societe Generale	France	Jordan	Acquisition	51% share
Paper manufacturer	Fimpex Company	Austria	Syria	Joint venture	\$8.7-11.6 million	Misr Gulf Oil Processing Co.	Ajwa Food Industries Group	Saudi Arabia	Egypt	Acquisition	80% share													
Other						Fertilizer/phosphoric acid	Norsk-Hydro	Norway	Jordan	Joint venture	\$5+ million													
Hotel	Zubair Group	Oman	UAE	Greenfield	\$40 million	Suez Cement Company	Ciments Francais	France	Egypt	Joint venture	25% share													
						Meamari Industrial plant manufacturing	Plus Plan & Theysohn Company	Germany & Austria	UAE	Joint venture	N/A													
						Toiletries and soap	Godrej Global Middle East FZE	India	UAE	Greenfield	N/A													
						Other																		
						Tourism	Fatuh Investment Company	Kuwait	Syria	Greenfield	\$60 million													
						Minerals extraction	Gippsland	Australia	Egypt	Concession	\$40 million													
						Teva Biotechnology	Proneuron	U.S.A.	Israel	Joint venture	\$10 million													
						Minerals extraction	N/A	Denmark & Canada	Jordan	BOO	N/A													
						DHL UAE	DHL	U.S.A.	UAE	Greenfield	\$272,000													
						City Media Company	Individual investor	Saudi Arabia	Jordan	Greenfield	\$14 million													
						Spinney's Groceries	Cupola Group	UAE	Lebanon	Greenfield	\$4.5 million													
						Middle East Food Industries	Arab Brothers	Egypt	Jordan	Greenfield	N/A													
						Rachid Group Food Distributors	Groupe Danone Foods	France	Egypt	Joint venture	51% share													

Source: Regional Investment Promotion Agencies and literature search for announced investments in approximately 90 regional, sectoral, and global business publications.

Reliable information on the **employment** generated by each of these investments is hard to obtain, but data exists for certain sectors and certain ventures. For example, industries like apparel and textiles tend to require moderate capital investment and are labor intensive, whereas the typical hydrocarbon project requires a large amount of capital but creates relatively few jobs. For example, based on announced investment and employment levels, the average apparel and textile plant in Egypt and Jordan employs roughly 1,000 people for every US \$10-15 million invested, whereas some oil projects create only one job for every US \$500,000 invested. A study of food processing companies in the Gulf States revealed that the average investment was US \$6 million and employed 80 workers. By 2006 Jordanian officials have estimated that tourism investments in Aqaba will reach US \$450 million and employ 5,000 people, or equaling US \$90,000 of investment capital per job created. Yemen's Aden Free Zone Authority has calculated that one job is created for every \$35,000 invested.¹⁶ The employment figures of some specific projects referenced for this study follow:

- The US \$100 million electronics investment by the French company Memscap in Egypt is expected to employ over 3,000 people.
- Cisco's \$10 million investment in Lebanon is expected to generate only ten jobs.
- Nestle's new Middle East corporate headquarters in the UAE employs approximately 1,200 workers.
- The South Korean blue jeans and luggage maker Boscan International employs 2,000 Jordanians and 1,100 Chinese in three plants in Jordan and Asia.
- Israeli textile maker Delta Galil Company employs 2,000 Egyptians at two plants in Egypt and 1,600 Jordanians at a single facility in Jordan.
- The large Yemeni oil refinery project at Mukalla is expected to require an investment of US \$895 million but create only 1,500 jobs, meaning that only one job is created for every \$596,667.

Many Middle Eastern states have moved ahead with **privatization** of the state-owned enterprises (SOEs) that have dominated domestic economic activity for many decades. While the pace of privatization in the Middle East has been slower than in other regions, accounting for only 3% of global privatization proceeds from 1990-1998, these transactions have also generated significant revenues for the public coffers in the region. Recently, several countries have welcomed in private sector participation in infrastructure and utility services, including in the West Bank and Gaza where private participation has been encouraged in the power, water, and telecommunications sectors. Egypt and Lebanon have allowed for private power companies to operate, and Jordan and Lebanon have private investment in their telecommunications sector. Egypt and Jordan have also encouraged privatization in the transport sector, with Egypt allowing for private airlines to operate out of the country and Jordan soliciting private participation in its national airline and railway companies. Other sectors that have performed well through privatization tenders include banking, cement, petroleum refining, and transportation. Turkey's privatization program has suffered some setbacks in the past few years due to a lack of transparency and union opposition. With 30% of Turkey's national workforce comprised of government employees, including many in SOEs in textiles, food, iron, steel, petrochemicals, tobacco, and electricity, more state assets are planned for privatization in the coming years.

Supporters of privatization note that it has reduced government expenditure on loss making SOEs, increased overall economic efficiency, and created a more favorable environment for private sector competition, enhancing the prospects for FDI in sectors where state monopolies

¹⁶ IPR Strategic Business Information Database, "480 Projects Licensed in Aden Free Zone," November 22, 2001.

have been disbanded. In general, privatization is also credited in creating qualitatively better employment opportunities, as the private sector tends to better compensate and train its workers than SOEs. Critics note that prices can rise in the short-term as private sector service providers move to capture the real cost of production and finance the cost of upgrades in equipment, personnel, and management. Privatization also routinely represents a net decrease in employment in the short-term, as large, inefficient public companies are “right-sized” and redundant and poorly performing workers are laid off.

Privatization of infrastructure services often comes in the form of build-own-transfer (BOT), build-own-operate (BOO), or similar public-private partnerships whereby the private sector will incur the cost and project risks of building a major infrastructure project in return for a fixed concession period to run and collect revenues for the project. At the end of the initial lease term, often in the range of 20 years, the company will either retain ownership of the physical asset and operate under a regulatory board or transfer the assets back to the government. After such a transfer the government may either run the asset itself, usually through a public utility company, or re-bid the management to other private contractors. Egypt has adopted BOO model recently in privatizing and modernizing its airports and several countries have established power and minerals extraction projects on a BOT basis.

For several reasons **joint venture** activity remains common in the Middle East on both a large and small scale. For the purposes of this study, joint ventures can include the establishment of project or market specific partnerships, mergers of two corporate entities, and hostile or negotiated acquisitions of a share of a local company by foreign investors when not concluded through the purchase of corporate shares. There are several reasons for the predominance of partnership arrangements in the region, including certain factors related to the restrictiveness of the economic climate and others related to the strategic choices of investors. In 2000 global merger and acquisition activity increased 50% over 1999, particularly in Europe, North America, and the Asia Pacific region, reaching US \$1.1 trillion worldwide.¹⁷

At the policy level, the legal regime governing FDI may limit the choice of investors in how to operate in a given market. Indeed, the investment laws of many countries in the region still restrict total foreign ownership in whole economic sectors, often forcing interested foreign concerns to establish a joint venture with a local partner. For example, although Jordan has significantly liberalized its investment regime in the past decade, to date foreigners can own no more than a 50% share in businesses in construction and contracting, wholesale retail trade and commercial services, and mining and cement production. Several of the other states in the region have similar restrictions on absolute private ownership and economic activity. In several of the countries examined for this review, large SOEs still operate, albeit in an increasingly competitive landscape, and often have exclusive rights to specific territories or projects. As such, foreign investors who seek to develop some of the more lucrative opportunities in the region will have to join forces with a parastatal company.

Yet joint ventures can offer the foreign investor several advantages as well. Many investors find it beneficial to team up with a local partner who has superior knowledge of the market, established relationships with local suppliers and distributors, an established reputation within the domestic market, or other skills that can compliment an outside partner. Joint ventures are also advantageous in markets that represent risk for the foreign partner. Indeed, in the Middle East many U.S. and European companies prefer to work through a local partner, including distributors and manufacturers representatives, for a while and learn the market prior to making

¹⁷ UNCTAD, *World Investment Report 2001*.

a large direct investment. An effective strategy for marketing the West Bank and Gaza, especially until it can effectively control its own borders, may be for PIPA to assist individual firms to market themselves abroad as potential regional partners.

FDI often comes in the form of **acquisitions** and much of Europe's overseas investment in recent years can be attributed to several large corporate buyouts. In such circumstances a foreign firm may purchase a local competitor outright. Foreign companies usually acquire competitors to increase market share, improve market access, obtain competing technologies and personnel, or increase internal efficiency. In the Middle Eastern context, the announced acquisitions are generally driven by a desire by the foreign company to increase its market penetration, usually by keeping the acquired firm's company name and distribution network, while removing a local competitor.

In the Middle East, a significant amount of FDI has come in the form of new, **greenfield** investments. These investments can be 100% foreign owned by a single entity or established by a partnership agreement between local and foreign firms. In more liberalized countries in the region, foreign companies can operate without restrictions and own 100% of the business. In some countries, such as Jordan, absolute foreign ownership is prohibited in certain sectors, and in others, such as Saudi Arabia, foreign firms are limited in where they can locate within the country. Greenfield investments often involve a significant commitment in capital up front to build new facilities and launch a new project or service. New greenfield investments are typically the most vulnerable to regulatory constraints and problems with accessing land.

The development of free zones and certain types of industrial estates has often allowed for the establishment of wholly owned foreign firms in countries where there are otherwise formal or informal restrictions on the operation of foreign concerns. Often, investors in a free zone will enjoy all of the privileges of operating in mature market economies, including the right to own outright or lease land for long concession terms, freedom in currency transactions and repatriating profits, a liberalized labor regime allowing for expatriate managers to work in the country, and favorable import/export regimes. As a result, while there many foreign owned firms have been established in the region, in many countries the non-extractive manufacturing, distribution, and larger FDI projects tend to be concentrated in free zones or industrial estates.

Given that the current political and military situation in the West Bank and Gaza complicates the ability of PIPA to follow traditional country marketing strategies, it may be useful for PIPA to familiarize itself with some non-traditional sources of FDI. Especially when considering how to promote public-private partnerships in infrastructure in the West Bank and Gaza, which would greatly improve its overall attractiveness to foreign investors, some of these alternative sources of finance may play an important role. Particularly for startup companies and public private partnerships, **venture capital** investment, which can take the form of FDI or portfolio investment, can play an important role in realizing a project. Typically, venture capital funds will invest in a new firm, contribute money to a project's capital, or purchase a minority stake in a new company's shares, infusing capital in the expectation of future growth. Israel has been a significant recipient of venture capital, particularly in its IT, biotechnology, and health care industries. In the second and third quarters of 2001, for example, venture capitalists invested US \$481 million in 84 individual transactions in Israel, meaning that the average investment equaled US \$5.7 million per deal.

While portfolio investment is not considered direct investment and therefore beyond the scope of this analysis, a few comments are warranted in relation to its impact on promoting FDI. The limited capacity of the Palestinian stock market will likely preclude interest among venture

capitalists that only invest through stock purchases or prefer to have the flexibility to choose a mix of investment instruments. The general global economic slowdown and declining stock markets have reduced the amount of equity in venture capital funds as well as the willingness of fund managers to invest in more risky regions and projects. Given political instability in the West Bank and Gaza and fears in the West of terrorism, the role of venture capital in the region may be further diminished until optimism about a cessation of violence between the Israelis and Palestinians is more firmly rooted. Nonetheless, PIPA should begin to note some of the regionally focused venture capital funds and promotional staff may wish to make personal contact with these firms to learn more about their activities and investment criteria. Some of these firms focus on specific countries and markets, and other have a more general profile. Several are also organized to promote economic relations between the Israelis and Palestinians, and PIPA may wish to learn how to engage these funds in anticipation of a return to peace in the region. Some of the venture capital firms known to be active in the Middle East include the following:

- AOL Investments, Virginia, U.S.A. – focus on information technology
- Dallah Albaraka Group, Jeddah, Saudi Arabia – focus on information technology
- Kinetics Asset Management, White Plains, NY, U.S.A. – focus on Israel and Egypt
- Mayfield Fund - New York, U.S.A. – focus on information technology
- MENALink, California, U.S.A. – focus on opportunities in the Arab world
- TFG Venture Capital AG, Marl, Germany – focus on information technology
- The International Investor, Kuwait — focus on information technology

Similarly, there are several **investment banks** in the region that tend to have smaller amounts of capital to invest in projects. Investment banks tend to be more conservative than venture capital funds and most prefer to lend to private investors or reputable state-owned companies. Some have created their own funds targeted at specific industries and these funds may act similarly to venture capital firms. As PIPA works toward facilitating partnerships between indigenous entrepreneurs and sources of finance, it may wish to learn more about the lending practices of specific investment banks and be prepared to offer investors advice on how they may be useful in contributing finance to viable ventures. As with well-known venture capital funds, the participation of an investment bank in a public-private partnership can lend needed credibility in swaying corporate investors to commit to a deal. Some of the investment banks that are noted in a broad literature search of the regional financial and business media include the following:

- Gulf Financing House, Bahrain – co-managing a technology investment fund capitalized at US \$50 million
- Private Sector Development Islamic Association Bahrain – co-managing a technology investment fund capitalized at US \$50 million
- EFG Hermes, Cairo, Egypt – several investments in the region

IV. The Current Economic Climate and Implications for FDI

The weakness of the global economy makes promoting the West Bank and Gaza as an investment destination more difficult than in the 1990s. Exacerbating the general world economic slowdown are the September terrorist attacks in the United States and resulting military action. While the effects of the September attacks will not be fully known for some time, investors in several sectors confided to TSG that future investment decisions, especially in the Middle East and some other emerging markets, are being reviewed. Further, although there are

growing indications that the U.S. economy will recover in 2002, the general global economic malaise will continue to discourage many companies from investing in new capacity. Many sectors had already been in decline in the U.S., Japan, and, to a lesser extent, Europe, and the unprecedented violence in the U.S. has further eroded consumer confidence and demand for a wide variety of goods and services.

At the industry level PIPA's investment promotional staff should begin to recognize the sectoral dynamics that affect the likelihood of investment being forthcoming in the WBG. For example, the airline, insurance, and tourism industries are obviously facing new stresses and bankruptcies as a result of the destruction in New York City and Washington, D.C. To the extent that it relies on a U.S. and Western clientele, tourism - for which personal safety is a primary consideration - in the Middle East will likely take a long time to recover. The linkages among sectors can also have an impact on the likelihood of new FDI. For instance, the plight of the airline and tourism industries has already affected many related client and service firms, such as transport companies that will need to pay higher premiums for insurance, airline caterers facing reduced orders, and vendors and service suppliers for increasingly empty hotels. One as yet unclear outcome of the September attacks is related to the insurance industry and investors will have to factor in higher costs to properly insure personnel and physical assets against terrorism. Indeed, many insurers have doubled the war risk premiums charged on air and marine cargo, and in an already declining economy shippers may have difficulty passing these costs on to customers directly.¹⁸ Continued military action in Afghanistan, as well as the threat of additional acts of violence directed at American and Western interests abroad, add to the uncertainty plaguing the world economy and are likely to depress economic growth and curtail new FDI for some time.

For the West Bank and Gaza the continuation of violence, the physical destruction of infrastructure and property, and border closings and security procedures that hamper the free movement of goods and people will continue to depress foreign investor interest. Added to this is a new general sense of fear related to the targeting of U.S. and European citizens and assets abroad. Indeed, concern about the safety of personnel and assets is expressed most frequently among U.S. companies, but several European firms have also indicated that future investments are likely to be reviewed for economic viability as well as political risk in an insecure global economic climate. But over the long-term, the current political crisis should be viewed in the context of general global economic trends. 2001 witnessed a general economic slowdown in the U.S., the world's largest economy, continued moribund performance in Japan, and more gradually slowing economic growth in Europe and the Asia Pacific region. Some states, like Argentina, suffered serious economic problems in 2001, while others, like Australia, performed quite well over the past year. The individual economic conditions of countries on PIPA's list as targets for investment will obviously factor into its strategy for investment promotion.

PIPA will also need to examine the appropriate sectoral dynamics as well, and as discussed in detail elsewhere in this analysis, in the near-term attracting investment in stone and marble may be more fruitful than in IT or apparel. Some sectors, like IT, are more immune to border closings and similar disruptions, but the current violence can be expected to dampen investor interest for the WBG for nearly all investors. Further, on-going Israeli-Palestinian tensions have disrupted the potentially simulative linkages to the vibrant Israeli IT market. The contraction of the IT sector in the U.S. was characterized by falling profits and revenues, decreasing share prices, increasing merger and acquisition activity and bankruptcies, and declining demand for goods and services. The IT sector's contraction in the U.S. has gradually spread throughout the

¹⁸ *Gulf Business*, "Knock-on Effects on the GCC," October, 2001.

world, albeit less slowly in Europe and the Middle East than in Asia and Latin America. Hence, as it develops an overall investment promotion strategy PIPA will need to be sensitive to the global over-capacity in the sector and shrinking investment capital available in the IT sector. General demand for consumer products has also been in decline in the U.S. and elsewhere, so soft demand for apparel may affect PIPA's investment promotion efforts in this sector. Yet in other sectors global sectoral trends are generally favorable. For example, stone and marble may be less affected by the constraints on normal economic activity in the West Bank and Gaza because major inputs do not need to be imported on a regular basis. Demand for construction services and supplies, energy, and healthcare services and products have remained strong in many countries, and under current conditions PIPA may find promoting inward FDI in the stone and marble sector easier than in its other chosen sectors.

The West Bank and Gaza has successfully attracted FDI in the past, from regional as well as European and U.S. companies. Major firms that have established operations in the West Bank and Gaza include Coca-Cola, Pepsi, Proctor and Gamble, Siemens, and Timex. In addition, during the *pre-intifada* period, substantial investment and expertise came into WBG with returning Diaspora Palestinians, who should continue to be targeted for investment into the West Bank and Gaza. The main Irish investment promotion agencies, *Forfas* and the IDA-Ireland, have been praised for their successful marketing of Ireland as an investment destination through contacts with Irish expatriates working in companies overseas. Working with industry associations, bi-lateral and multilateral chambers of commerce, and the Ministry of Education, PIPA should explore ways to track Palestinian expatriates abroad for the purposes of contacting them as part of a promotional campaign. PIPA should also ensure that it communicates well with the WBG's large domestic investors, as these companies may be helpful in identifying investment opportunities and liaising with its own private sector contacts. The largest single non-resident investor company in the WBG remains the Palestine Development and Investment Company (PADICO), which is owned by Palestinians who live in Jordan, the Gulf States, and the U.K. It is estimated that PADICO has thus far invested over US \$200 million in the Palestinian economy, and the Ramallah-based Arab Palestinian Investment Company (APIC) has contributed an estimated US \$100 million to various local ventures.

Clearly, negative perceptions of political risk, particularly among U.S. and European investors, are challenges that may be hard to overcome for Middle Eastern countries, and especially the West Bank and Gaza. The Palestinian-Israeli conflict has limited investor interest in the WBG for many years, but the recent attacks in the U.S. and lingering fears of future attacks against American nationals and interests will add new and unprecedented doubt in the minds of many Western investors. From a practical standpoint, the all-important task of getting would-be investors to make personal visits to the WBG is much more complicated during times of such widespread and frequent violence. Companies already familiar with the region are likely to be more productive contacts for PIPA than new firms. Additionally, reduced competition from North American, European, and Asian firms under present circumstances may provide Middle Eastern entrepreneurs with more leverage in capturing investment opportunities in the West Bank and Gaza at the present time.

Chapter 3: Sectoral Focus on Information Technology

A critical component of PIPA's strategy for successful investment promotion will be for promotional staff to gain fluency in the markets targeted for promotional activities. To do so, the staff will need to understand the global character of the sector, trends that drive investment decisions, and how would-be investors view the Middle East in general and the WBG in particular. Additionally, PIPA staff should know which individual firms are the market leaders in IT as well as which regional firms are major players. Especially given the current economic slowdown in the sector and security concerns among Western, and particularly North American investors, PIPA should actively explore the full range of possibilities for securing regional investment.

The prospects for promoting inward FDI at the present time are not as good as in previous years. Not only is the information technology industry globally depressed – representing decreasing investment, shrinking employment, increased competition among surviving firms, and an oversupply of capacity of some goods – but sustained violence between the Israelis and Palestinians and resulting economic impacts of the stranglehold placed on the Palestinian economy has made the WBG one of the more risky markets for new investment. Further, fear of future attacks on U.S. and, to a lesser extent, European personnel and assets has further clouded the future for IT investment in the WBG.

Yet, the WBG has some assets that PIPA can highlight in its promotional campaign. The existing IT base and the quality of the workforce is good compared to several regional competitors. Further, the Palestinian IT Diaspora, which includes executives, technicians, and engineers working in some of the top IT companies worldwide, can be a source of capital and interest when peace returns to the region. Relatedly, the Palestinian Information Technology Association (PITA) is a fairly well organized, active, and connected industry group that PIPA can work with more closely to promote the WBG as an IT destination. Finally, unlike more conventional industries, many information technology activities can be done remotely, making IT somewhat more resilient to the physical closure of borders and similar disruptions.

I. Defining the Industry

“Information technology,” which for the purposes of this report is used synonymously with “information and communications technology,” has evolved quickly since the phrase was coined in the 1960s. Today the IT sector is large and varied with numerous sub-sectors, many of which overlap. Although the sector has been characterized by the rise of thousands of small innovative niche players, many larger IT companies conduct several related activities. Especially in the past 18 months, the industry has witnessed a myriad of buy-outs of rivals and related firms, making easy classification of individual firms difficult. Furthermore, in some regions, such as Asia and the Middle East, one also finds large trading or manufacturing conglomerates with interests in other areas that may also have an IT sales, service, software manufacture, or distribution division.

For the purpose of this Foreign Direct Investment Review, IT will be divided into five broad categories:

- **Software and programming:** Including both services and products designed to complete a wide variety of commands for various applications including the personal

computing, multimedia, interactive, Internet, and digital commerce arenas. This sub-sector of IT represents one of the West Bank and Gaza's best prospects for investment promotion within the overall IT sector.

- **IT Services:** Including technical support, consulting, data conversion and storage, and design services for hardware, software, desktop management, network and telecommunications integration, enabling e-business, performance benchmarking, and strategic partnering. As noted in the ITS, call centers are considered one of the activities that the West Bank and Gaza should pursue in the near-term for investment promotion.
- **Hardware, computer peripherals, and storage devices:** Including the manufacture of personal computers, palmtops, mainframes and related storage and display technologies, as well as a wide variety of specific computer components and peripheral products.
- **Semiconductors:** Including the manufacture of semiconductors and design of related technologies such as competitive environments, materials, and end-user applications of semiconductors.
- **Telecommunications and networking:** Including service providers, manufacturers, and retailers of hardware, software, and equipment related to telecommunications applications.

These broad categories can be further subdivided into secondary sub-sectors. For example, table 3.1 describes several product and service categories that comprise the software and programming sub-sector. Within the IT sector, these software product categories are among the best prospects for investment promotion in the WBG.

Table 3.1: Principal Software Product Categories

General Applications	Custom Vertical Applications	Development Platforms	Development Tools	Operating Systems	Utilities
<u>Client-Based:</u> Word processors Spreadsheets Database Internet applications	<u>Examples:</u> Insurance applications Banking applications Enterprise resource planning	<u>Examples:</u> SQL SAP Oracle	<u>Examples:</u> C++ Visual Basic Java Case tools Multimedia development tools	<u>Examples:</u> MS DOS Apple Mac OS UNIX LINUX	<u>PC-Based:</u> Virus protection Security utilities Memory management Other user convenience utilities
<u>Server-Based:</u> <u>Examples:</u> Email Messaging Workflow knowledge management Groupware					<u>Server-Based:</u> Virus protection Fire walls Intrusion protection Management counsel programs

While product manufacturing is an important part of the IT business, the sector is also notable for including a large number of service providers, including the call centers previously identified by the ITS. IT service providers include consultancy and training companies offering assistance

related to the installation and use of computer and software systems. The IT service sector also includes firms that offer a wide range of software implementation services, such as setting up local area networks (LANs), e-mail systems, and other types of software for businesses. More specialized types of IT services include such activities as integrated system design, secondment of resources ("body shopping"), localization, software implementation, data processing services, data conversion, voice center operations, and other forms of remote processing. Remote processing can include a variety of data management activities that firms outsource, including medical transcription, designing and maintaining webpages, payroll and human resources records keeping, document digitization and storage, and insurance claim processing.

II. Global Characteristics and Trends

In the past decade the global information technology market has been one of the world's fastest growing economic sectors. Industry analysts suggest that overall IT expenditures worldwide in 2000 reached US \$1.45 trillion¹⁹ and will grow to US \$3 trillion by 2003.²⁰ Other analysts estimate that, while slowing from the previous years' boom, when final data is analyzed IT spending in 2001 will have increased by 9% over the previous year's level.²¹ Internet usage, which drives much of the growth of the IT sector and is also an important indicator of the size and potential of regional IT markets in general, increases by an estimated 150,000 people per day, and by 2005 industry analysts predict that more than one billion people will have internet access, up from an estimated 350 million today.²² The Middle East, while growing rapidly, remains behind other world regions in Internet usage, as table 3.2 demonstrates.

Table 3.2: Actual and Projected Internet Use by World Regions (in millions)

Region	1998	1999	2000	2001	2002	2003
North America	90.4	108.8	136.9	141.5	157.3	171.0
Asia Pacific	31.7	47.8	68.9	85.0	108.9	138.8
Western Europe	38.9	57.9	74.0	87.0	102.5	112.0
Latin America	5.4	9.3	10.7	20.1	27.8	37.6
Eastern Europe	3.1	5.8	9.4	13.0	17.9	24.1
Middle East	0.8	1.4	1.9	3.6	5.5	8.5
Africa	0.9	1.5	2.6	3.2	4.4	6.1
Total	171.2	232.5	304.4	353.4	424.3	498.1

Source: NUA Internet Surveys. Note: projections begin in year 2001.

The IT sector has witnessed rapid increases in technological efficiency and processing power while hardware products are physically reduced in size. Computing devices have shrunk from room-size machines during the early years of the National Aeronautics and Space Agency to coin-sized microprocessors of equal power. Additionally, the prices for IT products have steadily declined due to several factors, including strong corporate competition, rapid technological innovation and diffusion, increased usage enabling greater economies of scale, public research funding, and general private sector efficiency to the point where calculators that used to cost US \$100 two decades ago are now less than a tenth of the price.

Despite its size and dynamism, there are clear indicators that the IT industry is facing a global slowdown that may affect the willingness of companies to invest in new production or explore relatively immature markets, including the West Bank and Gaza. Reuters recently reported that

¹⁹ World Information Technology and Services Alliance, *International Survey of e-Commerce – 2000*, pg. 3.

²⁰ Ibid, pg. 1.

²¹ International Data Corporation (IDC), *Global IT Spending Remains Subdued, IDC Predicts Recovery in 2002*, July, 18, 2001.

²² NUA Internet Surveys, February 2001.

some 223,450 jobs were being cut in the global workforces of 23 of the world's top IT and telecommunications companies, including market leaders such as Cisco Systems, Compaq, Hewlett-Packard, IBM, Motorola, Siemens, Marconi, Ericsson, and Nokia.²³ Not only are these considerable job losses likely to all but end the labor shortages experienced by the IT industry in the late 1990s, but the retrenching may also limit the investment and expansion capital of firms within the sector. Some major IT companies, including Gateway and Lucent are currently undergoing a major assessment of overseas operations and significantly scaling back their presence outside of the core U.S. market.

Sub-sectors

Global demand for **software and programming** has fared better than for hardware, but many individual firms are facing increasing competitive pressure and the industry is seeing a new wave of consolidation. No definitive data exists to precisely document how significantly the current slowdown has affected the overseas outsourcing of software development from U.S. and European firms. In interviews with leading firms, some have indicated that international operations will continue with little disruption, but some of the more exposed companies have declared a need to reevaluate all operations in non-core markets. Indeed, many of the top global IT companies with significant debt or investments in unprofitable subsidiaries, such as Lucent and Gateway Computers, are unlikely to be best prospects for IT promotional efforts in the current climate. In the last few years, such countries as Egypt, Israel, India, Pakistan, Sri Lanka, Hungary, Poland, Russia, and Ukraine have seen increasing demand for outsourced software development from U.S. companies, but industry associations in some of these countries have reported slowing demand. The IT sectors of these countries should act as harbingers for any major shifts in the trend of large multinational firms to shift software development and other activities overseas.

Despite the U.S.-led slowdown in IT growth, **IT services** remain a bright spot on the global stage, with the worldwide market growing an estimated 11% in 2001.²⁴ A leading U.S. information technology analysis firm, the International Data Corporation (IDC), projects a compound annual growth in the services sector of 12% through 2005, reaching US \$700 billion from US \$395 billion in 2000. IT services, including customized software and programming services, account for the largest share of industry sales (41.5% in the U.S. market in 1998), and "off-the-shelf" packaged software has emerged as the fastest growing market segment in terms of software products and services, with average annual growth reaching 15.1% between 1990 and 1998.²⁵ In Europe, preliminary data suggests that the software market grew at a rate of 15% in 2001.²⁶

While there has been considerable turmoil and consolidation among **Internet**-related firms, most analysts believe that web-based activity will continue to be a crucial influence on growth in a wide range of related software and IT services, including Internet software applications and e-commerce services. The global market for Internet access and related services (valued at US \$25.5 billion in 1998) is expected to increase to US \$154.4 billion by 2003.²⁷ Estimates for 2001 suggest that there are between 354 and 407 million Internet users worldwide, and of these approximately 33% in the U.S. have reported purchasing products or services on line.

²³ Reuters News Service, August 8, 2001.

²⁴ IDC, *Global IT Spending Remains Subdued, IDC Predicts Recovery in 2002*, July, 18, 2001.

²⁵ JEDCO, Information Technology Sectoral Study.

²⁶ IDC, *Worldwide IT Services Market Remains Strong Despite Faltering U.S. Economy, IDC Predicts Recovery in 2002*, July, 18, 2001.

²⁷ JEDCO, Information Technology Sectoral Study.

Technology analysts predict that within four years, the number of Internet users will rise to one billion people, or 15% of the world population, and e-commerce will amount to between US \$5-6.8 trillion annually.²⁸ In the Middle East (excluding Israel) regional analysts suggest that 9% of Internet users completed commercial transactions on-line in 2000, up from 4% in 1997.²⁹

The related **electronic commerce** sector, defined broadly as any commercial transactions that are concluded via the Internet and/or electronic mail, is also a growth area worldwide but today the phenomenon is primarily limited to the most developed countries. Although many nations have begun to adapt their legal regimes to allow for purchases and shipping generated electronically, e-commerce remains limited in much of the world. Private analysts' estimates of the size of e-commerce worldwide differ, but Deloitte Consulting forecasts that by 2002 global e-commerce will have risen to US \$824 billion for business-to-business transactions and US \$358 billion in transactions between individual consumers and vendors, with about half of this activity confined to the U.S. and some 40% in eleven other countries.³⁰ IDC suggests that e-commerce represents lesser value, estimating that last year US \$354 billion was spent over the Internet.³¹ In 1998, US \$43 billion in commercial transactions via the Internet were recorded in the U.S. alone.³² Despite the projected growth of the sub-sector, many IT analysts predict an uncertain future for the "e-services" companies as the industry goes through a period of contraction. Indeed, due to the fragmented, niche-oriented nature of the sub-sector and the imbalanced debt to equity ratio of many firms, IT analysts at the Gartner Group have issued the dire prediction that only one in five e-service providers will be in business by 2004.³³

Hardware and related products is one of the more vulnerable sub-sectors given the current economic climate in the U.S., Japan, and Europe. In more mature markets the hardware that comprises the basic information technology infrastructure is already in place for most companies, government agencies, and other organizations, and as a result demand is fairly modest. This is particularly the case when company profits are squeezed, departmental budgets are put under pressure, and managers forego spending on new equipment. Indeed IDC predicts that by 2004 hardware will account for just over one third of total IT spending in Europe.³⁴

In analyzing investment trends in the hardware sub-sector, a critical industry to watch is the **personal computer** (PC) market, which tends to lead related hardware sales. The worldwide PC market has suffered setbacks in the past year and continues to show signs of declining growth. According to data from IDC worldwide shipments of PCs declined by 2% in the second quarter of 2001, and final data is expected to show continued declines.³⁵ In the U.S. PC sales in 2001 declined by 8.1% compared to the previous year's pace, reports IDC. Japan, which has been a major producer and purchaser of PCs, has shown almost flat growth in 2001 compared with 30% growth in 2000, and expectations are that PC sales will dip into negative growth territory in 2002. Indeed, only one of the world's top vendors of PCs – Dell Computer of the U.S. – reported positive sales growth in 2001. In response to the increasing competition in PC manufacturing sector and declining sales from both business and individuals, the number two

²⁸ IDC predicts US \$5 billion, *Nearly 1 Billion Internet Users Will Fuel More than \$5 Trillion in Internet Commerce by 2005*, May 23, 2001, and Forrester Research, Inc. predicts US \$6.8, "Worldwide eCommerce Growth," August, 2001.

²⁹ Jordan Export Development and Commercial Centers Corporation, *IT Competitiveness Study*, 2000.

³⁰ World Information Technology and Services Alliance, *International Survey of e-Commerce – 2000*, pg. 8.

³¹ IDC, *Nearly 1 Billion Internet Users Will Fuel More than \$5 Trillion in Internet Commerce by 2005*, May 23, 2001.

³² *The Economist*, July 24, 1999.

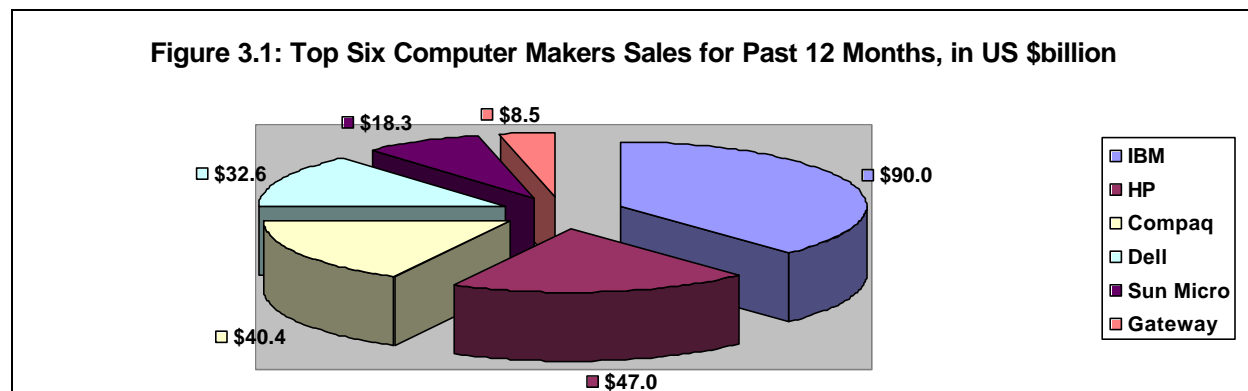
³³ Gartner, Inc. "Gartner Says Only 20 Percent of E-services Providers Will Survive to 2004," August 15, 2001.

³⁴ IDC, *Global SCORE Card: A Western European Overview*, pg. 2.

³⁵ Based on interviews with industry practitioners and a literature survey, IDC, Forrester Research, and the Gartner Group are rated as the top three most reliable industry analyst companies.

and number three manufacturers, Hewlett-Packard and Compaq announced recent plans to merge, thereby rivaling the global leader, International Business Machines (IBM).

Figure 3.1 shows the revenues of the world's top six computer manufacturers – all of which are U.S. based firms – from September of 2000 to September of 2001.



Among emerging markets where the technological infrastructure is less mature, the demand for hardware is expected to remain steady but vulnerable to the economic fortunes of individual countries. In particular, in the next few years emerging markets are expected to demonstrate higher demand rates for PCs and local area network (LAN) hardware than the more developed economies of North America, Western Europe, and Japan.

Demand in the worldwide **semiconductor industry** has also declined in 2001, with signs of weakness emerging as early as 18 months ago. Estimates of 2001 revenue are projected to be US \$168.1 billion, which represents a decrease of 26% from year 2000 when revenues totaled US \$226 billion.³⁶ Given the wide range of products for which semiconductors are needed, including appliances and automobiles, some IT analysts predict that this sub-sector will show signs of recovery more quickly than others if general demand for computer and electronic products increases.

As a whole, the **telecommunications sub-sector**, including telephone service providers, cable and device manufacturers, and various new technologies, has been very hard hit in the current economic slowdown. Almost all individual industries within the sub-sector have seen declining revenues and overcapacity, and international telecommunications companies are among the weakest in the current economic climate. While demand for such services as mobile phones and global positioning satellite (GPS) services has remained fairly healthy worldwide, many of the larger firms are struggling and reconsidering investments outside of well-established markets.

Although overall the telecommunications sector is facing lean revenues and overcapacity, some industries within the sub-sector are showing growth. For example, **call centers**, including inbound telemarketing and reservations, outbound telemarketing, and help desk and customer services, have been a growing market within the IT services industry for several years and are valued at over US \$150 billion per year. Call centers include relatively low skilled activities, such as making travel and hotel reservations, to high-level skills like offering technical support for IT products and web portals. In addition, call center operations typically rely on a multilingual

³⁶ "Gartner Dataquest Says Worldwide Semiconductor Revenue to Decline 26 Percent in 2001," August 10, 2001.

workforce with good verbal ability, customer service training, and marketing skills. Recent data suggests that of the world's top ten largest call center companies eight are from the U.S., which should rank high on the list of source countries for FDI in call centers. As with many other types of U.S. firms, Middle East operations tend to be managed out of a European office. Israel is also a source of investment in the call center industry, and Israeli call center operators have expressed interest in expanding throughout the region. Based on trends in call centers in the region, the WBG could expect call center operators to invest approximately US \$650,000 to establish a call center employing 50 people. Call centers are among the best prospects for investment promotion by PIPA, but given the current travel restrictions imposed by Israel more focused research is needed on the ability of workers to get to the workspace to assess if call center operations are viable at present.

Trends in North America

Examining individual regional markets, starting with the world's largest single market for information technology goods and services, informs this analysis of global trends in IT. The United States is the most important country in the global IT market, amounting to almost half of the total world market in information technology sales and being home to many of the key players. Last year the U.S. was home to 34% of all Internet users and accounted for about 46% of global e-commerce. The headquarters of many of the world's largest and most innovative information technology companies are clustered in several regions of the U.S., including Silicon Valley in California, the Boston area in Massachusetts, northern Virginia just outside of Washington, D.C., and several smaller hubs throughout the country.

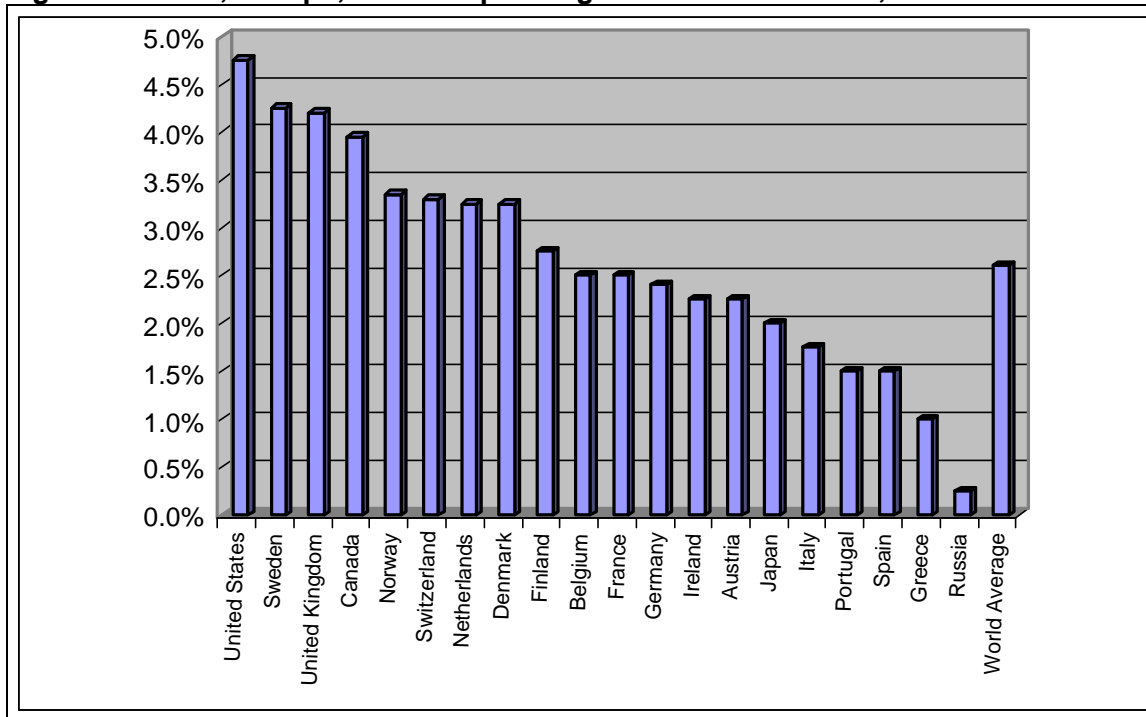
In the 1990s the U.S. IT market expanded relatively quickly due to strong business demand for new products and services.³⁷ According to NUA Internet Surveys, it is estimated that by 2003 there will be 171 million Internet users in North America. Growth of IT spending between 1995 and 1997 averaged 11.3 % in the U.S., and between 1998 and 1999 growth slowed to 7.3%.³⁸ In 2001, however, the information technology sector in the United States experienced a significant slowdown, and the industry is currently undergoing considerable contraction amidst falling sales, profits, and investment capital. During the second quarter of 2001 corporate demand for software and computer equipment dropped over 15% in the U.S., the steepest decline since 1982. Interviews with companies in the IT sector attest to the fact that many manufacturers are struggling with shedding excess capacity in the face of decreasing demand among firms that overspent on IT in the previous years. Consumer demand for IT products and services has remained fairly healthy in the U.S. in the past year, but falling stock values and increasing unemployment threaten to slow this appetite for IT goods and services. Further, the recent terrorist attacks in New York and Washington have greatly undermined general consumer and business confidence, frustrating a speedy recovery in many IT companies. According to IT experts, one exception has been defense and intelligence related IT service providers, such as Science Applications International Corporation (SAIC), TRW, Lockheed Martin, and Dyncorp. Due to these companies' special relations with the U.S. government, however, their expected mid-term growth is unlikely to have any impact on FDI in the Middle East. While many analysts predict growth to recover in the next year or two, short-term to mid-term trends are not encouraging for countries looking for significant inflows of IT business capital.

³⁷ JEDCO, Information Technology Sectoral Study.

³⁸ World Information Technology and Services Alliance, *Digital Planet: The Global Information Economy*, November 2000, pg. 3.

As figure 3.2 demonstrates, to date the U.S. leads the world in spending on IT as a percentage of GDP.

Figure 3.2: U.S., Europe, and G8 Spending on IT as a % of GDP, 1999



Source: IDC, *Global SCORE Card: A Western European Overview* and *Global SCORE Card: A Global IT Economy Overview*.

Several of these same countries comprise the top ten states when IT expenditures are measured as a function of population, as Table 3.3 shows below.

Table 3.3: Top Ten Countries Ranked by Per Capita Expenditure on IT Goods and Services and as Based on Comparative Rankings of GDP Spending as Indicated Above

Country	Rank, per Capita	Rank among Europe/G-8 in GDP
Switzerland	1	6
Japan	2	15
United States	3	1
Denmark	4	8
Singapore	5	N/A
Sweden	6	2
Norway	7	5
Netherlands	8	7
United Kingdom	9	3
Australia	10	N/A

Source: World Information Technology and Services Alliance, *Digital Planet: The Global Information Economy*, November 2000, pg. 3.

Trends in Europe

Given its dominant role in the sector worldwide, the slowdown in the U.S. has also affected other markets, notably Asia and the Americas, while Europe, which has been growing at slower rates through the 1990s, has been somewhat more resilient than other markets. Some analysts suggest that the North American market will see a sharper downturn in IT spending and growth than other markets in part because of the seemingly inflated levels of growth in the late 1990s. The longer the U.S. economic slowdown continues, however, the more likelihood that Europe's IT sector will also begin to experience significant contraction. Indeed, in the last year some major European IT companies, including Nokia, Ericsson, and Marconi, have announced profit warnings and job cuts.

Europe was the second most important market for the IT sector during the 1990s, although growth rates have been less dramatic than in the U.S. In the years from 1995 to 1997 IT spending in Europe averaged a rate of 6.6% and, like in the U.S., declined, slowing to 5.7% between 1998 and 1999.³⁹ Particularly in the telecommunications sub-sector, Europe is home to several world leaders in the IT industry, including such companies as Nokia, Ericsson, Cabinas Telefonicas, and Alcatel. Spending on IT as a whole is predicted to have grown at a rate of 7.9% to 11% annually in Europe in 2001, and achieve an average 11% growth rate through 2005, according to the IDC. With an estimated 29% of all Internet users residing in Europe, the region is second only to the U.S. in the number of citizens with access to the World Wide Web.⁴⁰ Some analysts predict that Europe will have 162.9 million Internet users by 2003, bringing it almost equal to the U.S. and the Asia Pacific region.⁴¹

Western Europe is expected to eclipse the U.S. as the largest market for certain IT products and services within the coming year. Spending on hardware, however, is predicted to have slowed down considerably in Europe during 2001. But, as indicated by such factors as overall spending for IT as a percentage of GDP, there is a north-south divide in Europe, with countries like Sweden and the U.K. representing much larger markets than historically poorer states like Greece and Portugal.

³⁹ World Information Technology and Services Alliance, *Digital Planet: The Global Information Economy*, November 2000, pg. 3.

⁴⁰ IDC, *Nearly 1 Billion Internet Users Will Fuel More than \$5 Trillion in Internet Commerce by 2005*, May 23, 2001.

⁴¹ NUA Internet Surveys.

Trends in the Asia Pacific Region and Other Emerging Markets

Anchored by technology powerhouse Japan and several second tier players, the Asia Pacific region continues to be an important and dynamic producer and purchaser of IT products and services. Australia, China, India, Malaysia, Singapore, South Korea, and Taiwan are also significant markets for the world's IT companies. Nonetheless, there are clear signs of slowing consumer demand for IT related products here as well. Asia is ranked just after Europe in the number of world Internet users today and many expect it to eclipse Europe and the U.S. in the coming years. Including Japan, which represents 10% of global Internet users alone, Asia is home to an estimated 16% of all Internet users.⁴² By 2003, some analysts estimate that the Asia Pacific region will reach 139 million Internet subscribers.⁴³ This prediction comes on the region's strong Internet subscriber growth rates, which grew 65% in 2000 over 1999 to 78 million subscribers.⁴⁴ From 1998 to 1999 IT spending in the region grew by an estimated 19.5%.⁴⁵

Emerging market countries, particularly those with mature business sectors and sufficient population density, tend to demonstrate higher average annual growth rates than in the U.S. or Europe. This is in part due to the relatively low level of technological infrastructure from which most developing countries were starting. Of all emerging market regions, Asia has been the leading market for IT products and services, and although lower than in previous years IT spending growth is estimated to be maintained at 8% over 2001 and the hardware and services markets are estimated to grow at a rate of 15% in 2002.⁴⁶

IT spending growth is estimated to have continued in the Middle East, Latin America, and Eastern Europe as well throughout 2001. In the Middle East and Africa, IDC estimates an overall spending growth rate of 15%, which, while declining from higher rates in the late 1990s, is ahead of projected growth for Latin America (11%) and Eastern Europe (12%). Although the U.S., Europe, and Asia Pacific region account for almost 90% of Internet users worldwide, emerging markets are expected to outpace Internet usage growth in these more mature markets. In 2001 it was estimated that after excluding the U.S. Europe, and the Asia Pacific region Internet usage for the rest of the world amounted to 11% of total users.⁴⁷

III. Regional Trends

Growth rates of IT products and services have risen steadily in the Middle East in recent years, and some private analysts predict that the current slowdown in the U.S., Europe, and Asia will have a limited effect on the region's IT sector. Optimistic estimates suggest that on the whole the Middle East IT sector will record growth of 30% in 2001 when final industry statistics are compiled, with strong growth in the market for PCs driving spending.⁴⁸ These estimates are likely to show a significant leveling off in the fourth quarter, however, in reaction to the attacks in the U.S. and their global economic and political ramifications; indeed, sales of computers and electronics in the UAE are estimated to have dropped by 50% in the month following the September 11 attacks.⁴⁹ Averaged in with Africa, the region increased spending on IT by an

⁴² IDC, *Nearly 1 Billion Internet Users Will Fuel More than \$5 Trillion in Internet Commerce by 2005*, May 23, 2001.

⁴³ NUA Internet Surveys.

⁴⁴ Gartner Group, "Gartner Dataquest Says Asia/Pacific Poised to Overtake United States as Biggest Internet Subscriber Market in 2003," August 6, 2001.

⁴⁵ World Information Technology and Services Alliance, *Digital Planet: The Global Information Economy*, November 2000, pg. 3.

⁴⁶ IDC, *Global IT Spending Remains Subdued, IDC Predicts Recovery in 2002*, July, 18, 2001.

⁴⁷ IDC, *Nearly 1 Billion Internet Users Will Fuel More than \$5 Trillion in Internet Commerce by 2005*, May 23, 2001.

⁴⁸ Agence France Presse, "Mideast IT Industry Bucking Global Economic Slowdown," August 9, 2001.

⁴⁹ *Menareport.com*, "UAE Computer Sales Down Since September Attacks," November 4, 2001.

estimated 15.9% in 1998 through 1999.⁵⁰ The overall IT market in Arab countries was calculated to have reached US \$3.5 billion in 1998, and is estimated to amount to more than US \$5 billion by the end of 2001. Excluding the North African countries but including Egypt, Israel, and Turkey, IDC estimates that the IT market in the Middle East will reach US \$3.8 billion by the end of 2001 and US \$4.6 billion by the end of 2002.⁵¹

The effects of the global economic slowdown and terrorist attacks in the U.S. have exacerbated several negative trends in the global economy. But these external factors may not severely inhibit IT investment in the medium to long-term in the Middle East. It is difficult to divine a clear pattern other than that marketing and distribution efforts of foreign IT firms are more invulnerable to such disruptions than are larger-scale production efforts. Some companies, including Microsoft, Motorola, and Oracle, have publicly stated that their sales and marketing efforts, including attending regional trade shows, would continue regardless of increased security concerns. A few IT companies, including Concord Communications, Rsoft Inc., and NewFrame Corp., announced plans to increase business activities in the Middle East.⁵² But many other IT firms, such as Gateway Computers, Intel, Lucent Technologies, Richardson Electronics Inc., and Sun Microsystems are reconsidering projects in the region or reevaluating any expansion plans in the Middle East in the near-term. Intel, for example, recently announced that it would delay its previously announced development of a US \$1 billion microchip manufacturing plant in Egypt.

Table 3.4 summarizes the announced investments in the IT sector from 1999 through 2002 discovered as part of this FDI review.

⁵⁰ World Information Technology and Services Alliance, *Digital Planet: The Global Information Economy*, November 2000, pg. 3.

⁵¹ Menareport.com, "UAE IT Spending to Reach \$804 Million," June 24, 2001.

⁵² *B to B*, "Markets Undaunted in Mideast; U.S. Companies Pursue Opportunities in Face of Heightened Tensions," October 15, 2001.

Table 3.4: Announced FDI Projects for Information Technology, 1999-2002

2002						
LINKdotNET	LINKdotNET (Egypt) & Fastlink	Jordan	Egypt	Joint venture	N/A	
2001						
Noor Advanced Technologies	Cisco Systems & NCR Corporation	U.S.A.	Egypt	Joint venture	\$100 million	
Interwise	Accenture Technology Ventures, Lazard Technology Partners, & UBS Capital	U.K. & U.S.A.	Israel	Joint venture	\$34 million	
Spacotel Yemen	Lebanese Investcom Holdings and Al Zubair Group	Lebanon & Oman	Yemen	Joint venture	\$10 million	
Cisco Lebanon	Cisco Systems	U.S.A.	Lebanon	Greenfield	\$10 million	
SabaaFon	Orascom Telecom Al-Amar Group, Hailascom Company, International Contractors Union Company	Lebanon & Greece	Yemen	Joint venture	\$10 million	
MenaNet Communications SAE	Africa Online	Mauritius	Egypt	Acquisition	\$8.7 million	
IslamiQ	The International Investor, Dallah Albaraka Group, & others	Kuwait & Saudi Arabia	UAE	Joint venture	\$6 million	
Princess Sumaya University College for Technology and others	Sun Microsystems	U.S.A.	Jordan	Joint venture	\$450,000	
Yarmouk University	Cisco Systems	U.S.A.	Jordan	Joint venture	N/A	
2000						
MoreCom	American Liberate Technologies	U.S.A.	Israel	Acquisition	\$561 million	
Jordan Telecommunications Company	France Telecom	France	Jordan	Joint venture	\$508 million	
Arabia Online	Compaq and others	U.S.A. & others	Jordan	Joint venture	\$19 million	
Banter	Mayfield Fund	U.S.A.	Israel	Joint venture	\$15 million	
One World Solutions	Citibank, Advent International, New Horizons Capital, Foursan	U.S.A. & Jordan	Jordan	Joint venture	\$12.2 million	
MystiCom	Texas Instruments, Chase Capital Partners, Cisco Systems	U.S.A.	Israel	Joint venture	\$10 million	
Al-Bawaba	TFG Venture Capital AG and Middle East Internet Holdings Corporation	Germany & others	Jordan	Joint venture	\$5.15 million	
Info2cell	Acotel	Italy	Jordan	Joint venture	\$4 million	
Career Harmony	Manpower International	U.S.A.	Israel	Joint venture	\$3.5 million	
Maktoob.com and Syntax Digital	EFG Hermes	Egypt	Jordan	Joint venture	\$3 million	
Menafn.com	N/A	Consortium	Jordan	Joint venture	\$1.5 million	
Al Masa	SLMsoft.com	U.S.A.	UAE, Egypt, Lebanon	Joint venture	\$1.5 million	
FTML Cellis and Oda Liban	France Telecom	France	Lebanon	Joint venture	60% stake	
Firstnet and NETS	Batelco	Bahrain	Jordan	Joint venture	N/A	
Global Technology Ltd.	Satyam Infoway	India	UAE	Joint venture	N/A	
1999						
Libancell	Sonera	Finland	Lebanon	Joint venture	14% share	
Turkcell Iletisim	Sonera	Finland	Turkey	Joint venture	41% share	

Estimates of **packaged software** sales in Egypt, the Gulf States, Saudi Arabia, and Turkey totaled approximately US \$1.2 billion in 1997.⁵³ According to a study commissioned by a Jordanian agency in 1998, local software sales in Saudi Arabia were reported as US \$420 million, representing 10% growth. In Egypt, local software sales amounted to US \$50 million in 1998, but represented 35% growth. In Israel local software sales grew 10% in 1998, amounting to US \$800 million. The overall IT market in 1998 totaled US \$1.2 billion in Saudi Arabia, US \$250 million in Egypt, and US \$1.5 billion in Israel.

Some analysts suggest that **IT services**, including e-commerce is one of the faster growing sectors in the Middle East. Some estimates suggest that purchases over the Internet by Arab consumers averaged US \$150 million annually between 1998 and the first half of 2000. In the past twelve months Internet spending in the Arab world was estimated at US \$250 million, and some expect it to rise to US \$1 billion by the end of 2002.⁵⁴ Internet usage, while growing quickly, remains relatively low in the Middle East compared to Europe, Japan, and the U.S. For example, recent surveys of local computer associations suggest that in Egypt, with 66 million inhabitants, only one million have Internet access (.015%), while Israel has slightly more than one million of its citizens on line (22%).⁵⁵ The number of Internet users in the Middle East has increased by 6% per year since 1997, and by April 30 1999 industry analysts reported 338,200 users registered with Internet service providers in the Arab world. Other estimates suggest that only 3% of the Arab world's population uses the Internet.⁵⁶ A recent survey of consumers suggests that the most frequently purchased products over the Internet in the Arab world are software (48% of respondents), books (28%), computers and related accessories (26%), CD's and CD-ROMs (11%), and domain registrations (10%).⁵⁷ Another indicator of internet based commerce is Middle East advertising revenue, which is forecast to reach US \$8.5 million in 2002, up 45% over 2001 projections.⁵⁸

The **telecommunications sector** has also seen rapid growth in recent years. Many of the region's state owned telephone companies have undergone some degree of privatization, mobile phone operators are operating in almost every country in the region, and the increased reliance on IT products dependent on connectivity have fueled strong demand for better and more numerous telephone lines. For example, seven years ago Saudi Arabia's state owned telephone company installed 80,000 fixed lines annually, and by 2000 it was installing 80,000 lines per month.⁵⁹ Table 3.5 summarizes telecommunications penetration and usage in the Middle East for 2000.

⁵³ JEDCO, Information Technology Sectoral Study.

⁵⁴ Ball, Patrick. US-Arab Tradeline. "E-commerce Forges Ahead," July 27, 2001.

⁵⁵ World Information Technology and Services Alliance, *International Survey of e-Commerce – 2000*, pg. 33.

⁵⁶ Zogby, James J., *The Jordan Times*, "IT in the Arab World – A Frank Assessment, May 1, 2001.

⁵⁷ JEDCO, Information Technology Sectoral Study.

⁵⁸ *Middle East Economic Digest*, "Arabic Language Battle Rages Online," August 24, 2001, pg. 19.

⁵⁹ Government of Australia, *Assessing Middle East Growth*, 2000, pg. 101.

Table 3.5: Telecommunications Penetration in the Middle East

Country	Population (million)	Total # Fixed Lines	Fixed Lines per 100 Persons	Total # GSM Subscribers	Growth of GSM Subscribers, (% 1995-2000)	GSM Subscribers per 100 Persons	Total # of Internet Users	Users per 1000 Persons	PCs per 100 Persons
Egypt	63.48	5,483,600	8.64	1,359,900	183.90%	2.14	450,000	7.89	1.2
Israel	6.27	2,900,000	46.25	4,400,000	58.10%	70.18	1,100,000	175.45	25.36
Jordan	6.67	620,000	9.29	388,900	99.20%	5.83	127,000	19.08	1.39
Lebanon	3.5	698,000	19.96	627,000	51.20%	19.38	300,000	85.8	4.64
Palestine	3.19	222,200	7.18	N/A	N/A	N/A	N/A	N/A	N/A
Saudi Arabia	21.61	2,964,700	13.72	1,375,900	143.70%	6.37	200,000	5.74	
Syria	16.19	1,675,000	10.35	27,000	N/A	0.17	30,000	1.85	1.43
Turkey	65.7	18,395,200	28	16,133,400	105.80%	24.56	2,000,000	30.44	3.81
UAE	2.44	1,020,100	41.79	1,428,100	61.80%	58.51	735,000	301.11	12.51
Yemen	18.35	417,000	2.27	32,000	31.10%	0.17	15,000	0.82	0.17
Subtotal	207.4	34,395,800	18.745	25,772,200	81.64%	20.81	4,957,000	69.80	5.61
World	6,095.03	991,768,500	16.32	719,718,300	51.30%	11.89	352,132,000	58.77	7.68

A particular concern for IT companies operating in emerging markets is the issue of **intellectual property rights protection**. While the global rate of software piracy has declined 13% since 1994 to 37% in 2000, software manufacturers continue to lose as much as US \$11.75 billion per year in revenues due to the use of illegally copied software.⁶⁰ Further, for the first time in years, 2000 saw the piracy rate rise slightly from the previous year. While the total dollar value of pirated software declined in 2000, analysts suggest that this is due primarily to the strength of the US dollar, the continuation of a long-term trend of falling prices for software, and the slowest rate of growth in the sub-sector since 1994.⁶¹

The Middle East experienced a decrease in piracy of 20% over from 1994 to 1999, and as a region it falls just behind Latin America in its overall piracy rate of 57%. Egypt, Jordan, Saudi Arabia, and Turkey reduced their rates of piracy by more than 12% over the seven-year period studied by the U.S.-based industry association the Business Software Alliance. Of the countries in this study, by 2000 Egypt and Turkey were no longer considered in list of the top 25 worst offenders, but Jordan and Lebanon remain among the top 25 software pirates in 2000. Nonetheless, in general the use of unlicensed software remains prevalent in the region, as Table 3.6 demonstrates.

Table 3.6: Middle Eastern Country Software Piracy Rates, Including the Top 25 Software Pirating Offenders Worldwide in Order of the Worst Offenders

Country	Rank in 2000	Piracy Rate, 1995	Piracy Rate, 1999	Piracy Rate, 2000
Lebanon	6	91%	88%	83%
Qatar	9	91%	80%	81%
Bahrain	10	92%	82%	80%
Kuwait	11	91%	81%	80%
Oman	15	96%	88%	78%
Jordan	20	87%	75%	71%
Others				
Turkey		90%	74%	63%
Saudi Arabia		77%	64%	59%
Egypt		84%	75%	56%
UAE		86%	47%	44%
Israel		75%	44%	41%

Source: Business Software Alliance, *6th Annual Global Software Piracy Report*.

⁶⁰ Business Software Alliance (BSA), *Sixth Annual BSA Global Software Study*, May 2001, pg. 1.

⁶¹ *Ibid*, pg. 1.

In comparison to the relatively high rates of piracy in the countries noted above, the United Arab Emirates and Israel – the region's most developed IT markets – have rates of piracy for software products that are close to the 2000 global average piracy rate of roughly 37%.

It is also useful to note that while the rates of piracy are high in the Middle East the value of estimated losses is small compared to more developed markets with lower overall rates. For example, in 2000 the Middle East (excluding Egypt) accounted for 3% of the world's dollar losses due to piracy. Including Egypt, these losses cost software manufacturers US \$252.68 million in 2000 in lost revenues.⁶² By contrast, in 2000 the value of piracy in North America amounted to 25% of global revenue loss, or US \$2.94 billion, in Europe 29%, or US \$3.48 billion, and in the Asia Pacific Region 36%, or US \$4.08 billion.⁶³ Table 3.7 summarizes piracy rates and losses for a selection of Middle Eastern countries from 1994 through 2000, the latest year for which estimates are available.

Table 3.7: Piracy Rates and Losses, Selected Middle Eastern Countries

Country	1994	1995	1996	1997	1998	1999	2000
<u>Egypt</u>							
Rate	84%	84%	88%	85%	85%	75%	56%
Value (in US\$ millions)	\$8.2	\$10.7	\$18.1	\$12.9	\$10.9	\$33.2	\$12.2
<u>Israel</u>							
Rate	78%	75%	69%	54%	48%	44%	41%
Value (in US\$ millions)	\$41.4	\$55.6	\$77.3	\$57.1	\$63.2	\$72.5	\$66.2
<u>Jordan</u>							
Rate	87%	87%	83%	80%	80%	75%	71%
Value (in US\$ millions)	\$2.2	\$2.6	\$2.7	\$1.9	\$1.6	\$3.3	\$2.1
<u>Lebanon</u>							
Rate	93%	91%	88%	93%	93%	88%	83%
Value (in US\$ millions)	\$1.4	\$1.6	\$1.7	\$1.3	\$1.1	\$2.1	\$1.6
<u>Saudi Arabia</u>							
Rate	78%	77%	79%	74%	73%	64%	59%
Value (in US\$ millions)	\$49.7	\$59.7	\$65.2	\$46.2	\$38.8	\$39.9	\$21.7
<u>Turkey</u>							
Rate	90%	90%	85%	84%	87%	74%	63%
Value (in US\$ millions)	\$69.3	\$95.2	\$90.7	\$64.3	\$55.8	\$98.3	\$96.5
<u>United Arab Emirates</u>							
Rate	86%	86%	50%	50%	49%	47%	44%
Value (in US\$ millions)	\$7.5	\$9.6	\$6.0	\$4.4	\$3.6	\$7.6	\$5.4

Source: Business Software Alliance, *6th Annual Global Software Piracy Report*.

Israel, the region's leading information technology country, has successfully developed a booming IT industry in the past decade. Exports of software and electronics amounted to US \$15 billion in 2000, reflecting strong pre-*intifada* performance of the IT sector.⁶⁴ Due in part to the country's high quality educational infrastructure and bi-lingual workforce, the industry has been successful in attracting a significant amount of research and development capital from overseas investors, as well as funds from the government for both civilian and military contracts. Since 1990, non-military research and development in Israel grew by 70%, amounting to US \$4.3 billion in 1999, and contributing 3.5% to national GDP.⁶⁵ Some major IT investors in Israel include Intel, Motorola, and National Semiconductors. Israel has made an international

⁶² Ibid, pg. 6.

⁶³ Ibid, pgs. 4-6.

⁶⁴ *Menareport.com*, "Hi-tech Meltdown Hampers Israeli Economy," January 30, 2001.

⁶⁵ Economist Intelligence Unit, "Israel Country Profile," August 2001.

reputation in database management software, educational software, Internet related applications and software, and anti-virus and computer security systems, as well as the manufacture of certain fiber optic, electro-optic, thermal imaging, and night vision systems and components.

Unlike most countries in the region, Israeli technology firms have successfully tapped into U.S. equity markets directly by becoming listed on U.S. stock markets. Today, some 100 Israeli firms are listed in the U.S. NASDAQ allowing for U.S. individuals, companies, and investment funds to infuse capital directly into Israeli companies. Through the end of the 1990s, foreign and domestic venture capital funds also played a significant role in infusing capital into Israel's IT sector. Further, the Sharon administration announced earlier last year a NIS 200 million (US \$51.3 million) fund to help IT start-up companies.

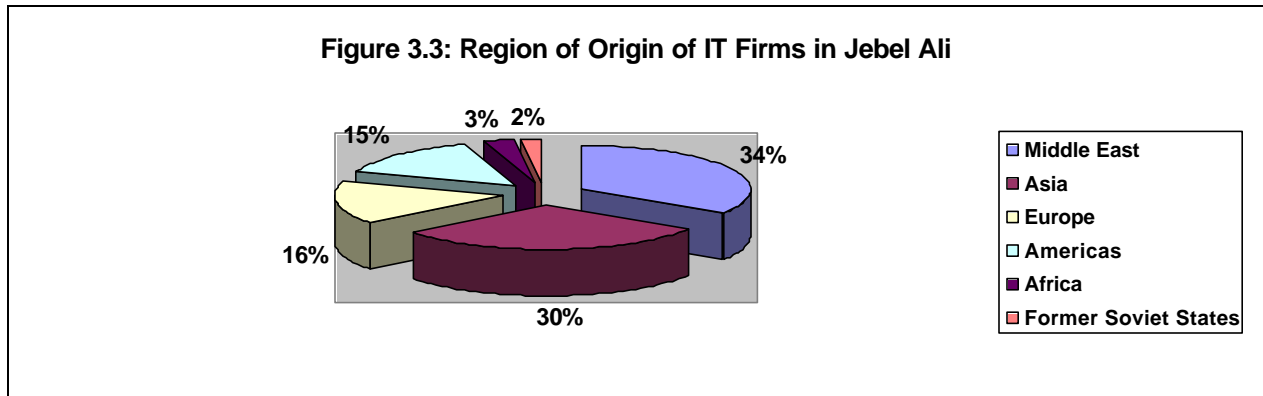
In 2001, however, the sector suffered significantly due to internal political instability as well as the general industry slowdown. Some local analysts note that the IT sector has proven more immune to internal political disruption than firms in other sectors. This is due in part to the location of many of Israel's IT companies in uncontested territory and that fact that their supply lines may be less vulnerable to social unrest than conventional companies. Further, many of Israel's IT companies have fairly well-diversified export markets for their services and goods, so while the domestic situation may negatively affect the cost and ease of production, demand among their targeted consumer markets may remain unaffected. Being heavily exposed to the U.S. market has proven to be a double-edged sword, especially for those Israeli firms listed on the NASDAQ, which has lost value in the past 18 months.

The **United Arab Emirates** is actively wooing IT companies into the Gulf region and may one day eclipse Israel as the pre-eminent home of domestic and international IT firms. In particular, Dubai's Internet City has attracted over 200 IT companies and is considered a primary investment destination in the region for IT companies. Unlike Israel, however, to date IT retailers and service providers are much more common in the UAE than manufacturers and research and development facilities. The UAE itself represents a growth market for IT goods and services, with spending predicted to reach US \$804 million by the end of 2001, a 23% increase in spending over the previous year.⁶⁶ Based on IDC data, computer sales in the UAE are predicted to reach 207,850 by the end of 2001, up 49,798 over 2000 and representing a rate of growth of 32%. UAE computer sales in 2000 grew 31% over 1999 sales of 120,480 units. The UAE has developed a healthy export-oriented PC assembly industry with an estimated 40,000 units assembled in the country annually, two-thirds of which are destined for export primarily to Iran, India, Africa, and the former Soviet Republics.⁶⁷

The corporate base of the UAE is informative for those seeking to establish a new IT hub and attract FDI. Of the 158 IT related companies listed in the Jebel Ali Free Zone, 34% are from the Middle East (including Cyprus, Egypt, Iran, and Turkey), 30% are from Asia, 16% are from Europe, and 15% are from the Americas. These companies range from computer component distributors to component manufacturers. Figure 3.3 below illustrates the regional distribution from FDI, and table 3.8 lists the number of IT firms in Jebel Ali from selected countries. This analysis of existing IT investment in the UAE and elsewhere in the region confirms that PIPA should look not only to such countries as India, the U.K., the U.S., Singapore, and China, as primary sources of inward FDI, but also to countries such as Iran and the UAE.

⁶⁶ *Menareport.com*, "UAE IT Spending to Reach \$804 Million," June 24, 2001.

⁶⁷ *Menareport.com*, "Thirty Percent of PCs Locally Assembled in UAE," August 5, 2001.



Source: Jebel Ali Free Zone.

Table 3.8: Countries of Origin of IT Companies in the Jebel Ali Free Zone, UAE

Country	Number of Firms in the Zone
Iran	19
UAE	8
Jordan	6
Other Middle East	21
Middle East Total	54
India	19
China/Hong Kong	7
Singapore	7
Japan	5
Taiwan	5
Other Asia	5
Asia Total	48
United Kingdom	21
Other Europe	4
Europe Total	25
United States	17
Canada	4
Other Americas	2
Americas Total	23
Africa Total	5
Former Soviet Union	3
TOTAL	158

Source: Jebel Ali Free Zone.

IV. Investor Feedback and Investment Drivers

Two critical considerations for the IT sector today are the global slowdown in demand for most products and services and managing an existing oversupply of products. Many of the investors interviewed noted that at present few major overseas investments were planned until economic circumstances changed. As well some sub-sectors within IT are unlikely to be priority sectors for investment promotion by PIPA because they are highly specialized, producers desire to be in close proximity to end users, or require a large and mature IT industry. For example, the WBG would be unlikely to attract major investments in the development of multimedia software and equipment or biotechnology software and equipment.

Promoting inward FDI in the IT sector in West Bank and Gaza will remain challenging in the current political climate. While the cost and quality of local labor, English language ability, and proximity to universities and research centers offer the WBG an advantage over regional competitors, other factors make the WBG less attractive. The cost of power, land, and some telecommunications services are disadvantageous, as is easy access to potential work locations from within the WBG and abroad. The current violence and political impasse may also rob the Palestinian IT sector of developing beneficial linkages with reputable Israeli IT firms. However, recent improvements in the quality of the WBG's telecommunications infrastructure may gradually improve the WBG's profile as an investment destination. Further, PIPA should avail

itself of collaboration with the Palestinian Information Technology Association to assist in marketing the capacity of the indigenous IT sector abroad. In recent years, PITA has sent delegations to various IT conferences, including GITEX in the UAE, and organized its own outward investment missions, and PIPA should be able to work with the association to coordinate efforts to promote inward FDI.

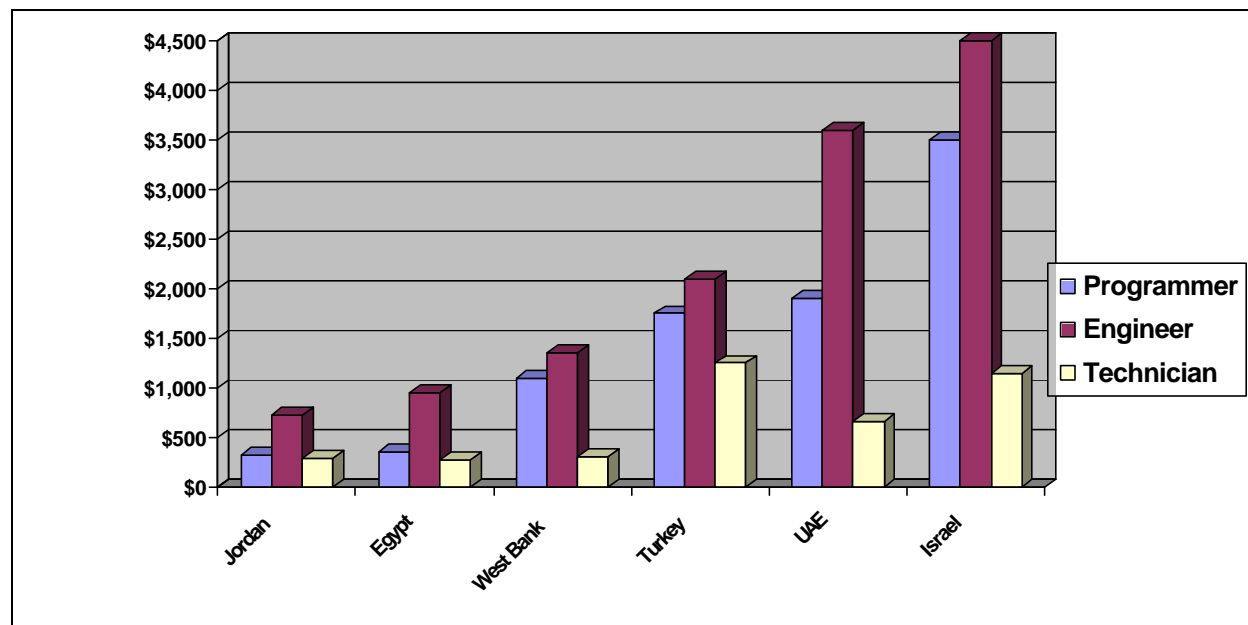
Based on discussions with investors and sectoral analysts, the following criteria have been identified as drivers of FDI in the IT sector:

- **Wage rates.** Wage rates are an important determination in investment location decisions. As shown in figure 3.4 the West Bank and Gaza will be competitive with the other technology-oriented investment locations in Israel, Egypt, Turkey, and the UAE, but more expensive than Jordan and Egypt. TSG research suggests that average monthly salaries of computer software programmers with five years experience in the West Bank are approximately US \$1,100 per month, substantially lower than in most of the comparator locations, which range from US \$1,750 per month in Turkey's Marmara and Aegean Technoparks to US \$3,500 per month in Israel at Matam and Atidim. However, computer programmers' salaries are significantly lower in Amman and Egypt's Sinai Technology Valley near Ismalia, where salaries average US \$325 and US \$350 per month, respectively.

Similarly, West Bank-based enterprises can expect to pay less for qualified engineers than in Israel, Turkey, and the UAE, but more than in Egypt or Jordan. In the West Bank a firm can expect to pay between US \$1,200 and US \$1,500 per month for qualified engineers, whereas in Israel similarly experienced engineers cost, on average, US \$4,500 per month. However, as in the case of programmers, enterprises in Jordan and Egypt can expect to pay far less for experienced engineers, ranging from US \$725 in Amman to US \$950 in the Sinai.

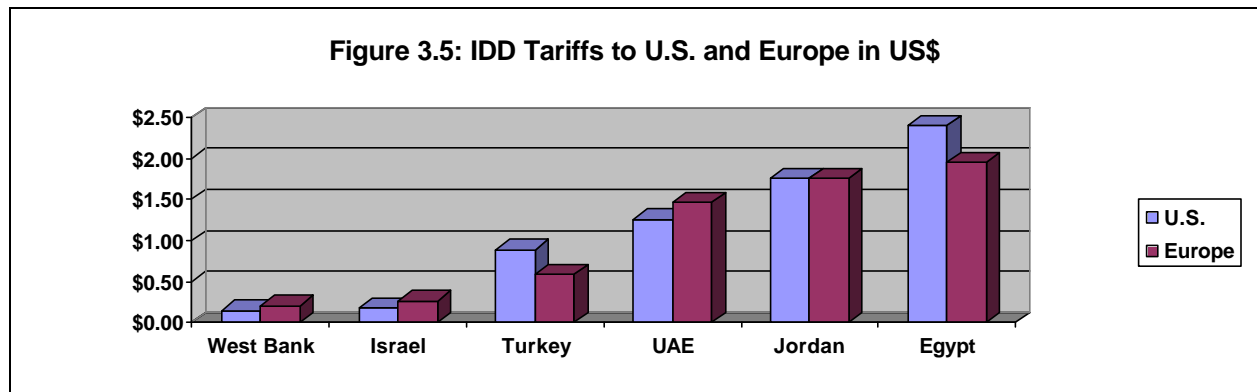
Finally, the cost of technicians for West Bank-based companies will be significantly lower than in most of the other locations, ranging from US \$250 to US \$350 per month. Technicians' salaries are highest in Turkey, averaging US \$1,250 per month. However, once again, the average salaries for technicians are lowest in Sinai Technology Valley and Amman, where monthly salaries range from US \$270 to US \$290, respectively.

Figure 3.4: Average Wage Rates for Computer Programmers, Engineers, and Technicians in US\$ per Month

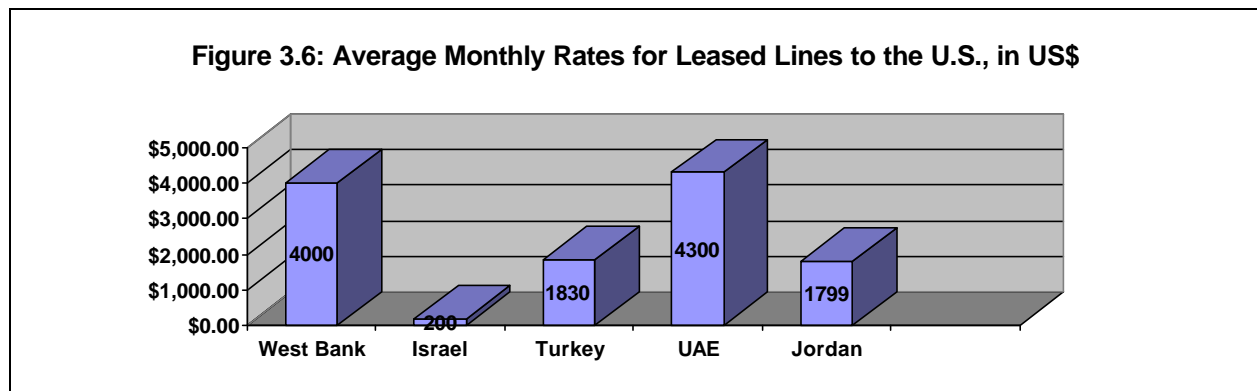


- Quality of labor.** In its marketing program, PIPA must emphasize the quality of the workforce and also offer some demonstrable evidence of the skill base. Highlighting Palestine's workers' fluency with international IT technologies, languages, and concepts as evinced by being certified by large IT corporate leaders will help convince would-be investors that the local workforce is sufficiently well informed about the fast paced IT industry.
- Telecommunications quality and cost.** Several companies interviewed noted that they had specific requirements for telecommunications services. Indeed, IT companies are very concerned with the quality, cost, and capacity of telecommunications services. The Palestinian Telecommunications Company (PALTEL), which provides all regular land-based and cellular communications in West Bank and Gaza, will need to provide services within a competitive range to easily woo investors away from more developed IT markets like India, Ireland, Israel, and the UAE. While the existing infrastructure is largely inadequate, PALTEL plans to significantly upgrade it over the next few years. The West Bank and Gaza currently has no international switches of its own and must rely upon Israeli infrastructure. Both leased lines and international direct dialing is routed through the system operated by Israel's Bezeq.

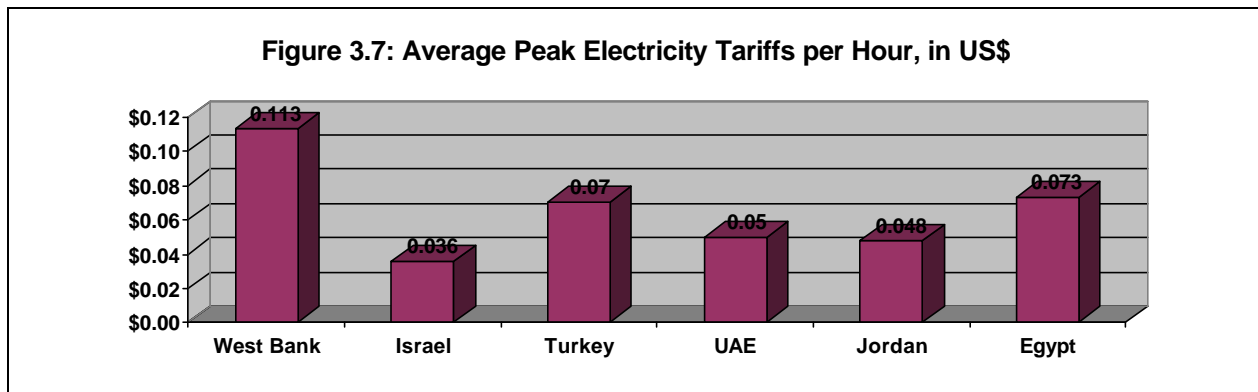
Fortunately, when calling to the U.S. or Europe PALTEL's tariffs for international direct dialing are competitive with competing IT destinations in Egypt, Israel, Jordan, Turkey, and UAE, as demonstrated in figure 3.5. But rates to several neighboring Arab states are unusually high, inhibiting the cost effective development of international partnerships with other Arab states. Direct dialing tariffs range from US \$0.69 per minute to Jordan to US \$0.99 per minute to Egypt to US \$1.20 to most other countries in the region.



While direct dialing rates to the U.S. and Europe are relatively competitive, the cost of dedicated leased lines are substantially higher than in most of the alternative investment locations as seen in figure 3.6 below. While PALTEL must negotiate on behalf of individual companies with Bezeq for international leased line connections, on average a 64 kbps line to the U.S. would cost a West Bank-based company US \$4,000 per month, compared to US \$1,830 in Turkey, US \$1,700 in Jordan and a low US \$200 in Israel. Only in Dubai are leased lines higher than in West Bank and Gaza, averaging US \$4,300 per month. Similar price differentials apply to other international destinations, as well as different access speeds.



- Electricity costs and quality.** Several IT companies note that the cost and reliability of electricity was a major factor in making investment decisions overseas. In this regard, the West Bank and Gaza is at a distinct disadvantage. The West Bank imports most of its electricity from Israel and this will complicate promoting investment in power intensive industries. Insufficient power supply has in the past caused work stoppages in the West Bank, but investment in independent power supply may increase investor confidence that electricity can be supplied reliably. The current tariff rate for commercial and industrial users is US \$0.113 per kWh, which is considerably higher than all the other locations under review, as indicated in figure 3.7. In Turkey, the Marmara and Aegean Technoparks offer rates between US \$0.056 and US \$0.097 per kWh; in Egypt US\$0.07 to US\$0.075; in Jordan 0.029 to 0.067 and in Matam and Atidim, rates are approximately one-third of those in the West Bank, or between US \$0.034-0.036.



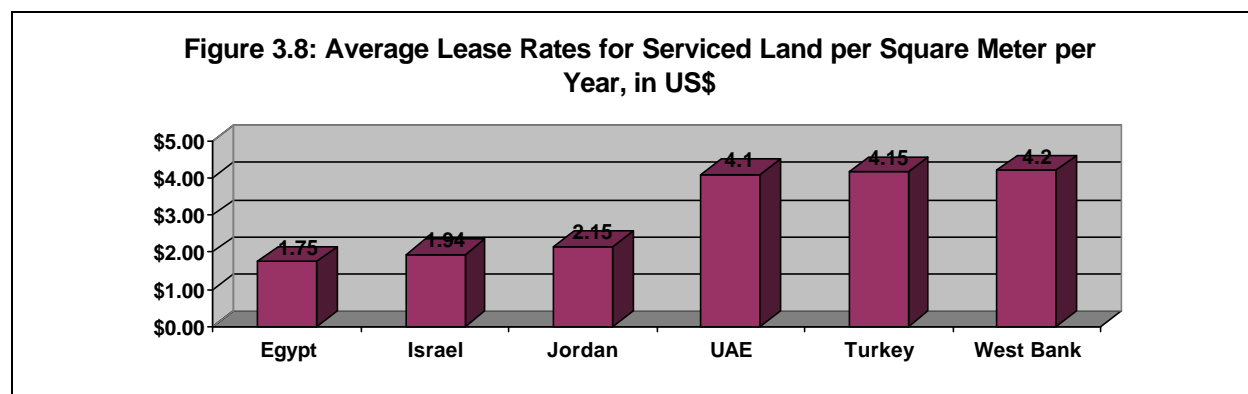
- English language ability.** English is emerging as the *lingua franca* of the business world. Because of the overwhelming amount of IT products, services, and companies that have originated in the United States and other English speaking countries, many IT firms are increasingly wanting even mid-level managers and technical staff to be proficient in written and verbal English. Obviously for call center type operations, near fluency is mandatory. Some companies may require that some staff speak other languages as well depending on the client base. More focused research would need to be undertaken to assess the English-language ability among appropriately trained engineers, programmers, and others in the IT sector, but generally the WBG can tout the language skills of its workers.
- Proximity to cities.** Perhaps surprisingly, many IT companies noted that being located near a significant urban center was an important consideration for locating. This was cited as an important factor because urban centers tend to have better telecommunications, power, and transport infrastructure, properly skilled and trained IT workers tend to agglomerate around cities, and employees tend to prefer working at a facility that is easily accessible by public or private transport. Further, it is assumed that most FDI in the Middle East would be regionally focused, so company executives would likely be traveling to other cities on a regular basis. Clearly, the difficulties in maintaining open borders and traveling internationally will inhibit the unfettered functioning of executives and staff in the IT industry.
- Proximity to transport infrastructure.** Proximity to seaports was not high on the list of important factors for most of the IT companies contacted, but some firms did want to be sure that local and international air service was reliable. Especially for companies that are providing services to clients on an on-going basis, IT firms want to make sure that their clients can easily visit them and their support staff can reach clients. As such some investors noted that the lack of a fully functioning Palestinian airport and general difficulties related to travel is a disincentive to invest in the West Bank and Gaza. While regular seaport handling and freight charges the same for both Palestinian and Israeli cargo, which are competitive with most other locations in the region, there is an extra \$80-\$120 charge for security inspections on all imports to and some exports from the West Bank and additional warehousing fees are sometimes required due to delays. In addition, many Palestinian producers have suffered damage to their goods as a result of the security inspections. Table 3.9 shows the average transportation costs of competing destinations for FDI in the region.

Table 3.9: Sea Transportation Costs (US \$ per 20' container)

	Sinai Technology Valley, Egypt	West Bank	Matam & Atidim, Israel	Jebel Ali, UAE	Marmara & Aegean, Turkey	Amman, Jordan
Nearest Port	Port Said	Port of Haifa	Port of Haifa	Jebel Ali Port	Istanbul and Izmir Ports	Aqaba Port
Average port handling charges	\$65	\$120 (\$30+\$80 for security inspection)	\$30	\$110	\$75	\$95
Average sea freight rates						
New York	\$750	\$1,450	\$1,450	\$1,750	\$1,800	\$2,500
Rotterdam	\$500	\$400	\$400	\$800	\$750	\$650

Source: TSG research.

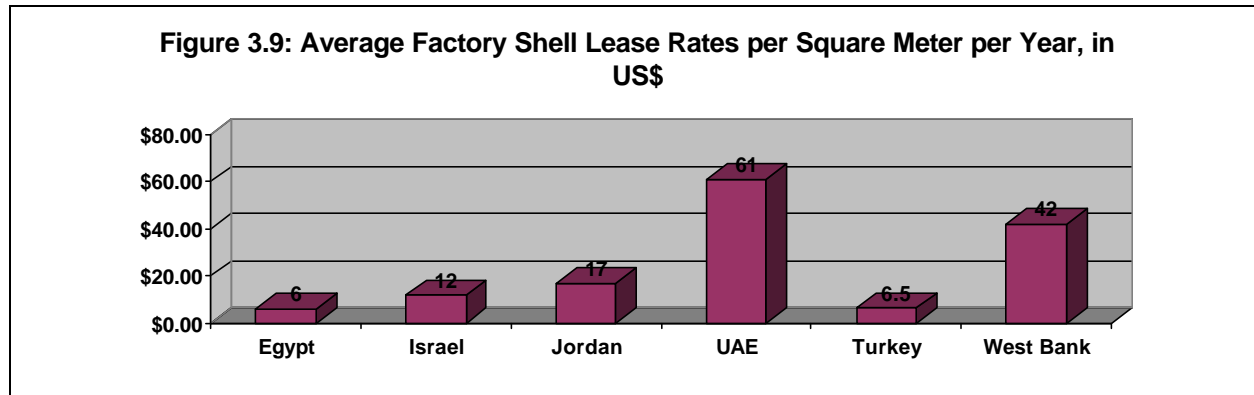
- Inexpensive, serviced facilities.** Some IT companies, especially the more labor intensive ones like call centers, note that they can often arrange to get land and facilities for free or at marginal cost from governments that are interested in creating jobs. The provision of fully serviced industrial estates can provide a strong incentive to investors, reducing the time and effort required to establish a physical presence and providing cost savings through various incentive schemes, and, in some cases, concessionary land and building lease rates. Many IT companies do not require elaborate workspaces, and existing serviced facilities may be an inducement to foreign investors. Overall, land and building lease rates are relatively high in the West Bank when compared to alternative investment locations in the region, as shown in figure 3.8. The average lease rate for serviced land in the West Bank is US \$4.20 per square meter per year. While this is significantly lower than at the Gaza Industrial Estate, where lease rates are as high as US \$8.00 per square meter per year, and competitive with lease rates in Jebel Ali and the two parks in Turkey, it is still higher than many other locations in the region. Serviced land is approximately half the price in Sinai, Amman, and Matam and Atidim in Israel.



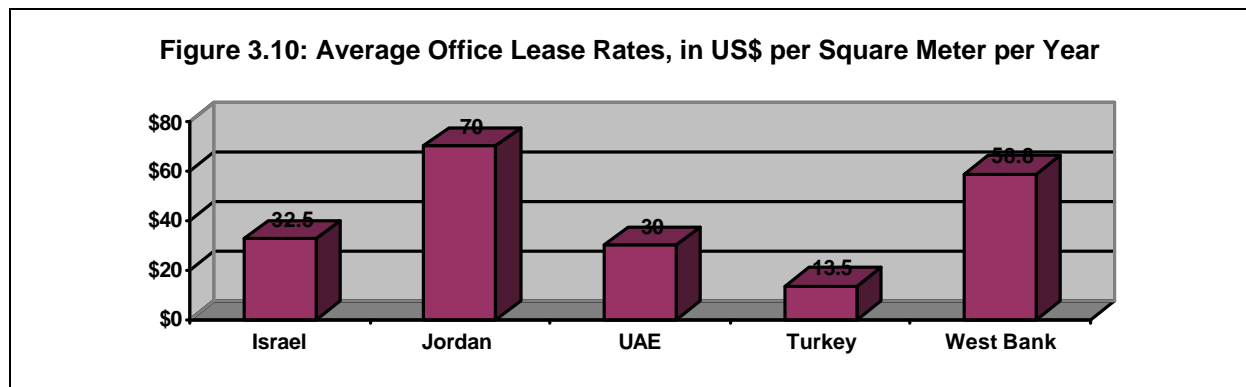
Leasing standard factory shells and office space is also relatively expensive in the West Bank compared to many of the other locations under consideration. According to estimates, standard factory buildings lease for US \$42 per square meter per year in the West Bank, compared to an average US \$19 in Amman,⁶⁸ US \$12 in Israel's technology

⁶⁸ In Amman, standard factory building lease rates are those on offer at Sahab Industrial Estate, outside Amman, while office lease rates are based on average rates in central Amman.

parks, US \$6.50 in Turkey's, and a low US \$6 in Egypt. Only in Jebel Ali is factory space more expensive, where lease rates average US \$61 per square meter per year, as figure 3.9 demonstrates.



Finally, an evaluation of the price of office lease rates also suggests that the West Bank is less price competitive than alternative locations for IT investment in the region. The average office lease rate of US \$59 per square meter per year is significantly higher than average lease rates in all the other locations, with the exception of the rates in Amman, as seen in figure 3.10.



- Proximity to a university and/or technical college.** Increasingly, IT companies are formed by, and also create, collaborations with technology related teaching and research institutions. In the highly successful technology incubator model popular in the U.S., for example, the main ingredients are innovative private sector companies, inexpensive, skilled, and flexible student labor, and formal and informal interaction between technology entrepreneurs and researcher and academics. As local IT professionals have noted, while the WBG has several good quality educational institutes, more can be done to produce well-trained graduates ready to work in the IT sector.

Chapter 4: Sectoral Focus on Apparel Manufacturing

The apparel-manufacturing sector represents a good market for PIPA's investment promotion activities, and the capacity of the existing industry is a source of strength. Although comprised of many small firms, PIPA can demonstrate that the WBG has a workforce that is trained and price competitive. The WBG's trade agreements give producers located in Palestinian territory preferential duty free access to the U.S. and European (EU and EFTA) markets, which is a considerable location-related advantage. The Palestinian Authority's agreements with Jordan and Egypt may also be an advantage for the creation of multi-national partnerships. There is also potential for Jordanian producers to develop partnerships that would enable them to access the U.S. market duty free under Qualifying Industrial Zone (QIZ) program. Especially as the U.S. economy recovers and consumer spending returns to previous levels, this will be a significant incentive to apparel manufacturers. Knowing more about the industry, and corporate decision-making criteria, will enable PIPA to plan accordingly to produce marketing materials and target companies appropriately.

However, there are some negative aspects of the investment environment that may make attracting FDI to the WBG challenging. The prevailing wage rates in the WBG make it less expensive compared to some competitors but more expensive than others, notably Egypt and Jordan. The cost of land and shell building in the WBG is higher than competing FDI destinations. The lack of a significant supply of raw materials will limit the number and type of firms that will view the WBG positively for FDI. Increasing the supply of water for commercial use and allowing for independent private power providers to operate in the WBG may increase the supply and lower the cost of these critical utilities, greatly improving the overall investment environment. Finally, although a resumption in peace economic cooperation with Israeli officials would improve the situation, the frequent border closings, delays, and disruptions in import/export processing has created an impression that businesses can easily be paralyzed or starved of inputs in the WBG. Particularly for some higher value apparel products, timely delivery is a critical consideration and as such the threat of trade disruptions may deter investment in the West Bank and Gaza.

The *Al-Aqsa intifada* has hurt the prospects for investment in the Palestinian apparel industry in several ways, and the domestic industry has been badly damaged over the past couple years. Strained relations with Israel lessons the cross border contracting, investment, and trading activities of one of the region's principal sources of FDI, joint venture equity, and expertise in the sector. While the current cycle of violence and political stalemate continues, both Palestinians and Israelis are less enthusiastic about developing new commercial relationships. Further, the specter of on-going violence in Israel and the West Bank and Gaza, and the recent attacks on civilian and military buildings in the U.S., create a general sense of regional instability for investment in the face of a globally struggling economy.

I. Defining the Industry

The apparel sector is comprised of a range of products, including various types of clothing and accessories. The apparel industry includes the manufacture of a wide variety of mass market and specialized clothing items and accessories. Mass-market items tend to be those that have a relatively modest individual value and simple and easily replicated designs, including T-shirts, blue jeans, and some types of undergarments. Specialized clothing may include certain hats, wedding dresses, and designer suits, as well as products made from less common materials,

such as cashmere or fine wool sweaters and patented synthetic items like Gortex winter jackets and Kevlar bullet proof vests.

II. Global Characteristics and Trends

Apparel is manufactured in virtually every country and represents one of the world's major consumer goods sectors. On a global basis, the apparel industry together with the textile industry is the largest source of industrial employment in the world; apparel accounts for roughly half of this employment. Apparel investments can be short-lived, however, especially when manufacturers are targeting inexpensive, mass-market production. Access to preferential import quotas, especially to large consumer markets like the European Union and the United States, low labor costs, and a cost effective import/export regime are the top three considerations of most mass market apparel manufacturers. At its most basic level, apparel production is labor-intensive and requires only a limited number of special skills. Set-up costs are low, barriers to entry are few, and rates of return on investment can be high. Therefore, many low-wage developing economies with abundant labor supply have attracted significant investment in the apparel industry. This has resulted in consistent growth in apparel production levels among low-wage supplier countries with a focus on selling to global consumer markets, particularly to developed economies.

A key consideration for investment in the apparel sector is the status of bi-lateral, regional, and multilateral trade agreements that stipulate import quotas into coveted markets. In the past two decades, large multinational apparel and textile companies have expanded the range of locations in which clothing and textiles are manufactured in part as a reaction to various agreements that determine the amount of market access to which each production location is entitled. Further, many countries have liberalized their economies and welcome FDI in the apparel sector. In the case of the WBG, the PA's agreements with the U.S. and European entities will be important factors in luring FDI in the apparel sector. Today, apparel companies make site selection decisions based on a goal of achieving a much more diverse mix of business objectives than in the past. Companies now need to respond and adjust to changing market demands more quickly to maintain their position. This has resulted in increased corporate relocations and expansions, as well as companies considering relocations to more diverse sites around the world.

As a result of regional trading blocs and globalization, apparel firms operate in an environment that involves an increasing interdependence among countries supplying inputs, other factors of production, or finished products. Linkages among firms can be complex, embracing both developed and developing economies in a network of trade relationships. For example, many U.S. and European Union producers design their fashions in their own markets, contract with offshore processing companies to take advantage of lower labor costs, and then re-import apparel to their home markets via international shippers and retailers. In this type of arrangement, a Western company would likely provide the required designs, machine tooling specifications, and channels of distribution, while a subcontractor would establish a manufacturing plant, hire and train the workforce, and produce a specified quantity of garments on an agreed to timetable.

Intense competition has placed garment retailers in higher income countries under constant pressure to reduce costs. This has encouraged buyers to favor low cost countries and, in particular, to seek out locations that offer ever lower labor costs. But few countries today have lower labor costs than major suppliers such as Bangladesh or India, and such countries as Ireland and Thailand have seen their low skilled, low wage apparel industries either develop into

higher value added production or migrate to lesser developed lower wage countries. However, a recent analysis from *Textile Outlook International* postulates that the pursuit of ever-lower labor costs has little impact on total manufacturing costs. In fact, countries with the lowest labor costs do not always produce the best value. Increasingly, finding a reliable workforce that allows individual manufacturers to meet their buyers' needs at competitive prices is more important than simply finding the least expensive workers. As it develops a sectoral marketing theme, PIPA may wish to highlight the experience, skills, and reliability of the Palestinian workforce.

Trends in North America

The **United States** is the fourth-largest apparel supplying country following China, Italy and Korea. It is also one of the world's major markets for apparel, but has well-established producer networks with cheaper labor rates than offered in the WBG. As such, it is doubtful that many U.S. companies would be keenly interested in investing in apparel in the West Bank or Gaza at the present time. The U.S.' importance for the WBG is largely due to its status as a major export destination. Currently, there are more than 6,000 textile establishments in the United States. The industry consists of a diverse, fragmented group of facilities that range from small, family-owned and-operated facilities that typically use older, traditional manufacturing techniques to huge integrated mills that operate the most up-to-date machinery and production equipment.

The U.S. apparel industry of today has changed dramatically over the past 20 years, and in the face of growing import competition it has exhibited a pattern of shifting from high volume, mass production to increasingly value-added production. As a result, low skilled jobs have been moving overseas for many years to many low wage economies, particularly in Asia, Latin America, and the Caribbean. The Asian financial crisis in the late 1990s buffered on-going trends, and as Asian currencies lost value imports into the U.S. surged. For example, apparel imports from Asia were up 12% for 1998 to 5.9 billion square meters. Additionally, Asian imports of fabrics, yarn and home furnishings have soared 16% to reach 6.1 billion square meters.

In 1996, Mexico nudged China aside as the top U.S. supplier of textiles and garments. Apparel and textiles are responsible for 20% of the U.S. trade deficit. Last year, the deficit in apparel and textile trade was an estimated US \$52 billion. According to the World Trade Organization, in 1998 the U.S. imported \$69.1 billion worth of apparel and textile goods making it the largest importer. Today, exports of U.S. apparel and textile producers are around US \$17 billion.

The most recent slowdown in the U.S. and declining consumer confidence – a major indicator of future economic growth in the apparel industry – has merely accelerated the trend toward outsourcing production overseas, which could continue be an asset for the prospect of attracting U.S. FDI in the sector to the WBG. However, while the retail sector as a whole has fared better than some other sectors in the U.S. economy, few expect significant demand for dothing to increase in within the next few months.⁶⁹

⁶⁹ *Textile Outlook International*, "Is There a Future for Apparel Manufacturing in the USA?" Issue 94, July 2001.

Trends in Europe

As a whole, the European Union continues to be an important, but generally declining producer of apparel. The EU is second after China as the world's largest producers of apparel and textiles. Overall, EU imports of clothing and textiles rose in 2000 by 16.1% over the previous year, from Euro 53.77 billion (US \$49.3 billion) to Euro 62.41 (US \$57.5 billion). In volume terms, imports increased by 8.1%, from 5.22 million tons to 5.65 million tons from 1999 to 2000. This was much faster than the 4.5% growth in value and the 5.8% growth in volume seen in 1999. Despite the rise in imports in 2000, EU textile output rose by 1.4% in 2000. Clothing production continued to decline, by 5.0%. The average price of EU imports of clothing and textiles increased by 7.3% in 2000, reversing the downward trend.

It would seem that the fall in value of the Euro versus the U.S. dollar has relieved some of the pressure on import prices. However, while the weakened Euro has boosted EU exports, it has had only a limited impact on imports. These have continued to grow in response to strong domestic demand, but future trends suggest that the rate of increase is set to slow.⁷⁰ In 2000, the European Union's apparel and textile imports continued to grow in response to strong consumer demand, but in the aftermath of the attacks in the U.S. on September 11, some countries like the U.K. and Germany are starting to show clearer signs of economic contraction.

Trends in the Asia Pacific Region

Asia continues to be a crucial region for the production of apparel. In addition, many Asian countries have well-established relationships with major buyers and designers in major consumer countries and have exhibited an increasing interest in exploring relocating manufacturing in overseas markets.

China is the world's largest producer of apparel and textiles. China's domestic industry can be looked to as a potential source of foreign direct investment for the WBG, especially for manufacturers that are interested in getting market access to the U.S. or Europe and need to produce in countries that have not exceeded existing quotas. The growth of China's apparel industry continued through early 2001, despite persistent rising prices for synthetic fibers and recent increases in cotton prices. During the first six months of the year 2000, the industry as a whole posted profits of US \$1.29 billion, of which US \$209 million came from state-owned enterprises.

Increased exports have contributed substantially to the improved fortunes of the Chinese apparel industry. During the first six months of 2001, garment and textile exports increased by 41.8%, reaching a total of US \$23.7 billion, and accounting for over 20% of China's exports. General trade has grown more quickly than processing trade – defined as partially finished products that are imported, finished, and then re-exported – with growth rates of 71% and 23.9%, respectively. General trade now accounts for over half of total textiles exports, reversing a trend that favored processing trade. Japan has become China's top market for apparel and textiles for the first time, with exports to Japan growing by 38.9% in 2000-2001. Exports have also grown in this period to other destinations, particularly to South Korea (50.36%), Southeast Asia (56.93%), the European Union (32.14%) and the U.S. (32.1%).⁷¹

⁷⁰ *Textile Outlook International* and U.S. Chamber of Commerce.

⁷¹ U.S. Department of Agriculture

Recent indications suggest that the Chinese apparel industry has witnessed a slowdown in production and investment in the second half of 2001, potentially affecting short-term and mid-term investment activity. Chinese manufacturers tend to be heavily export dependent, with Japan, the U.S., and EU being primary markets, so reductions in spending in the consumer apparel sector have a direct impact on local producers. The current economic slowdown is only one of the factors that is putting pressure on Chinese apparel firms. The recent rise in cotton prices has increased the input costs for these manufacturers, and profits have fallen in the latter half of 2001. The cost of chemical fibers has also increased this year, also raising concern for the country's manufacturers.

III. Regional Trends

The apparel industry has been a significant source of employment and export earnings for several Middle Eastern countries, including Egypt, Israel, Syria, Turkey, and the WBG. In some countries, like Egypt and Syria, public companies and subsidiaries remain dominant players in the apparel and textiles industry, but private investment in the sector, including from outside the region, has proliferated with the liberalization of many regional economies. In the Arab world alone, the value of apparel and textiles products was estimated at US \$8.9 billion in 2000, or roughly accounting for 20% of the Arab states' total industrial workforce.⁷² In 1999, it was estimated that upward of 55,000 textile and apparel firms were in operation in the Arab world. Recent estimates of the value of the Arab markets for apparel suggest that men's garments represent a market of US \$326 million annually, women's clothes are worth US \$276 million, and cotton shirts are valued at US \$145 million each year.⁷³ Traditionally, the Middle Eastern market has relied on natural fibers, including cotton and wool, but in recent years several synthetic materials factories have opened in Saudi Arabia, the UAE, and elsewhere.

Competition for investment in the region is strong, as most countries have an established industry, competitive wages, and a need for capital. In addition to the WBG, investors in apparel would likely look at Egypt, Israel, Jordan, Lebanon, and the UAE as potential locations for manufacturing. The UAE has recently emerged as the region's predominant retail center for apparel, and both Israel and the UAE can be considered competing markets as well as potential sources of investment and partnership.

Table 4.1 lists the major announced investments in the region's apparel and textile industry since 1999.

⁷² Investext.

⁷³ *IPR Strategic Business Information Database*, "Potential Expansion Opportunity in Clothing Industry," January 18, 2000.

Table 4.1: Announced FDI Projects for Apparel and Textiles, 1999-2002

Recipient Company or Activity	Investor	Source Country	Recipient Country	Investment Type	Capital Amount or Share in US\$
2002					
Egypt-Iran Yarns and Textile Company	Consortium	Iran	Egypt	Greenfield	\$30 million
Thread manufacturing factory	Consortium	Lebanon & Saudi Arabia	Syria	Greenfield	\$28 million
Kouchwa Jordan	Kouchwa Garment Co.	Taiwan	Jordan	Greenfield	\$10 million
2001					
Saudi-Japanese Fabrics Company/Kemash	Consortium	Japan	Saudi Arabia	Joint venture	\$42.7 million
Solog Jordan	Solog Knitting Mills	Israel	Jordan	Greenfield	\$1.5 million
Apparel retail outlet	Madura Garments	India	UAE	Greenfield	\$616,000+
2000					
Garment factory/Karak QIZ	Kouhwa Garment Company	Taiwan	Jordan	Greenfield	\$10 million
Apparel showroom	Indus League	India	UAE	Greenfield	N/A

As recently as 1997 in **Israel** there were over 1,500 established apparel manufacturers with more than 20,000 employees in the industry. Revenues for the apparel industry in 1997 were US \$1.5 billion, a decrease of 6% from 1996. Domestic production accounts for about 70% of the apparel market. The Israeli apparel industry is changing, however. Traditionally a minimum wage industry located in developing towns where large government financial incentives were available, it is now relocating its manufacturing facilities to neighboring countries like Egypt and Jordan.⁷⁴ The increase in minimum wage, high interest rates, and erosion of the dollar exchange rate had a major impact on the Israeli apparel industry in the past three years. PIPA may wish to contact the Israeli firms that have recently invested in neighboring Arab states to assess their relative contentedness, plans for expansion, and interest in investing in the WBG. For example, the largest Israeli employer in Jordan through 1999 was the Delta Galil Company, which employed some 1,600 Jordanian workers. Other Israeli investors include the following apparel and textile companies:

- Argaman;
- Castro;
- Ekstein Knitwear;
- Gibor Sabrina;
- Greenhodlz;
- Kitan;
- Lodzia Rotex;
- Macpel;
- Polgat;
- Standard Textile; and
- Tango.

In total, these companies employed an estimated 6,000 Jordanians through 1999.

The political turmoil of the past year is negatively affecting the Israeli apparel and textile industry. Not only do Israeli security policies cause considerable disruptions for companies relying on Palestinian labor in the West Bank and Gaza, but business relations with regional

⁷⁴ US Department of State and US Foreign Commercial Service.

neighbors have also soured. Longer-term trends, including the migration of apparel companies to lower wage countries in the region, have also contributed to the decline in the Israeli apparel sector. In the past five years, the Israeli apparel and textile industry is estimated to have shed some 10,000 jobs as manufacturers that stay in the Middle East look for less expensive workers and more stable access to their workforce in places like Egypt and Jordan. For example, semi-skilled apparel workers in Israel earn approximately US \$1,000 per month, where as similarly experienced Jordanian workers will earn US \$200 and Egyptians US \$100 per month.

The collapse of normal economic relations between the Israelis and Palestinians has also had a negative impact on apparel industry in the **West Bank and Gaza**. Even before the recent political violence had become protracted, the Palestinian apparel and textile sector had begun to suffer. Comprised largely of small manufacturers with 20 or fewer workers, the Palestinian apparel and textile sector recently employed an estimated 65,000 workers, according to the Palestinian Textile and Garments Union. An estimated 70% of their production was for the local market, so the prolonged economic slowdown in the WBG and increased poverty has led to falling demand. The Palestinian Textile and Weaving Factories Association estimated that as of March of 2000, over 60% of the West Bank and Gaza's textile and weaving factories had shut down in the face of rising factor costs and cheaper imports from China, Egypt, and Turkey.⁷⁵ Although difficult to substantiate, recent estimates suggest that job losses and business failures in the sector have continued unabated in recent months in the WBG.

With an estimated 5,000 apparel and textile manufacturing factories in the country, **Egypt** continues to be a major world player in the production and export of such goods as cotton based products, including yarn. The apparel and textile industry in Egypt covers the entire spectrum of cotton processing operations, including spinning, weaving, converting, knitting, and garment manufacture. It is growing at an average rate of 6.5% annually and is considered of paramount importance to the Egyptian economy. Total Egyptian apparel production output is approximately US \$3 billion per year, representing 3.5% of Egypt's total GDP. The Egyptian market offers a complete range of products from simple T-shirts to tailored suits.

During the first quarter of 2001, the Egyptian Ministry of Economy estimated that Egypt exported US \$33 million in clothing and textiles, up 18% over the previous year. In total, annual apparel and textile exports are estimated at US \$800 million annually. In 2000, the government reported that 55% of its exports, or 72,000 metric tons, were in the form of fabrics and threads, and 45%, or 60,000 metric tons, was comprised of clothing.⁷⁶ In 1999, apparel exports to U.S. and EU markets totaled 68,000 metric tons, valued at some US \$700 million. According to export figures, 50% of 1999 exports were destined to the U.S., 35% to the EU, and the balance to regional markets in the Middle East. The government of Egypt hopes to see the annual growth rate increase to 12% in order to match countries in Southeast Asia.

The **UAE** has also established itself as a regional player in the Middle Eastern apparel and textile industry, both as a trading and distribution center as well as a manufacturing base. As of September 2001, UAE reported 149 clothing manufacturing plants, representing an increase in US \$2.5 million since 1998.⁷⁷ Through its proposed US \$8.1 million "Fabric Village" the UAE hopes to attract some 265 fabric stores and warehouses. The Dubai Textile City, representing an investment of US \$35.4 million, is designed to offer textiles and apparel manufacturers duty free retail and warehousing space.⁷⁸ Presently, the UAE estimates total trade in apparel and

⁷⁵ Investext, "Israel: 60% of Palestinian Textile Plans Shut Down," March 27, 2000.

⁷⁶ IPR Strategic Business Information Database, "Local Textile Industry Outlook," August 30, 2001.

⁷⁷ Investext, "UAE: Local Ready-to-Wear Clothes Factory Outlook," September 2, 2001.

⁷⁸ Menareport.com, "Dubai Sets Out to Become an International Textile Capital," August 28, 2001.

textiles amounts to US \$3.1 billion per year. Many large clothing manufacturers and retailers have considered the UAE as a desirable location for establishing sales and distribution centers in Dubai, gradually expanding to relatively lucrative markets like Saudi Arabia after a couple years of operations.

At US \$219.6 million, apparel and textiles account for 26% of **Syria's** exports, the country's second largest export sector, and approximately 27% of Syria's GDP. Funded by the state treasury, the publicly owned Syrian Textile Public Corporation (STPC) expects to make new investments in the sector in 2001, estimating an increase of employment of 9,000 new jobs. Presently, the STPC employs almost 30,000 workers and has reported cumulative losses of US \$347 million through the end 2001.⁷⁹

IV. Investor Feedback and Investment Drivers

Based on interviews and industry analysis, apparel and textile investors are concerned with several major considerations when making location decisions. In some of these areas, the WBG has a competitive advantage over regional competitors, but in other it does not. As discussed in greater detail below, the main advantages of the WBG as a destination for apparel investment are the quality of its workforce and preferential access to U.S. and EU markets. In terms of wage rates and the cost of water, the WBG is competitive with some locations, but not in others. The cost of power and land and facilities is disadvantageous compared to regional competitors. Some of the investors contacted also noted that concerns about trade disruptions and a lack of locally available inputs would make the WBG less attractive than neighboring countries, some of which have advantages in labor costs.

These criteria for investment, which should inform PIPA's sectoral marketing activities, are elaborated below:

- **The cost and availability of the local workforce.** Part of any PIPA sectoral promotional theme should include highlighting prevailing wage rates of the country's textile and apparel workers. Because apparel manufacturing is a labor-intensive business, the cost of labor is an inescapable consideration that sectoral marketing themes must address. Hence, PIPA will need to emphasize that Palestinian workers are plentiful and competitive in price in some cases and in others in quality and reliability. Given the economic losses suffered under the current period of tension with Israel, several sources suggest that unemployment has risen sharply, so the availability of workers should not be an obstacle to new investors in the sector. As table 4.2 suggests, the workforce of the WBG is less expensive than in Israel, but more costly than in Egypt and Jordan.

Table 4.2: Average Wage Rates in Apparel Industry (US\$ per month, unburdened)

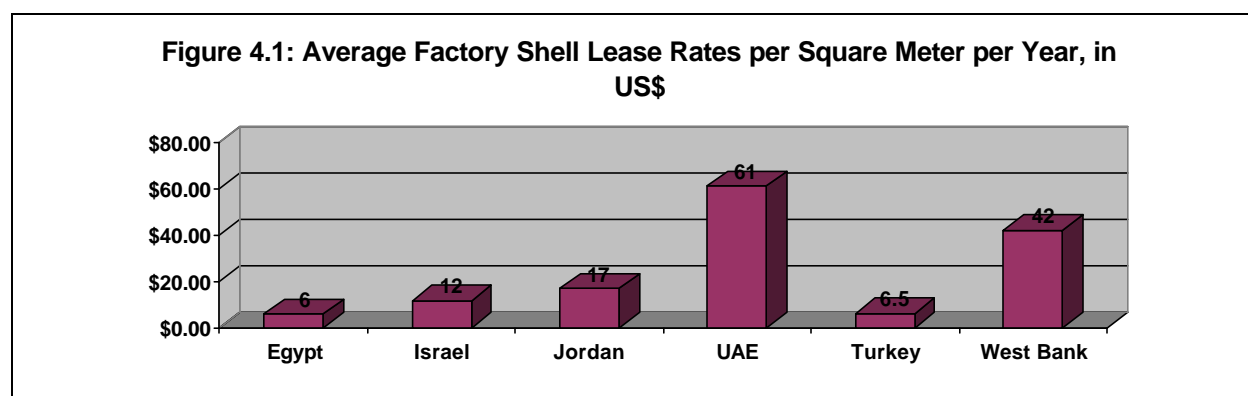
Country	Unskilled	Semi-skilled	Skilled
Egypt	\$80	\$100	\$250
Jordan	\$140	\$200	\$500
West Bank and Gaza	\$200	\$300	\$400
Israel	\$650	\$1,000	\$1,500

- **The quality and reliability of the local workforce.** For higher value apparel manufacturers, the quality of its laborers is increasingly more important than merely cost. Clearly, the current disruptions of internal and external movement imposed by Israel on

⁷⁹ Investext, "Syria: Textile Corporation Repairing Costs Estimated," February 8, 2001.

Palestinian workers affects investor impressions of the reliability of running an operation in the West Bank and Gaza. Similarly, some investors note that a country's labor laws and the frequency of strikes and other labor disturbances are also important considerations. Working with local industry associations, PIPA will need to demonstrate the skill and experience of the country's workforce and highlight the degree to which its apparel companies have been free from labor-related production disruptions. Further, specialty and niche products already produced in the West Bank and Gaza should be identified to demonstrate the higher skilled nature of the local workforce.

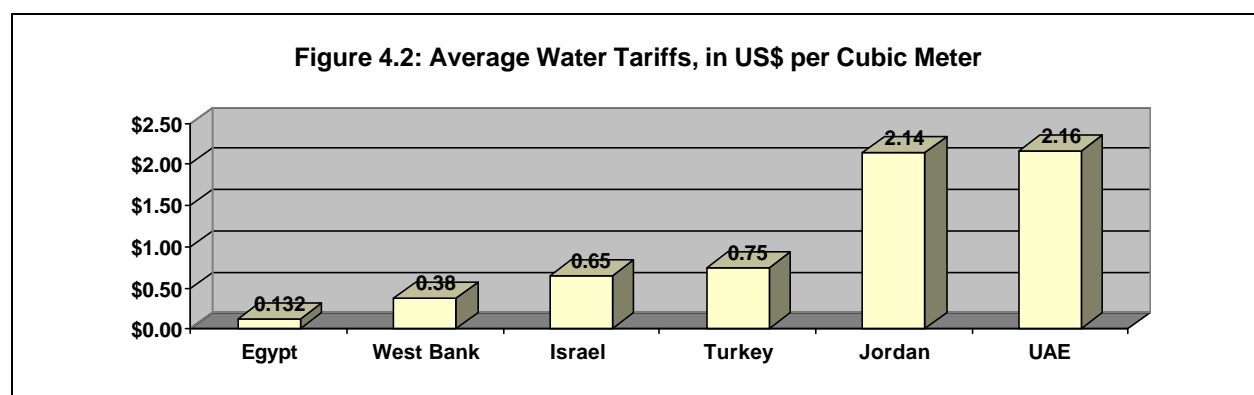
- Preferential access to markets.** Particularly for producers who will benefit from increased access to markets otherwise restricted by import quotas, business arrangements that allow firms to sell apparel and textiles in these restricted markets are beneficial. The PA's U.S. and European trade pacts enable third-country producers to establish manufacturing facilities in the apparel and textiles sector in the WBG and sell to the coveted U.S. and EU markets. In its sectoral marketing materials, Palestine's existing trade agreements should be highlighted with an explanation of the rules of origin. Further, reaching out to local, Jordanian, and Israeli firms, government agencies, and relevant sectoral business associations may generate interest in taking advantage of the QIZ program.
- Ready access to and inexpensive and facilities.** Apparel factories can often be large, allowing for numerous workstations, but fairly simple to furnish. As such, several apparel companies note that important considerations are the speed with which an operation can start bringing products to the market and stable and inexpensive rents. Many textile and apparel companies have favored moving into industrial estates because they often have shell buildings with existing utility connections that require minimal adaptation for operations to begin. As noted in the previous chapter and in figure 4.1, the West Bank is at a cost disadvantage compared to other competing countries in the region.



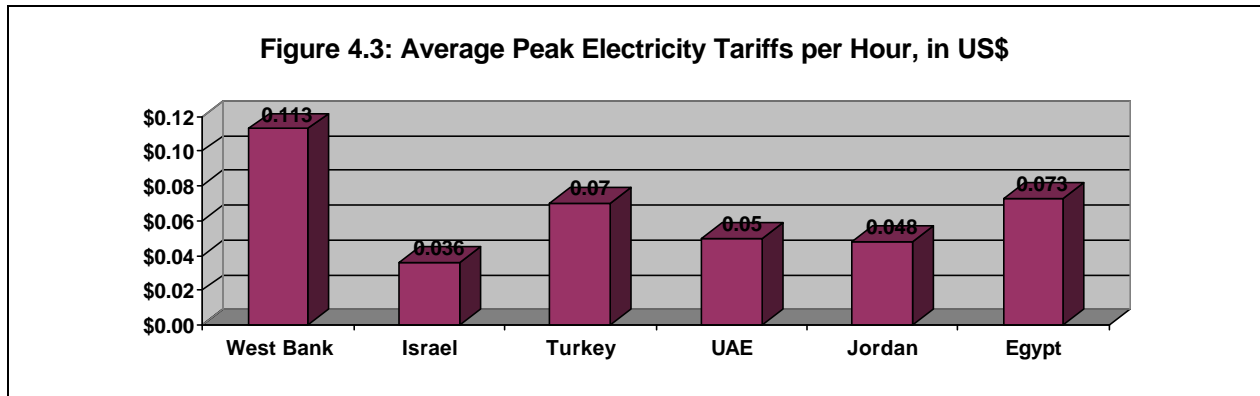
- Import/export regime and incentives.** Internationally, the apparel and textiles industry is highly dependent on efficient import and export regimes. Typically, new producers need to import a significant amount of machinery and some may be importing raw materials on a regular basis. Hence, the absence of import tariffs or restrictions on production machinery and low or no import duties on raw materials are standard incentives that apparel companies look for. General tax incentives and inducements designed for exporters are also generally sought by companies in the sector. The overall efficiency and speed of import/export transactions is also important, as textile and apparel companies tend to work under contracts with quick and specific delivery schedules. Given the delays and security checks

associated with importing and exporting into the West Bank and Gaza, PIPA will find that apparel manufacturers would view this aspect of the investment environment negatively.

- Ready access to raw materials.** Having inexpensive and on demand access to the sector's main raw materials is an important consideration. Countries like Egypt that have large, indigenous supplies of raw materials like cotton will have an advantage over the WBG. Yet, as in the case of Jordan, depending on the overall investment regime and projected profitability of an apparel manufacturer, the lack of locally available raw materials may be mitigated by other advantages. PIPA will need to document the cost and availability of raw materials for the industry in its promotion efforts.
- Steady and inexpensive supply of water.** Unlike textile production, most types of apparel processing is not heavily dependent on water. Nonetheless, water cost and availability is sometimes a consideration for firms in the sector. As figure 4.2 indicates, several competing investment locations offer a range of costs in basic utility services. In the West Bank, annual use of water resources remains at 1973 levels and must be expanded to sustain private sector development; new wells require the approval of Israeli authorities. The cost of water in the West Bank is US \$0.38 per cubic meter, which is relatively competitive with other locations in the region with the exception of Egypt where water is priced far below market value despite ongoing shortages. Both wastewater treatment and solid waste disposal services are inadequate throughout the West Bank and Gaza, however.



- Steady and inexpensive supply of power.** Like other manufacturers, apparel makers are concerned about the cost and reliability of power. As noted in the previous chapter, the West Bank and Gaza do not have an independent power supply and rates are higher than competing locations in the region. As such, the cost of power will be a disincentive to apparel makers, as evinced by figure 4.3.



Chapter 5: Sectoral Focus on Stone and Marble

The stone and marble sector remains an important sector for the promotion of FDI into the WBG for several reasons. First, Palestinian stone and marble is not very capital intensive which means that, excluding other factors such as land availability and cost, barriers to entry are low. Second, stone and marble requires a range of unskilled to skilled workers and is fairly labor intensive, representing a potentially large source of employment in the WBG. Third, there are considerable opportunities for increasing the value-added and overall organizational efficiency of the business in the West Bank and Gaza. Palestinian quarries – along with some Israeli sites in the Negev Desert – are home to Jerusalem Stone, which is a trademarked and internationally valued type of limestone that is limited in supply. Finally, although not immune to the generally weak global economic climate, the construction and building materials sectors have remained fairly strong in the Middle East over the past year and demand for stone and marble is projected to remain good.

A note of caution should be raised, however. Much of the demand for Palestinian stone and marble is from Israel and the WBG itself, and on-going violence and declining growth rates may temper investor interest in the sector.⁸⁰ Given the physical destruction that has accompanied the *Al-Aqsa Intifada*, once peace returns and landowners have confidence in the future there may be a period of sustained demand for stone as extensive reconstruction efforts take place. Indeed, an earlier sectoral analysis commissioned by the Palestinian Ministry of Planning and International Cooperation (MOPIC) has affirmed the link between local construction activity and expectations from the peace process.⁸¹ Regionally, it is too early to authoritatively assess the impact that the September terrorist attacks will have on tourism and therefore on hotel building, which is a market driver for construction materials. Recent reports suggest that while several major projects are on-going, including the UAE's massive Palm Island project, hotel occupancy rates and tourist traffic in the Middle East are down significantly.

I. Defining the Industry

The stone and marble cutting industry includes the cutting, shaping, and polishing of both building stones and decorative stones (such as floor and wall tiles). This sub-sector of the stone and marble industry is typically referred to as the dimension stone industry. As a whole, the sector includes both manufacturing and mining activities. The structure of the firms that operate in this sector are sometimes specialized on either manufacturing or mining activities, but occasionally they do both.

Quarries typically sell dimension stones to stone cutting factories, often called stone finishing workshops. Stone cutting workshops trim and subdivide the stone into slabs. Slabs are sold either for construction purposes, or for further refining into tiles, gravestones, and similar products.

The heavy nature of quarried stone requires that cutting and finishing workshops be located in relatively close proximity to raw materials sources. Moreover, because of the noise and dust

⁸⁰ Some recent estimates suggest that local demand accounts for as much as 65% of the sector's output.

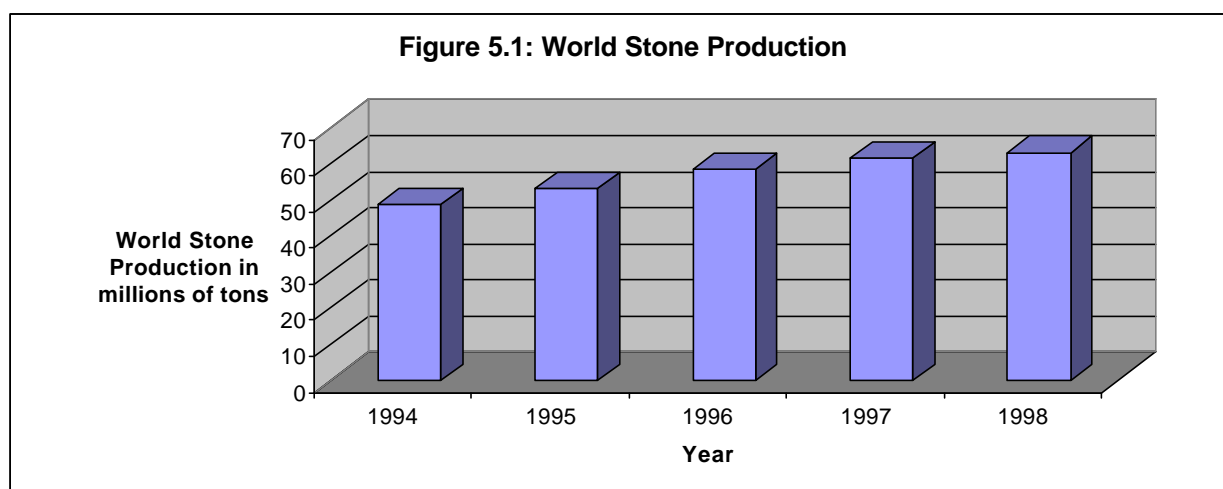
⁸⁰ "Building Competitive Advantage in the Palestinian Economy - Stone Cutting Shaping & Finishing Industry Cluster," Ministry of Planning and International Cooperation (MOPIC), August, 1998.

⁸¹ Ibid.

created by stone cutting, the factories should be located in dedicated sites, or at the quarry itself to avoid environmental impacts on population centers.

II. Global Characteristics and Trends

Annual world consumption of dimension stones is valued at approximately US \$25 billion. The world market for dimension stones expanded throughout the 1990s. While world stone production grew at an annual rate of 5% throughout the decade to 1998, the sector experienced only modest growth of 2.7% in 1998, the last year for which reliable data is available. Although reaching over 65 million tons in 1998, global trade in stone experienced a corresponding decline during the late 1990s. The industry slowdown is attributed to the Asian economic crisis of the late 1990s.⁸² Figure 5.1 documents world stone production through 1998, the last year for which such data is available.



According to industry analysts, four countries produce 60% of the world stone output. India is the world's leading processed stone producer, followed closely by China, Italy, and Spain. Leading the global production of dimensional stones, India accounts for over 27% of world production. This represents 16.5 million tons of stone production in the year 1998-99 out of an estimated total world production of 63 million tons.⁸³

There are several encouraging trends for the industry that would favor increased investor interest over time. Analysts note that stone and stone product demand is rising in Europe, largely due to a generally favorable real estate market. Furthermore, mostly positive economic performance in Europe over the past decade has fueled the building industry in many European countries – a building industry that relies significantly on stone.⁸⁴ In addition, as noted above, the United States is importing an increasing amount of stone and stone products. Though the distance from the WBG to the U.S. is considerable, the size of the U.S. market should encourage exports to the country.

⁸² K.P. Lal, *Major Trends in Global Dimensional Stone Trade: an Overview*. Conference paper presented at India Stonemart 2000 and published by the Center for Development of Stones, India, pg. 1.

⁸³ K.P. Lal and Kulveer Singh, *An Overview of Indian Dimensional Stone Industry and Strategy for Future Development*. Conference paper presented at India Stonemart 2000 and published by the Center for Development of Stones, India, pg. 4.

⁸⁴ *Ibid*, pg. 6.

Recent years have witnessed increasing consolidation among industry leaders in the stone and marble sector. Recent investment activity points to a consolidation in the industry, largely through acquisitions and joint ventures with existing companies, rather than new, greenfield investments.

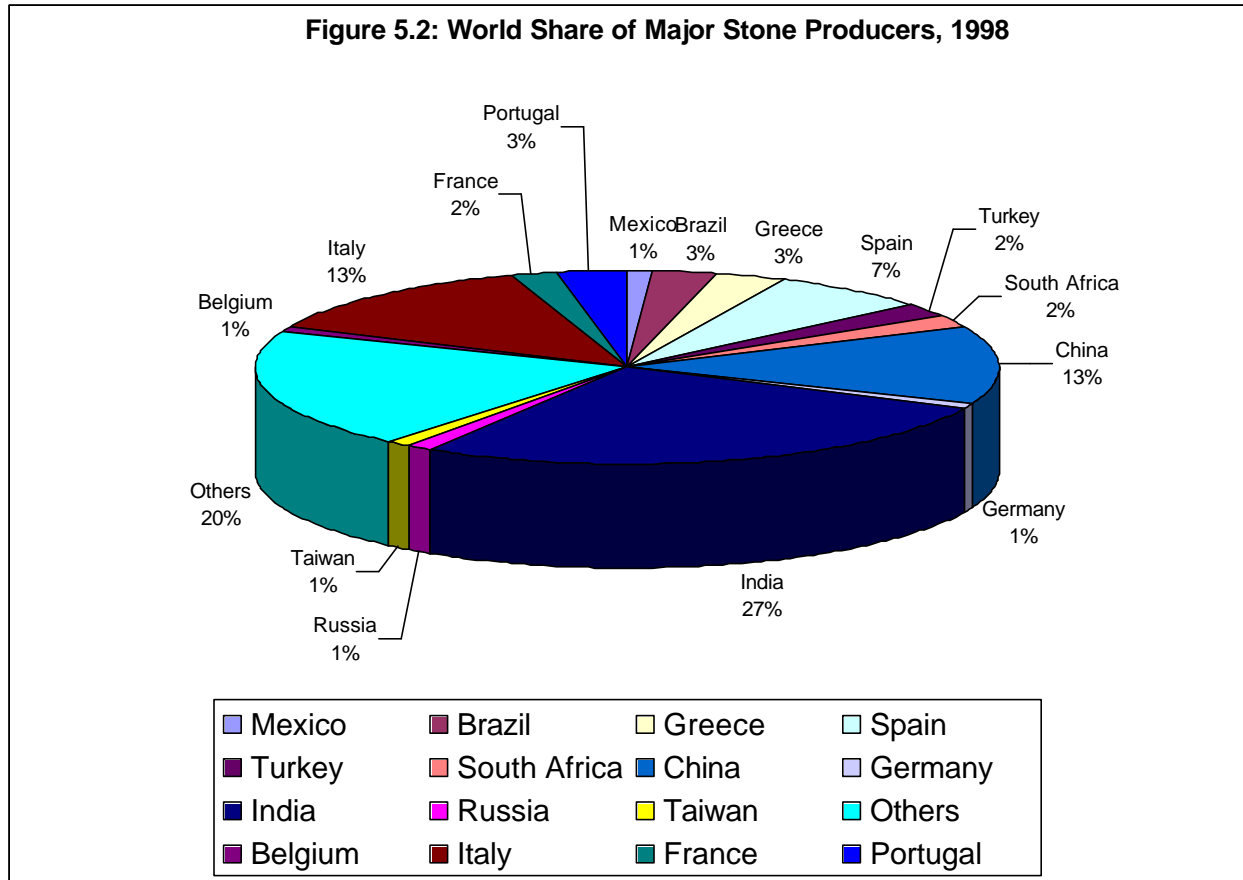
In recent years foreign direct investment in the sector has primarily come from and gone to Asia and Europe. This investment pattern has created a more integrated industry, with various companies seeking to find new efficiencies in their supply and sales markets. More specifically, Malaysia, India, China, and Spain received most of the investment in recent years. This is due in part because these countries are located close to large consumer markets and have large domestic markets themselves. According to a report at India Stonemart 2000, China, Brazil, South Africa, Finland, Sweden, India, and Zimbabwe have recently gained FDI in the natural stone sector. FDI into China has focused on the mining and exporting of dimensional blocks. In India, Japanese investors have established monument-manufacturing factories.⁸⁵

As the figure 5.2 illustrates, Brazil, Portugal, and Greece are also significant stone producing markets, each with 3% of global stone output. South Africa and France each contribute 2% to world stone production, while Belgium, Germany, Taiwan, Mexico, and Russia each produce 1% of world stone output.⁸⁶ The “others” category in the figure below includes all other stone producing countries with less than 1% share of global production value. The West Bank/Gaza would be included in this category.⁸⁷

⁸⁵ R. Veeramani, *World Stone Scenario – Emerging Opportunities for Investment*. Conference paper presented at India Stonemart 2000 and published by the Center for Development of Stones, India. p. 5.

⁸⁶ K.P. Lal, pg. 2.

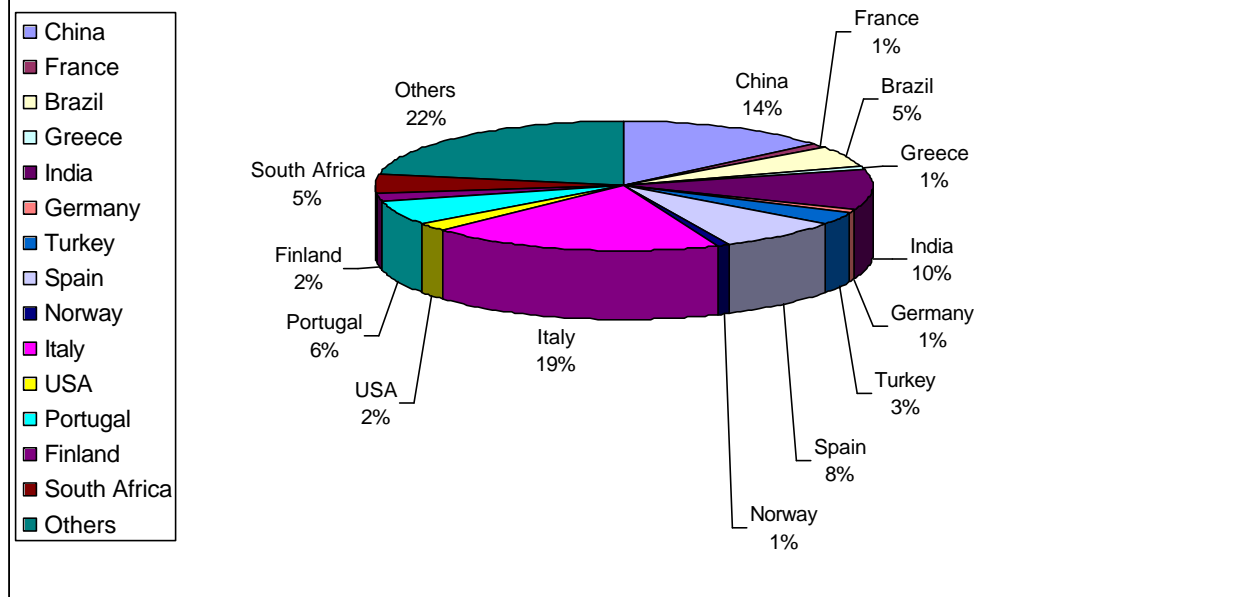
⁸⁷ The consultants note that production values vary by source. The Palestinian consulting company, Massar Associates, for instance, in a report commissioned by DAI, noted “Palestinian stone and marble production constitutes around 4% of world production...” Massar Associates, *The Stone and Marble Industry: Market Study*, 1999, pg. 3. The WBG’s leading stone producer, Nassar Stone, suggests that WBG ranks 9th in world stone and marble production.



Trade Performance

As figure 5.3 illustrates, the most recent export statistics indicate that Italy, China, India, and Spain are the major exporters of stone and stone products, accounting for just over 50% of all global stone exports. South Africa, Brazil, Portugal, and Turkey are also significant stone exporting countries.

Figure 5.3: Major Stone and Stone Products Exporting Countries, 1998



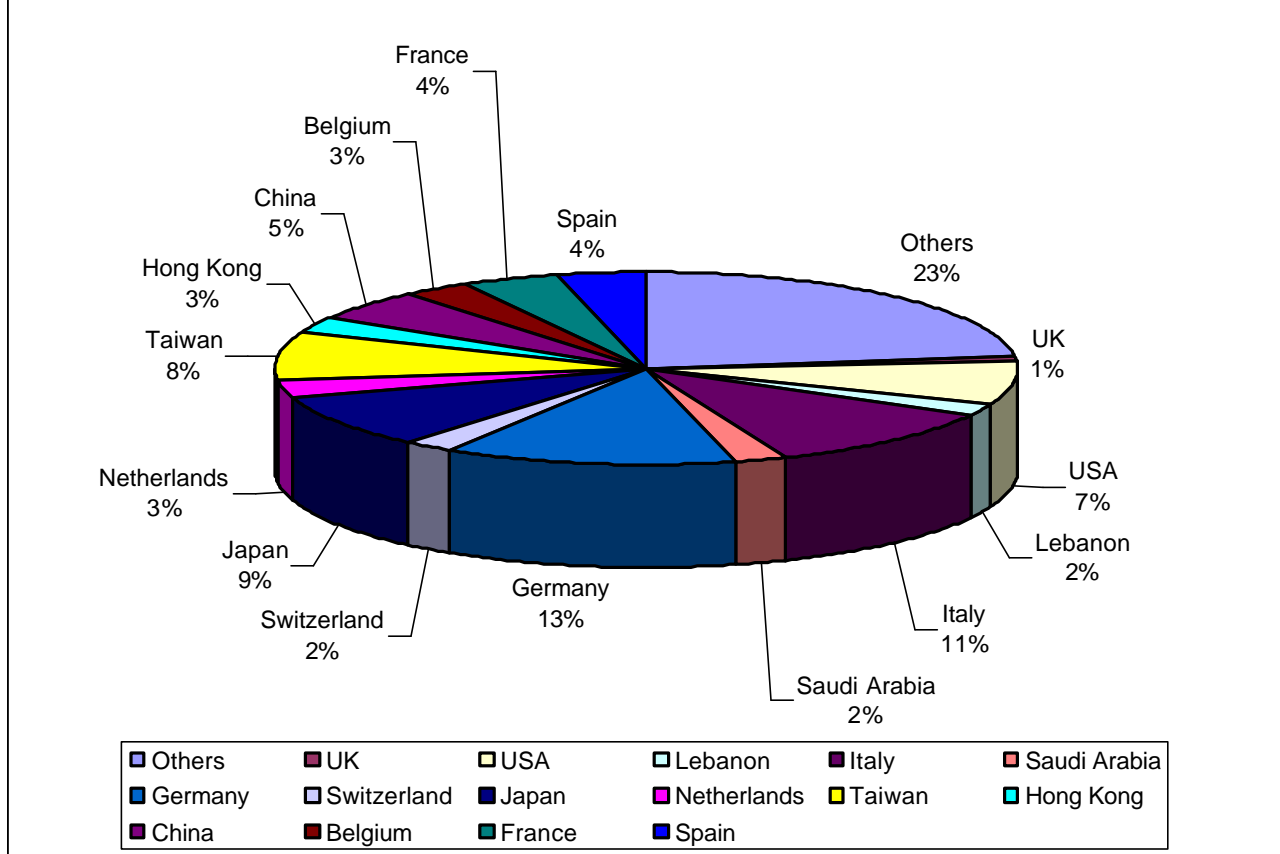
Production and import statistics indicate that approximately half of the stone produced in the world is not used in its country of origin. This data reveals a growing global trend to trade stones and stone products among countries. At the same time, the number of countries importing stones and stone products is growing, further diversifying the import market and thereby creating new market opportunities for exporting countries.⁸⁸

As figure 5.4 demonstrates, Germany, Italy, Japan, Taiwan, and the US are the major stone and stone product importers. Together, these markets account for nearly 50% of all global stone imports. China, France, Spain, Belgium, and the Netherlands also contribute significantly to world stone imports.⁸⁹

⁸⁸ K.P. Lal and Kulveer Singh, pg. 13

⁸⁹ K.P. Lal, pgs. 3-4.

Figure 5.4: Major Stone and Stone Product Importing Countries, 1998



The United States has been one of the fastest growing markets for stone imports. Between 1993 and 1998, imports of raw stone to the U.S. increased 24% from US \$418.35 million to US \$519.78 million. However, marble imports to the U.S. actually declined over the same five-year period, going from US \$199.35 million in 1993 to US \$168.17 million in 1998.⁹⁰ Despite the recent U.S. recession, low interest rates have helped maintain solid growth in the construction and real estate sectors in most of the country. As such, stone and marble demand may remain at recent levels despite the generally gloomy economic situation in the U.S. today.

Figure 5.4 reveals that Asian Pacific countries – Taiwan, China, Hong Kong, Japan, and Singapore (not noted on the graph) – together account for 25% of world stone and stone product imports. Throughout the 1990s, in fact, demand for stone in Southeast Asia grew rapidly, and the region became a major export destination for stone producing countries. In fact, as TSG’s Investor Targeting Strategy notes exports to Taiwan, Indonesia, and Malaysia rose nearly ten-fold between 1992 and 1997. The South East Asian financial crisis of the late 1990s impacted world exports of stone products since this area imports a substantial portion of world stone products.⁹¹ Some observers believe that a mini-construction boom, estimated at US \$6.5 billion for Olympic-related facilities and US \$22 billion for general infrastructure improvements, will be financed by the Chinese state in order to prepare for the 2008 Olympic games, further adding to growth in the Asia Pacific region.⁹²

⁹⁰ TSG, Investor Targeting Strategy, pgs. 7-8.

⁹¹ K.P. Lal, pg. 5.

⁹² *Jane's Asian Infrastructure*, "Beijing Scoops 2008 Summer Olympics and the Inevitable Gold Rush Begins," August 21, 2001.

III. Regional Trends

TSG's Investor Targeting Strategy noted that foreign investment trends favor inward investment in the WBG. While at the moment the current conflict makes this less likely, in a post-conflict environment PIPA should be able to highlight its stone cutting and finishing sector as an attractive target for FDI. Aside from Turkey, at present the West Bank and Gaza faces minimal regional competition for limestone and marble. Nonetheless, small-scale local and foreign investments in stone and marble production have been made in all of the countries considered for this FDI review, so in assessing its competitive advantages and investor interest in the sector, PIPA should also monitor FDI in its neighbors.

Several regional export markets, including Saudi Arabia, the UAE, Jordan, and Kuwait show signs of increased demand for stone and marble. Israel, which some assert is the largest per capita user of stone and marble in the world, has been a primary market for Palestinian stone since the industry's beginning and will continue to dominate Palestinian exports (and re-exports) in the near-term.⁹³ Saudi Arabia, which has fairly stringent import rules for products coming from the WBG, experienced strong growth in construction activity through 2001, including the construction of hospitals, universities, and other public buildings. The Saudi private sector has also spent generously on new projects, including hotels, office complexes, shopping centers, and housing communities. In the UAE, several high profile projects have been planned and government officials insist that the global economic slowdown and the potentially chilling effect of terrorism on investment in the region will not alter their plans. Major projects in the UAE include the US \$3 billion Palm Island project, US \$1.6 billion Dubai Festival City, several new hotels, and on-going construction related to its "Internet City." In Jordan, the government's ambitious plan to develop Aqaba into a major trade and tourist site should create a small boom in construction services, and several large tourism and infrastructure projects have been announced in the area already. The major influence on the Kuwaiti economy remains the price of oil, and at recent prices the construction sector should remain busy there as well.

The Palestinian stone and marble sector should ensure that it can avail itself of all of the potential regional opportunities for exports and investment-related partnerships. While the current conflict continues, one valuable function PIPA can perform is advocating for free trade on behalf of local firms with its Arab neighbors, several of which (including Iraq, Kuwait, Lebanon, and Syria) curtail imports and exports.

A few large export-oriented firms and many small producers characterize the **Palestinian stone and marble cutting sector**. The WBG has a fairly large quarry and stone cutting industry, which accounts for approximately 20% of total industrial output and represents a capital investment of US \$200 million.⁹⁴ Indeed, previous research for the ITS suggest that the quarry and stone cutting sector is the largest single industry in WBG. The two main industry raw materials are limestone and marble – accounting for 94% and 6% of production respectively – and the Palestinian Union of Stone and Marble Producers estimates that local reserves will last 50 years. Estimates vary, but the Union and MOPIC estimated that approximately 4,400 Palestinians derived jobs from the sector in 1998, the last year for which reliable data was found.

While stone quarries are widely distributed throughout the West Bank, the quality varies by location and is graded accordingly. For example, "Class A" stone is likely to be two and a half

⁹³ Nasser Stone's data.

⁹⁴ Palestinian Union of Stone and Marble Producers data.

times more expensive than "Standard" grade stone. In regard to the WBG, the highest quality stones originate from Hebron's quarries. The colors and hues available there are among the most desirable in leading export markets. The Hebron region also has the highest concentration of quarries, with more than 125 quarry sites, representing nearly half of all quarry sites in the West Bank.

Given the distribution of quarries, the stone finishing workshops are also distributed around the West Bank, with a few in the Gaza Strip. Although Hebron has the highest concentration of quarries, Bethlehem houses the most cutting and shaping workshops. Together Bethlehem and Hebron account for nearly two-thirds of all workshops in the WBG.

To date, producers in the West Bank and Gaza have not significantly diversified their export markets for stone and stone products. According to Massar Associates' report on the sector and information provided by Nassar Stone, one of the WBG leading stone and marble companies, the majority of annual Palestinian stone sales are exported to or through Israel.⁹⁵ Only 4% of annual sales are exported elsewhere, mainly to Jordan, Kuwait, the UAE, and other Arab countries, according to TSG's Investor Targeting Strategy. The remaining 25% of annual sales is generated within the West Bank and Gaza Strip itself.

IV. Investor Feedback and Investment Drivers

The high domestic demand for Palestinian stone presents a good opportunity for investment in the stone cutting and finishing sector within WBG. There are ample raw materials, and the distance between quarries and potential cutting and finishing workshops is minimal. Moreover, while the current conflict will continue to limit new construction within the West bank and Gaza, the area will most likely experience a significant demand for new residential and commercial building once the conflict ends. In fact, analysts note that up until conflict broke out a year ago, the West Bank and Gaza Strip were experiencing a construction boom. Once the Israeli authorities transferred regional power to the Palestinian Authority in the mid-1990s, the West Bank and Gaza faced an immediate need for housing facilities to accommodate a high annual population increase and the return of 210,000 Palestinians to the area. Moreover, existing housing urgently needed reconstruction.⁹⁶ In fact, in 1989, the new construction area was estimated at 268.9 thousand square meters; by 1996 this had grown to 2,132.2 thousand square meters. The subsequent construction boom catalyzed growth in the stone cutting industry. As noted previously, indicators of regional construction demand are also favorable for investment in the sector, and global demand has also risen.

As for any commodity, demand and market price are critical considerations affecting new investment in production. Based on feedback from investors and industry analysts, a few additional considerations are important to note when analyzing the prospects of FDI in the stone and marble sector, as summarized below:

- **Quality of stone and marble supply.** The most important consideration in justifying new investment in the stone and marble sector is whether or not demand and the prevailing price sufficiently offset the cost of quarrying, finishing, and shipping. Like all commodities, prices on the world market fluctuate in relation to supply and demand, so long-term predictions are tenuous at best. Stone and marble needs to conform to both

⁹⁵ Massar Associates suggests that 71% of stone and marble production passes through or to Israel, *The Stone and Marble Industry: Market Study*. 1999. pg. 3.

⁹⁶ The Union of Stone and Marble in Palestine, *Inter-industry linkage: The Construction Sector*. <http://www.paltrade.org/marble/construction.htm>.

technical and aesthetic standards recognized within the industry, and based on demand and other considerations some types of limestone and marble are more highly prized than others. The Palestinian industry has been able to successfully market the attributes and unique qualities of its limestone and other stone output, and the quality of the available supply for both standard and high quality stones is on par with world standards. Further, the fact that Palestinian stone products originate in a land with religious significance may confer some unique marketing advantages for certain types of products. Specifically, Jerusalem stone, which is covered by a trademark, is found exclusively in Palestinian and Israeli quarries and is internationally recognized for its quality.

- **Cost of labor.** Many steps in the production chain for processing stone and marble are labor intensive, and as such the cost of labor is an important input in the overall cost of production. In regard to this sector, the wage differential between workers in the West Bank and Gaza and other regions is less of an issue because the quality of the supply located in Palestinian territory is the primary consideration. In competing with the various producer countries that have attracted the most FDI in recent years, a preliminary assessment suggests that Palestinian workers – who, according to the Union of Stone and Marble Producers, make an average of US \$433 per month in the sector – would be significantly less expensive than their European counterparts but more expensive than the typical worker in Asia and Africa. As the economic hardships related to the present political conflict persist, it is possible that unemployed unskilled or semi-skilled workers would work for lower wages in the sector. In any sectoral outreach materials that it develops, however, PIPA may wish to study the most recently available wage data for the sector and attest to the availability of labor for the stone and marble sector.
- **Quality of labor.** Particularly for finishing enterprises, the proven quality of craftsmen and stonemasons is a major factor in investment location. Interviews with industry analysts suggest that the quality of the local workforce can be a significant selling point for investment promotion efforts. PIPA may wish to work closely with industry associations and the leading producers to develop a sectoral marketing theme that attests to the quality of the workforce and its long tradition of stone and marble production.
- **Cost of Land.** The impact of the *Al-Aqsa intifada* on land prices is unclear, but initial reports suggest that given the population density within the WBG, the competition for land with Israeli settlers, and other factors land is likely to remain in short supply and prices are predicted to remain fairly high in comparison to competing locations. As a result, the cost of new quarry sites will continue to negatively affect the cost of production. Indeed, a study by the Ministry of Planning and International Cooperation noted that the price of dimension stones rose from US \$15 to over US \$200 per cubic meter from 1978 to 1998 due in large part to increases in the price of land.
- **Transport infrastructure and proximity to markets.** Due to its weight, transportation costs are more significant for stone and marble than for other industries, and the future growth the Palestinian stone and marble sector is dependent on its ability to increase exports. As such, investors are concerned to know that efficient and inexpensive road/rail, sea transport, and air transport links are available for Palestinian exports. The West Bank and Gaza's general road infrastructure is in need of repair, but the short

distances within the areas may mitigate negative investor impressions of the internal transport system. As noted in table 5.1, the quality of the seaports through which Palestinian goods are shipped is good and the overall cost of shipping goods is competitive with other nearby seaports (save for Port Said, Egypt), but port handling costs are higher than most regional competitors due to security checks levied on most shipments. Further, the unpredictability, delays, and other direct costs erode some of the cost advantages Palestinian producers might have otherwise. Finally, although Ben Gurion Airport is a fairly modern and efficient transit point, for Palestinian producers the delays and complications related to attempting to ship goods by air may be a disincentive for new investors in the sector. Some companies are attempting to minimize the negative impact of the costs and unpredictability of exporting by warehousing products overseas.

Table 5.1: Sea Transportation Costs (US \$ per 20' container)

	Sinai Technology Valley, Egypt	West Bank	Matam & Atidim, Israel	Jebel Ali, UAE	Ali, Marmara & Aegean, Turkey	Amman, Jordan
Nearest Port	Port Said	Port of Haifa	Port of Haifa	Jebel Ali Port	Istanbul and Izmir Ports	Aqaba Port
Average port handling charges	\$65	\$120 (\$30+\$80 for security inspection)	\$30	\$110	\$75	\$95
Average sea freight rates						
New York	\$750	\$1,450	\$1,450	\$1,750	\$1,800	\$2,500
Rotterdam	\$500	\$400	\$400	\$800	\$750	\$650

Source: TSG research.

- **Import/export regime.** As noted above, complications related to customs clearance can add to the cost of stone and marble exports. Further, given that new investments in quarrying, cutting, shaping, and finishing would likely require the import of various saws and on-going imports of explosives and spare parts, the stone and marble sector is not entirely immune from the added costs to border delays.
- **Cost and quality of power and water.** As noted in the previous two chapters, at present the status of utility services is a disincentive for investors. At nearly US \$0.12 per kWh, power is pricey compared to regional competitors and some Palestinian businesspeople have noted that there are occasionally disruptions in supply. Water is relatively price competitive, but supply is a concern. Wastewater services are largely inadequate in the WBG.

Chapter 6: Conclusion

The current level of violence and the disruptions of normal economic intercourse in the West Bank and Gaza make active investment promotion efforts difficult for the foreseeable future. Despite its potential, the West Bank and Gaza faces considerable difficulties in creating a widely accepted image that coincides with an investment friendly locale. Further, for some investors from the United States and Europe, the tragic events that took place in the U.S. in September 2001, has increased a perception of political risk to personnel and assets generally and in the Middle East in particular. While intra-Arab investment is increasing, it is still imperative for the Palestinian Investment Promotion Agency to approach firms from the West as sources of FDI. Thus, before an active investment promotion campaign can be launched, PIPA will need to develop a general image building campaign that can establish the West Bank and Gaza as a potential destination for investment.

In addition to the political challenges facing PIPA, the global economy remains in decline in most places, and some of the largest source countries for foreign direct investment, including the U.S., Japan, and Germany, are in recession. Many industries are confronting declining consumer confidence, overcapacity, steady competition, and uncertain future, and as such foreign direct investment in many activities is on hold. As discussed previously in this review, however, the general global economic malaise affects different sectors to varying degrees. While some sectors such as oil, petrochemicals, and healthcare have seen steady growth in the past 18 months, others such as information technology, tourism, airlines, and insurance, have been witness to declining revenues, bankruptcies, and consolidation. In designing an effective investment promotion strategy and resulting image building and promotional campaigns, the will need to address these internal, international, and sectoral political and economic realities.

The 1999 ITS and subsequent research have identified several countries to be examined as potential sources of FDI in the three selected sectors considered for this Review. Industry trends, national policies, and other factors will likely impact on this list overtime, but the countries noted below in table 6.1 represent some logical initial countries for investment promotion.

Table 6.1: First and Second Tier Countries Targeted for Investment Promotion

	First Tier Countries	Second Tier Countries
Information Technology	Israel United States United Kingdom Germany	Sweden Canada Denmark Norway Japan India Finland France Spain
Apparel Manufacturing	Israel United Arab Emirates France Italy United Kingdom China/Hong Kong South Korea Taiwan	Germany Japan Spain
Stone and Marble	Italy Spain	China India Germany Saudi Arabia South Africa United Arab Emirates United States

While moving toward an active outreach campaign may be premature under current conditions, PIPA can undertake some important preparatory work. As such, this concluding chapter will propose several actions that PIPA may wish to take to position itself for launching active image building and investment promotion campaigns. Specifically the following tasks should be undertaken to capitalize on the information presented in this review:

- 1) **Train investment promotion officers.** International best practice in investment promotion attests to the fact that the most successful investment promotion officers also tend to be very well informed about the sectors and firms they seek to attract. To accomplish this, investment promotion agencies often assign promotional officers to a given sector(s) so that they can specialize. In some cases, investment promotion officers are hired from the industry that they will focus on. In the case of PIPA, this foreign direct investment review will provide useful information about the information technology, apparel manufacturing, and stone and marble sectors to familiarize the staff with global trends, sectoral definitions, and potential source countries of FDI.
- 2) **Prepare sectoral marketing strategies.** As PIPA moves toward an active promotional phase, the organization may wish to develop more focused sectoral marketing strategies. These strategies would examine the more practical aspects of how to promote investment within designated sectors. The sectoral marketing strategy would focus on investment promotion techniques, including conducting direct mail campaigns, organizing inward and outward trade missions, identifying appropriate sector-specific publications and industry events, and creating sectoral marketing materials and themes.
- 3) **Develop in-house research capacity.** Tracking sectoral and national trends, much less occurrences within individual companies, that influence the likelihood of attracting FDI is a

time consuming, on-going activity. Various strategies to track would-be investors can be employed, but to start PIPA must develop its internal research capacity to know where and how to keep track of developments that influence investment. PIPA may wish to train its research staff in the techniques of tracking investors and sectoral trends.

- 4) Create a database of firms.** For each sector, a raw amount of company data needs to be gathered and organized within PIPA for easy reference. There are several “off-the-shelf” sources of company data that can be purchased, but the staff will need to supplement these lists with their own information and manipulate the data so that prospects can be ranked in order or propriety. For the purposes of investment promotion, PIPA staff will need to gather more information than can be supplied without personal contact, and a system for coding the resulting intelligence on individual companies and their activities will need to be developed.
- 5) Create detailed company profiles of a sub-set of companies.** Once company lists are collected and a database is created in which this information can be stored and retrieved, best prospects must be identified and more detailed profiles created. This will require developing a profile of the type of firms that would be likely to invest in the region in the coming years and extensive outreach efforts to find out which firms match the profile. These profiles should include details related to: full contact information; the firm’s core activities; location and nature of global operations; recent FDI activity; and speculation about proposed FDI activity.
- 6) Develop collaborations with local business associations.** An intensive effort to engage local business associations can help PIPA fulfill its mandate and offer assistance to the Palestinian private sector itself. Eventually, PIPA will be organizing inward and outward trade missions, and developing a cadre of good, reputable firms to work with is an important step. Furthermore, local business associations may be able to provide market intelligence about trends within their sectors, specific companies/countries that may be targets for FDI promotion, and events that PIPA may wish to co-sponsor to promote the WBG.
- 7) Develop collaborations with international organizations.** PIPA should become familiar with the range of international business associations, chambers of commerce, and Palestinian Diaspora groups and consider ways to work collaboratively. Many of these organizations host international conferences, exhibitions, and trade shows, and PIPA may wish to integrate these events into its overall marketing strategy.
- 8) Study other sources of investment.** Successful projects, including some of the infrastructure projects that the PA is pursuing to improve the general level of services and investment climate in the WBG, sometimes involve the participation of foreign companies as well as other sources of finance. There are numerous venture capital funds and investment banks focused on the MENA region and the sectors that PIPA is interested in promoting. PIPA staff should identify these organizations; determine what their investment criteria are, what typical partnership arrangements look like, and how PIPA can foster transactions between these organizations and local firms.

Annex A.1: Top 1,000 Companies in Pre-packaged Software

Annex A.1: Top 1,000 Companies by SIC Code 7371, Computer Programming Services

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
C P Software S.A.	Infanta Mercedes 31	Madrid	E-28020	Spain	n/a	n/a	Enrique Baeza Lopez, Chairman of the Board	n/a
EDS France	4 avenue Pablo Picasso	Nanterre Cedex	F-92024	France	n/a	n/a	Antoine Rostand, Chairman of the Board	n/a
Cap Gemini Ernst and Young	Place de l'Etoile, 11 rue de Til	Paris	F-75017	France	n/a	n/a	Serge Kampf, Chairman of the Board	n/a
CSK Corp.	2-6-1 Nishi-Shinjuku, Shinjuku-k	Tokyo	163-0227	Japan	n/a	n/a	Masahiro Aozono, Chairman of the Board	n/a
RedKlay Web Solutions Inc.	2500 N Winds Pkwy., Ste. 190	Alpharetta, Alabama	30004	United States	(770) 754-5411	USA(770)754-5410	John Carter, Chief Executive Officer	n/a
Intellimedia Corp. (Atlanta, Georgia)	3490 Piedmont Rd. NE, Ste. 1300	Atlanta, Georgia	30305	United States	(404) 262-0000	USA(404)261-2282	Ben Dyer, Chief Executive Officer and President	Ed Grenvicz, Chief Operating Officer
debis Systemhaus GmbH	Fasanenweg 9	Leinfelden-Echterdingen	D-70771	Germany	n/a	n/a	Konrad F. Reiss, Chairman of the Board	n/a
Sema Group PLC	233 High Holborn	London	WC1V 7DJ	United Kingdom	n/a	n/a	Pierre S.E. Bonelli, Chief Executive Officer	William H. Bitan, Chief Financial Officer
Media Station Inc.	2705 Industrial, Ste. 100	Ann Arbor, Michigan	48014	United States	(734) 971-1112	USA(734)971-7722	David Gregory, President	Brooks Marshall, Chief Financial Officer
SpectraCom Inc. (Milwaukee, Wisconsin)	131 West Seebooth St.	Milwaukee, Wisconsin	53204	United States	(414) 272-7742	USA(414)272-1123	Jorian Clarke, President	n/a
TLC Systems Inc.	670 Douglas St.	Uxbridge, Massachusetts	1569	United States	(508) 278-8211	USA(508)278-8295	Patrick Duclos, President	n/a
ISX Corp.	760 Paseo Camarillo, Ste. 401	Camarillo, California	93010	United States	(805) 484-6100	USA(805)484-6195	Donald Westerheide, Chief Executive Officer and President	Ron Holder, Senior Vice President, Chief Financial Officer
Techniques International Inc.	4750 Longley Ln.	Reno, Nevada	89502	United States	(775) 828-7100	USA(775)828-7411	Carlton Trimm, Chief Executive Officer and President	Mike Trimm, Director of Sales
American Management Systems Inc.	4050 Legato Rd.	Fairfax, Virginia	22033	United States	(703) 267-8000	USA(703)267-5073	William M. Purdy, Chief Executive Officer and President	Ronald L. Schillereff, Chief Financial Officer, Treasurer
WM-data AB	Box 27030	Stockholm	S-102	Sweden	n/a	n/a	Thord Wilkne, Chairman of the Board	Peter Savje, Chief Financial Officer
Johnson Controls (Canada)	7400 Birchmount Rd.	Markham	L3R 5V4	Canada	n/a	n/a	J. Okarma, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Keane Inc. Healthcare Solutions Div.	290 Broadhollow Rd.	Melville, New York	11747	United States	(516) 351-7000	USA(516)351-7115	Brian T. Keane, Chief Executive Officer	n/a
Amdahl France S.A.	10 Place des 5 Martyrs du Lycee	Paris	75506	France	n/a	n/a	Donal Geaney, Chief Executive Officer, Chairman of the Board	Thomas Lynch, Executive Vice President, Chief Financial Officer
CompuNet Computer AG and Co. oHG	Horselbergstrasse 7	Munchen	D-81677	Germany	n/a	n/a	Hans-Dieter Koch, Chairman of the Board	Hans-Georg Freitag, Director of Finance
Oracle Corp. Ireland Ltd.	Oracle House, Herbert St.	Dublin	n/a	Ireland	n/a	n/a	n/a	n/a
GTECH Holdings Corp.	55 Technology Way	West Greenwich, Rhode Island	2817	United States	(401) 392-1000	USA(401)392-1234	Howard Cohen, Chief Executive Officer	Jaymin B. Patel, Senior Vice President, Chief Financial Officer
Datatec Ltd.	PO Box 76226	Wendywood	2144	South Africa	n/a	n/a	n/a	Robin Rindel, Director of Finance
Keane Inc.	10 City Sq.	Boston, Massachusetts	2129	United States	(617) 241-9200	USA(617)241-9507	Brian T. Keane, Chief Executive Officer and President	John J. Leahy, Senior Vice President, Chief Financial Officer
Merkantidata A.S.A.	Postboks 6472 Etterstad	Oslo	N-0605	Norway	n/a	n/a	Riulf Rustad, Chairman of the Board	Gottfred Langseth, Director of Finance
BEA Systems Inc.	2315 N First St.	San Jose, California	95131-1010	United States	(408) 570-8000	USA(408)570-8091	William T. Coleman III, Chief Executive Officer, Chairman of the Board	William M. Klein, Executive Vice President, Chief Financial Officer
Computer Sciences Corp. Applied Technology Div.	3190 Fairview Park Dr.	Falls Church, Virginia	22042	United States	(703) 876-1000	n/a	Jerome B. Himes, President	H. Martin Leidemer, Vice President, Finance and Administration
Desktop Engineering International Inc. (Woodcliff Lake, New Jersey))	172 Broadway	Woodcliff Lake, New Jersey	7677	United States	(201) 505-9200	USA(201)505-1566	Daniel V. Schiavello, President	n/a
Commercial Legal Software Inc.	170 Changebridge Rd., Ste. D4	Montville, New Jersey	7045	United States	(973) 575-5646	USA(973)575-7442	Steven Goldman, President	John P. Meehan, Vice President, Finance
Getronics Government Solutions Inc.	7900 Westpark Dr., #170	McLean, Virginia	22102	United States	(703) 827-3000	USA(703)827-3729	Holland Johnston, President	Jeff Beck, Chief Financial Officer
EDS Holding GmbH	Eisenstrasse 56	Russelsheim	D-65428	Germany	n/a	n/a	n/a	n/a
Gemplus GmbH	Mercedesstrasse 13	Filderstadt	D-70794	Germany	n/a	n/a	n/a	n/a
LaSer	66 rue des Archives	Paris Cedex	F-75150	France	n/a	n/a	n/a	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Computer Sciences Corp. System Sciences Div.	1100 West St.	Laurel, Maryland	20707	United States	(301) 470-2500	USA(301)470-7183	n/a	Ron Mezirek, Vice President, Finance
CMG Deutschland GmbH	Kolner Str 10	Eschborn	D-65760	Germany	n/a	n/a	n/a	n/a
Analysts International Corp.	3601 W 76th St.	Minneapolis, Minnesota	55435-3000	United States	(952) 835-5900	USA(952)897-4555	Frederick W. Lang, Chief Executive Officer, Chairman of the Board	Marti R. Charpentier, Vice President, Finance and Treasurer
Byte Dynamics Inc.	2314 N Cherry St.	Spokane, Washington	99216	United States	(509) 926-6011	USA(509)926-6130	Dave Lenartz, Chief Executive Officer	n/a
IMI Systems Inc.	290 Broad Hollow Rd.	Melville, New York	11747	United States	(516) 425-8487	USA(516)425-7895	Carlton P. Schowe, President, Chairman of the Board	Ray Blaile, Chief Financial Officer
TietoEnator AB	n/a	n/a	n/a	United States	n/a	(0)086-32 14 20	Olof Lund, Chairman of the Board	Ola Blomberg, Director of Finance
Cognos Inc.	3755 Riverside Dr., Box 9707, St	Ottawa	K1G 4K9	Canada	n/a	n/a	Renato Zambonini, Chief Executive Officer and President	Tom Manley, Senior Vice President, Finance and Administration
Logicon Commercial Information Services Inc.	10 Orville Dr.	Bohemia, New York	11716	United States	(631) 563-6800	n/a	Hugh E. Taylor, President	Ralph L. Webster, Vice President, Chief Financial Officer
EDB	Postboks 6798 St Olavs plass	Oslo	N-0130	Norway	n/a	n/a	Peter Pay, Chairman of the Board	Eli Giske, Director of Finance
VeriSign Inc.	1350 Charleston Rd.	Mountain View, California	94043	United States	(650) 961-7500	USA(650)961-7300	Stratton D. Sclavos, Chief Executive Officer and President	Dana L. Evan, Executive Vice President, Chief Financial Officer
BISYS Document Solutions	2188 Parkway Lake Dr.	Birmingham, Alabama	35244	United States	(205) 314-1100	USA(205)314-1500	Scott Zust, President	Jim Stariha, Director of Finance
Parity PLC	16 St Martins Le Grand	London	EC1A 4NA	United Kingdom	n/a	n/a	Philip Swinstead, Chairman of the Board	Gary Gray, Director of Finance
Thyssen Krupp Information Systems GmbH	Theodor-Althoff-Strasse 1	Essen	D-45133	Germany	n/a	n/a	Peter Chylla, Chairman of the Board	n/a
Dassault Systemes S.A.	9 quai Marcel Dassault	Suresnes Cedex	F-92156	France	n/a	n/a	Charles Edelstenne, Chairman of the Board	Thibault de Tersant, Director of Finance
Covansys	32605 W 12 Mile Rd.	Farmington Hills, Michigan	48334-3339	United States	(248) 488-2088	USA(248)448-2089	Michael W. Bealmear, Chief Executive Officer and President	Timothy S. Manney, Executive Vice President, Chief Financial Officer
COS Computer Systems AG	Tafernstrasse 11	Baden	CH-5405	Switzerland	n/a	n/a	Kurt Fruh, Chairman of the Board	Markus Zurkirchen, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
ORACLE Deutschland GmbH	Riesstr 25	Munchen	D-80992	Germany	n/a	n/a	n/a	Bernhard Bach, Director of Finance
FI Group PLC	Campus 300, Maylands Ave.	Hemel Hempstead	HP2 7TQ	United Kingdom	n/a	n/a	Hilary Cropper, Chairman of the Board	Geoff Dunn, Director of Finance
Cap Gemini AB	Box 825	Bromma	S-161	Sweden	n/a	n/a	n/a	n/a
Japan Information Processing Service Company Ltd.	2-4-24 Toyo, Koto-ku	Tokyo	135-8388	Japan	n/a	n/a	Haruhiko Tanaka, Chairman of the Board	n/a
START Holding GmbH	Lahnstr. 34-40	Frankfurt	D-60326	Germany	n/a	n/a	n/a	n/a
Siemens Informatica - Gruppo Siemens Business Services	Via Roma 108	Cassina de' Pecchi	I-20060	Italy	n/a	n/a	Aldo De Sario, Chairman of the Board	n/a
Software AG	Uhlandstrasse 12	Darmstadt	D-64297	Germany	n/a	n/a	E. Konigs, Chairman of the Board	Jorg F. Bitzer, Director of Finance
Accenture SL	Plaza Pablo Ruiz Picasso s/n	Madrid	E-28020	Spain	n/a	n/a	n/a	Carlos Ruiz, Director of Finance
Computer Task Group Inc.	800 Delaware Ave.	Buffalo, New York	14209-2094	United States	(716) 882-8000	USA(716)887-7464	Darrell L. Jennings, Chief Executive Officer, President, Chairman of the Board	James R. Boldt, Vice President, Chief Financial Officer
CSC Australia Party Ltd.	460 Pacific Hwy.	St Leonards	NSW 2065	Australia	n/a	n/a	Peter Rehn, Chairman of the Board	Jeff Watson, Director of Finance
Synstar PLC	Synstar House-1 Bracknell Beeche	Bracknell	RG12 7QX	United Kingdom	n/a	n/a	John Leighfield, Chairman of the Board	Stephen Gleadle, Director of Finance
DanaData A/S	Olof Palmes Alle 44	Arhus N	DK-8200	Denmark	n/a	n/a	Tom Adolfsen, Chairman of the Board	n/a
UNILOG S.A.	97-99 blvd Pereire	Paris	F-75017	France	n/a	n/a	Gilles Dufournier, Chairman of the Board	Michel Bizet, Director of Finance
Steria S.A.	12 rue Paul Dautier, BP 58	Velizy Cedex	F-78140	France	n/a	n/a	Francois Enaud, Chairman of the Board	Patrick Deleau, Director of Finance
MERANT plc	The Lawn, 22-30 Old Bath Rd.	Newbury	RG14 1QN	United Kingdom	n/a	n/a	n/a	Ken Sexton, Director of Finance
GFI Informatique	199 rue Championnet	Paris Cedex	F-75883	France	n/a	n/a	Jacques Tordjman, Chairman of the Board	Philippe Muffat-es-Jacques, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
SSA Global Technologies Inc.	500 W Madison St., Ste 3200	Chicago, Illinois	60661	United States	(312) 258-6000	USA(312)474-7500	Michael Greenough, Chief Executive Officer	John Wallis, Vice President, Finance
Digital Equipment International B.V.	Ballybrit Business Park	Galway	n/a	Ireland	n/a	n/a	n/a	Pat McGuire, Director of Finance
DBS International Inc.	PO Box 687	Reading, Massachusetts	1867	United States	(781) 942-0220	USA(781)944-1344	Joseph McGonagle, President	n/a
GenRad Inc.	7 Technology Park Dr.	Westford, Massachusetts	01886-0033	United States	(978) 589-7000	USA(978)589-7007	Bob Dutkowsky, Chief Executive Officer, President, Chairman of the Board	Walter Shephard, Vice President, Chief Financial Officer
Ines Corp.	6-11-1 Akasaka, Minato-ku	Tokyo	107-8427	Japan	n/a	n/a	Kenji Kano, Chairman of the Board	n/a
ICL Invia Oyj	PL 458, Valimotie 16	Helsinki	FIN-00101	Finland	n/a	n/a	Richard Christou, Chairman of the Board	Matti Jarvinen, Director of Finance
ADP-GSI	148 rue Anatole France	Levallois Perret Cedex	F-92688	France	n/a	n/a	Philippe Gluntz, Chairman of the Board	Lynnet Conley, Director of Finance
Diamond Computer Service Company Ltd.	4-7 Goban-cho, Chiyoda-ku	Tokyo	102-0076	Japan	n/a	n/a	Hideaki Fujioka, Chairman of the Board	n/a
Systemat SA	Chaussee de Louvain 435	Lasne	B-1380	Belgium	n/a	n/a	Jean-Claude Loge, Chairman of the Board	Nicolas Loge, Director of Finance
Societa Generale D'Informatica S.p.A.	Via Mario Carucci 99	Roma	I-00143	Italy	n/a	n/a	Gilberto Ricci, Chairman of the Board	Mario Consigliere, Director of Finance
VW-Gesellschaft fur technische Datenverarbeitungssysteme mbH	Pascalstr 11	Berlin	D-10587	Germany	n/a	n/a	n/a	n/a
Info-Quest S.A.	25 Al Pantou Street, Kallithea	Athens	GR-176	Greece	n/a	n/a	Eftyxia Koutsourelis, Chairman of the Board	John Kefalakis, Director of Finance
Novo Group	PO Box 38 Valimotie 17	Helsinki	FIN-00381	Finland	n/a	n/a	Veikki Kasurinen, Chairman of the Board	Martti Ala-Harkonen, Director of Finance
IMRglobal Corp.	100 S Missouri Ave.	Clearwater, Florida	33756	United States	(727) 467-8000	USA(727)467-8001	Satish K. Sanan, Chief Executive Officer	Michael J. Dean, Chief Financial Officer
EDS SpA	Viale Monza 257	Milano	I-20126	Italy	n/a	n/a	Vincenzo Damiani, Chairman of the Board	Paolo Lavatelli, Director of Finance
Horizon Computer Services	14 Joyce Way, Park West Business	Dublin	n/a	Ireland	n/a	n/a	Kevin Melia, Chairman of the Board	Cathal O'Caomh, Director of Finance

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Logix Development Corp.	473 E. Post St.	Camarillo, California	93010	United States	(805) 384-1460	USA(805)384-1466	D. Keith Howington, Chief Executive Officer	Pauline G. Malysko, President and Chief Financial Officer
RealNetworks Inc.	PO Box 91123	Seattle, Washington	98111	United States	(206) 674-2700	USA(206)674-2699	Robert Glaser, Chief Executive Officer, Chairman of the Board	Paul Bialek, Senior Vice President, Chief Financial Officer
Cutler/Williams Inc.	4000 McEwen Rd.	Dallas, Texas	75244	United States	(972) 960-7053	n/a	George Fink, President	Ronald E. Patrick, Chief Financial Officer
NABJA Software	229 Olin Ave.	Girard, Pennsylvania	16417-1529	United States	(814) 774-9423	n/a	David T. Jeffery, Owner	Kim L. Jeffery, Chief Financial Officer
Teleca AB	Gustaf Adolfs Torg 12	Malmö	S-211	Sweden	n/a	n/a	Goran Larsson, Chairman of the Board	Anders Johnsson, Director of Finance
Sema Group S.A.E.	Albarracin 25	Madrid	E-28037	Spain	n/a	n/a	Antonio Barrera de Irmo, Chairman of the Board	n/a
IFS Industrial and Financial Systems AB	Teknikringen 5	Linköping	S-583	Sweden	n/a	n/a	Jan Danielsson, Chairman of the Board	Sverker Lundberg, Director of Finance
Scandinavian Airlines Data Denmark A/S	Engvej 165	København S	DK-2300	Denmark	n/a	n/a	n/a	n/a
Real Software NV	Prins Boudewijnlaan 26	Kontich	B-2550	Belgium	n/a	n/a	Rudy Hageman, Chairman of the Board	Johan Pede, Director of Finance
Proxicom Inc.	11600 Sunrise Valley Dr.	Reston, Virginia	20191	United States	(703) 262-3200	USA(703)262-3201	Raul J. Fernandez, Chief Executive Officer, Chairman of the Board	Kenneth J. Tarpey, Chief Financial Officer
Infosys Technologies Ltd.	Plot No. 44 and 97A, Electronic	Bangalore	561 229	India	n/a	n/a	N.R. Narayana Murthy, Chief Executive Officer, Chairman of the Board	T.V. Mohandas Pai, Chief Financial Officer
Interim Technology Inc.	823 Commerce Dr.	Oak Brook, Illinois	60523	United States	(630) 574-3030	n/a	Stewart Emanuel, President	George Mara, Vice President, Finance
Postbank Data GmbH	Godesberger Allee 107b	Bonn	D-53175	Germany	n/a	n/a	n/a	n/a
Maersk Data A.S.	Titangade 11	København N	DK-2200	Denmark	n/a	n/a	Jess Soderberg, Chairman of the Board	n/a
IBM Global Services Espana S.A.	Santa Hortensia 26	Madrid	E-28002	Spain	n/a	n/a	Juan Fernandez Oliva, Chairman of the Board	n/a
Electronic Data Systems Espana S.A.	Avda de Europa 16, P E Moraleja	Alcobendas Madrid	E-28109	Spain	n/a	n/a	Felipe Fernandez Atela, Chairman of the Board	Jose Aguilaniedo, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Asialfo Holdings Inc.	4/F, Zhongdian Information Tower	Beijing	100086	China	n/a	n/a	James Ding, Chief Executive Officer	Ying Han, Executive Vice President, Chief Financial Officer
Geneer Corporation	1400 E Touhy Ave., 3rd Fl.	Des Plaines, Illinois	60018-3375	United States	(847) 294-0300	USA(847)294-0358	Douglas Grimsted, Chief Executive Officer	Brian Johnson, Chief Financial Officer
Wind River Systems Inc.	1010 Atlantic Ave.	Alameda, California	94501	United States	(510) 748-4100	USA(510)749-2010	Tom St. Dennis, Chief Executive Officer and President	Michael Zellner, Vice President, Chief Financial Officer
Cisco Systems Spain S.L.	Avda Europa 4, Edificio Bruselas	Alcobendas Madrid	E-28109	Spain	n/a	n/a	n/a	Diego Blanc, Director of Finance
Syntel Inc.	2800 Livernois Rd., Ste. 400	Troy, Michigan	48084	United States	(248) 619-3503	USA(248)619-2888	Bharat Desai, Chief Executive Officer, Chairman of the Board	John Andary, Chief Financial Officer
Saison Information Systems Company Ltd.	2-65-18 Ikebukuro, Toshima-ku	Tokyo	171-0014	Japan	n/a	n/a	Kazuo Kura, Chairman of the Board	n/a
EHPT Sweden AB	Lindhagensg 100	Stockholm	S-112	Sweden	n/a	n/a	n/a	n/a
ErgoGroup	Postboks 4364 Torshov	Oslo	N-0402	Norway	n/a	n/a	Leif Buseth, Chairman of the Board	n/a
Ericsson Hewlett-Packard Telecommunications AB	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
TechniSource Inc.	1901 W Cypress Creek Rd., Ste. 2	Fort Lauderdale, Florida	33309	United States	(954) 493-8601	USA(954)493-8603	Joseph W. Collard, Chief Executive Officer	Andrew C. Hill, Executive Vice President, Chief Financial Officer
RMS Technology Inc.	4221 Forbes Blvd.	Lanham, Maryland	20706-4343	United States	(240) 829-6167	USA(240)829-6568	Niel Christman, President	Christine Christman, Controller
Chemical Abstracts Service	PO Box 3012	Columbus, Ohio	43202	United States	(614) 447-3600	USA(614)447-3713	Robert J. Massie, Director	Peter Roche, Chief Financial Officer
Computer Sciences Corp. A/S	Retortvej 8, Valby	Kobenhavn V	DK-1780	Denmark	n/a	n/a	Ronald Mackintosh, Chairman of the Board	n/a
IMS Health Strategic Technologies	3445 Peachtree Rd. N.E	Atlanta, Georgia	30326	United States	(404) 841-4000	USA(404)841-4115	Ronald D. Brown, Chief Executive Officer and President	Kelly Ann Brown, Controller
Intelligent Micro Systems Data AB	Positionen 7	Stockholm	S-115	Sweden	n/a	n/a	Lars-Olof Backman, Chairman of the Board	n/a
TurnIT AB	Strandvagen 47	Stockholm	S-114	Sweden	n/a	n/a	Christer Zetterberg, Chairman of the Board	Elisabeth Koch, Director of Finance

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Silverline Technologies Ltd.	53 Knightsbridge Rd.	Piscataway, New Jersey	8854	United States	(732) 584-5300	INDI(732)457-0496	Shankar Iyer, Chief Executive Officer and President	Venkatachalam K. Murthy, Senior Vice President, Chief Financial Officer
Cell Network AB	PO Box 305	Stockholm	S-101	Sweden	n/a	n/a	Lars O. Petterson, Chairman of the Board	Gunilla Rudebjer, Director of Finance
Cognizant Technology Solutions Corp.	500 Glenpointe Ctr. W	Teaneck, New Jersey	7666	United States	(201) 801-0233	USA(201)801-0243	Kumar Mahadeva, Chief Executive Officer, Chairman of the Board	Gordon Coburn, Senior Vice President, Chief Financial Officer
Euro-Information SA	34 rue de Wacken	Strasbourg	F-67000	France	n/a	n/a	Jean Decker, Chairman of the Board	n/a
ICL Benelux B.V.	Hetkwadrant 1	Maarssen	NL-3606	Netherlands	n/a	n/a	n/a	n/a
Advent Software Inc.	301 Brannan St.	San Francisco, California	94107	United States	(415) 543-7696	USA(415)543-5070	Peter M. Caswell, Chief Executive Officer and President	Irv H. Lichtenwald, Senior Vice President, Chief Financial Officer
TDS Informationstechnologie AG	Konrad-Zuse-Str 16	Neckarsulm	D-74172	Germany	n/a	n/a	Peter Eisenbacher, Chairman of the Board	n/a
Telia Data AB	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Database Software Consultants Inc.	2805 Dancy St.	Austin, Texas	78722-2317	United States	(512) 477-3423	n/a	David Millican, Owner	n/a
Stratus Computer Inc.	111 Powdermill Rd.	Maynard, Massachusetts	01754-3409	United States	(978) 461-7000	USA(978)461-5210	Stephen C. Kiely, Chief Executive Officer, President, Chairman of the Board	Robert Laufer, Senior Vice President, Chief Financial Officer
Software Research Associates Inc.	1-1-1 Hirakawa-cho, Chiyoda-ku	Tokyo	102-8605	Japan	n/a	n/a	Ryugo Marumori, Chairman of the Board	n/a
Organic Inc.	601 Townsend St.	San Francisco, California	94103	United States	(415) 581-5300	USA(415)581-5400	Mark Kingdon, Chief Executive Officer	Susan Field, Executive Vice President, Chief Financial Officer
Symantec Ltd.	Ballycoolin Business Park, Blanc	Dublin	n/a	Ireland	n/a	n/a	n/a	n/a
Framtidsfabriken AB	Kungsfatan 27, Box 5494	Stockholm	S-114	Sweden	n/a	n/a	Sven Skarendahl, Chairman of the Board	Johan Haegmann, Director of Finance
PSI AG fur Produkte und Systeme der Informationstechnologie	Dirksenstr 42-44	Berlin	D-10178	Germany	n/a	n/a	n/a	Armin Stein, Director of Finance
SDC Udvikling A/S	Borupvang 1	Ballerup	DK-2750	Denmark	n/a	n/a	n/a	Birgitte Mikkelsen, Director of Finance

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ALOS AG	Postfach 2022	Baar	6342	Switzerland	n/a	n/a	Thomas Schaeppi, President	n/a
Rockwell Automation Canada Inc.	Corporate Office, 135 Dundas St.	Cambridge	N1R 5X1	Canada	n/a	n/a	n/a	Dennis Popovec, Treasurer
Trend Micro Inc. (Japan)	2-2-1 Yoyogi, Shibuya-ku	Tokyo	151-8583	Japan	n/a	n/a	Chang Ming Jang, Chairman of the Board	n/a
Industrieanlagen-Betriebsgesellschaft mbH	Einsteinstr 20	Ottobrunn	D-85521	Germany	n/a	n/a	Rudolf Schwarz, Chairman of the Board	Rudiger Peters, Director of Finance
Syntegra Groep B.V.	Postbus 552	Zoetermeer	NL-2700	Netherlands	n/a	n/a	n/a	n/a
Alfaskop AB	Box 31022	Goteborg	S-400	Sweden	n/a	n/a	n/a	n/a
Wave Solutions Information Technology GmbH	Nordbergstrasse 13	Wien	A-1090	Austria	n/a	n/a	n/a	Manfred Siegl, Director of Finance
OrderTrust Inc.	900 Chelmsford St.	Lowell, Massachusetts	01851-8207	United States	(978) 551-5000	USA(978)551-5050	Thomas J. Little, Chairman of the Board	Bob Aldrich, Chief Financial Officer
CBT Systems Ltd.	Belfield Office Park, Clonskeagh	Dublin	n/a	Ireland	n/a	n/a	n/a	n/a
Ecompark Inc.	, 510 King St. E, 2nd Fl.	Toronto	M5A 1M1	Canada	n/a	n/a	Len Lidov, President	n/a
T.D.I. Company Ltd.	4-15-3 Nishi-Shinjuku, Shinjuku-	Tokyo	160-0023	Japan	n/a	n/a	Keiji Naito, Chairman of the Board	n/a
Dotcom Solutions AB	Box 4029	Solna	S-171	Sweden	n/a	n/a	Ake Plyhm, Chairman of the Board	n/a
Atos Deutschland Holding GmbH	Waldburgstrasse 21	Stuttgart	D-70563	Germany	n/a	n/a	n/a	n/a
TietoEnator PublicSector AB	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Cadix International Inc.	5000 Birch Street, East Tower, S	Newport Beach, California	92660	United States	(714) 223-8881	USA(714)223-8871	Benjamin K. Lee, President	n/a
Intersoft Inc.	15110 SW Boones Ferry Rd., Ste.	Lake Oswego, Oregon	97035-3451	United States	(503) 675-6700	USA(503)675-5080	V.S. Reddy, President	Shailajah Prasannan, Controller

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Beiswenger, Hoch and Associates Inc.	PO Box 1368	North Miami Beach, Florida	33160	United States	(305) 944-5151	USA(305)948-6290	Francisco Norona, President	Jackie Deuser, Treasurer
Almanack Software and Consulting	6117 Roseland Dr.	Rockville, Maryland	20852-3648	United States	(301) 984-7111	USA(301)984-7222	Martin Mangold, President	n/a
Butler Computer Services Inc.	110 Summit Ave.	Montvale, New Jersey	7645	United States	(201) 573-8000	USA(201)573-9095	Edward M. Kopko, Chief Executive Officer and President	Mike Hellriegel, Chief Financial Officer
Coritel S.A.	Madera 8	Madrid	E-28004	Spain	n/a	n/a	Carmen Sierra San Miguel, Chairman of the Board	n/a
Danske Data A/S	Holmens Kanal 2	Kobenhavn K	DK-1092	Denmark	n/a	n/a	n/a	Claus Rasmussen, Director of Finance
QSS Group Inc.	4500 Forbes Blvd., Ste. 200	Lanham, Maryland	20706	United States	(301) 577-0700	(301)918-4822	Frank Islam, President	n/a
Datamat Ingegneria Dei Sistemi S.p.A.	Via Laurentina 760	Roma	I-00143	Italy	n/a	n/a	Giancarlo Giglio, Chairman of the Board	Francesco Mannoni, Director of Finance
Grupo Ibermatica	Paseo Mikeletegi 5	San Sebastian Guipuzcoa	E-20009	Spain	n/a	n/a	Jose Luis Larea Jimenez de Vicuna, Chairman of the Board	n/a
iXOS Software AG	Bretonischer Ring 12	Grasbrunn	D-85630	Germany	n/a	n/a	n/a	n/a
RWG GmbH	Rapplenstrasse 17	Stuttgart	D-70191	Germany	n/a	n/a	Dipl-Oec WP/STB Erwin Kuhn, Chairman of the Board	n/a
Magic Software Enterprises Ltd.	5 Haplada St.	Or Yehuda	60218	Israel	n/a	n/a	Dan Goldstein, Chairman of the Board	Guy Bernstein, Director of Finance
EXE	8787 Stemmons	Dallas, Texas	75247	United States	(972) 233-3761	(214)775-0900	Lyle Baack, Chairman of the Board	Adam Belsky, Chief Financial Officer
SOFTLAB GmbH fur Systementwicklung und EDV-Anwendung	Zamdorfer Str 120	Munchen	D-81677	Germany	n/a	n/a	Peter Broicher, Chairman of the Board	Manfred Wegmann, Director of Finance
Pentasoft Technologies Ltd.	Tidel Park, 4 Canal Bank Road, 9	Chennai	600 113	India	n/a	n/a	n/a	n/a
Schumann Unternehmensberatung AG	Hermann-Heinrich-Gossen-Strasse	Koln	D-50858	Germany	n/a	n/a	n/a	n/a
ISB Corp.	5-1-11 Ohsaki, Shinagawa-ku	Tokyo	141-0032	Japan	n/a	n/a	Masaaki Komatsu, Chairman of the Board	n/a

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Pulsen AB	Box 881	Boras	S-510	Sweden	n/a	n/a	Robert Andreen, Chairman of the Board	Rune Parkhagen, Director of Finance
DOCdata NV	Helvoirtseweg 9	Vught	NL-5261	Netherlands	n/a	n/a	Willem J. van Kooten, Chairman of the Board	M. F. P. M. Alting von Geusau, Director of Finance
Dansk Teknologisk Institut	Gregersensvej, Postboks 141	Taastrup	DK-2630	Denmark	n/a	n/a	Vagn-Aage Jensen, Chairman of the Board	Flemming Bruggemann, Director of Finance
Semcon AB	Box 142 62, Molndalsvagen 24	Goteborg	S-400	Sweden	n/a	n/a	Christian W. Jansson, Chairman of the Board	Bengt Nilsson, Director of Finance
Sierra Systems Group Inc.	, Ste. 2500, 1177 W Hastings St.	Vancouver	V6E 2K3	Canada	n/a	n/a	n/a	Caroline Dunn, Chief Financial Officer
Automated Systems Holdings Ltd.	15/F Topsail Plaza, 11 On Sum St	Shatin	n/a	Hong Kong	n/a	n/a	Allen J. Pathmarajah, Chairman of the Board	n/a
Sofregaz	92-98 blvd Victor Hugo	Clichy Cedex	F-92115	France	n/a	n/a	Pietro Levrero, Chairman of the Board	n/a
ifs Informationstechnik fur Systeme GmbH	Rudolf-Diesel-Strasse 5	Eschborn	D-65760	Germany	n/a	n/a	n/a	Holger Preuss, Director of Finance
Aptech Ltd.	Elite Auto House, 54A Sir M V Ro	Mumbai	400 093	India	n/a	n/a	Atul Nishar, Chairman of the Board	n/a
Cedacrinord SpA	Via del Conventino 1	Collecchio	I-43044	Italy	n/a	n/a	Sergio Cesare Capatti, Chairman of the Board	Roberto Mazzi, Director of Finance
Braun Consulting Inc.	20 W Kinzie, Ste. 1600	Chicago, Illinois	60610	United States	(312) 984-7000	USA(312)984-7033	Steven J. Braun, Chief Executive Officer and President	Anne Zaczek, Senior Vice President, Finance
Unimedia Inc.	600 de Maisonneuve, Ste. 3200	Montreal	H3A 3J2	Canada	n/a	n/a	Pierre II, Chief Executive Officer and President	Pierre Richard, Vice President, Chief Financial Officer
Spectrum Computer Services PLC	Spectrum House, East Parade	Bradford	BD1 5RJ	United Kingdom	n/a	n/a	n/a	M. D. Buckley, Director of Finance
Serena Software Inc.	500 Airport Blvd.	Burlingame, California	94010-1904	United States	(650) 696-1800	USA(650)696-1849	Mark Woodward, Chief Executive Officer and President	Robert I. Pender, Jr., Chief Financial Officer
Information Technologies Services Co. Avionics and Range Systems Div.	900 Heritage Dr.	Ridgecrest, California	93555	United States	(760) 446-7985	n/a	Bud Biery, Manager	n/a
IDS Prof Scheer AG	Altenkessler Strasse 17	Saarbrucken	D-66115	Germany	n/a	n/a	n/a	n/a

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AINO NV	Postbus 144	Houten	NL-3990	Netherlands	n/a	n/a	n/a	Ronald Kempen, Director of Finance
Daugherty Systems	1 Cityplace Dr.	St. Louis, Missouri	63141-7066	United States	(314) 432-8200	USA(314)432-8217	Ron Daugherty, President	Mike Garofalo, Controller
Dimension AB	Box 20200	Bromma	S-161	Sweden	n/a	n/a	n/a	n/a
Alcatel Sistemas de Informacion S.A.	Cardenal Marcelo Spinola 10	Madrid	E-28016	Spain	n/a	n/a	n/a	Francisco Roca Ortega, Director of Finance
EDV GmbH	Hofmuhlgasse 3-5	Wien	A-1060	Austria	n/a	n/a	n/a	Alfred Grafl, Director of Finance
Lowry Computer Products Inc.	7100 Whitmore Lake Rd.	Brighton, Michigan	48116	United States	(810) 229-7200	USA(810)229-5189	Michael R. Lowry, President	Michael Vlisdes, Chief Financial Officer
Database Solutions Inc. (Marlton, New Jersey)	325 Route 70 E	Cherry Hill, New Jersey	08034-2408	United States	(856) 616-1500	USA(856)616-0009	George L. Brown, President	Ann Marie Kearney, Chief Financial Officer
Navision Software A/S	Frydenlunds Alle 6	Vedbak	DK-2950	Denmark	n/a	n/a	Bill Goodhew, Chairman of the Board	Lars Plesner Hamann, Director of Finance
Maconomy Inc.	33 Boston Post Rd. W, Ste. 310	Marlborough, Massachusetts	1752	United States	(508) 460-8337	USA(508)303-8075	Per Tejs Knudsen, Chief Executive Officer	Joseph Hill, Vice President, Chief Financial Officer
Tecnomatix Technologies Ltd.	Delta House, 16 Hagalim Ave.	Herzeliya	46733	Israel	n/a	n/a	Harel Beit-On, Chairman of the Board	Naftali Idan, Director of Finance
sd and m software design and management GmbH and Co. KG	Thomas-Dehler-Strasse 27	Munchen	D-81737	Germany	n/a	n/a	Ernst Denert, Chairman of the Board	n/a
Cap Gemini Espana S.A.	Condesa de Venadito 7	Madrid	E-28027	Spain	n/a	n/a	Jose Luis Gali, Chairman of the Board	Cristophe Michael, Director of Finance
funworld ag	Photo Play Strasse 1	Schorfling	A-4861	Austria	n/a	n/a	n/a	Peter Vidounig, Director of Finance
Xyptx Inc.	44 Glen Rd.	Mountain Lakes, New Jersey	7046	United States	(973) 263-4628	USA(973)335-8682	Jason Eveleth, President	n/a
applied international informatics AG	Handelskai 388, Donau Business C	Wien	A-1020	Austria	n/a	n/a	n/a	Heribert Oebel, Director of Finance
DMdata A/S	Ejby Industrvej 41	Glostrup	DK-2600	Denmark	n/a	n/a	Hans E. Mork, Chairman of the Board	n/a

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ForSoft Ltd.	PO Box 2062	Herzliya	46120	Israel	n/a	n/a	Dan Goldstein, Chairman of the Board	Karen Sarid, Director of Finance
Cresco Ltd.	3-1-12 Mita, Minato-ku	Tokyo	108-0073	Japan	n/a	n/a	Masahiro Urasaki, Chairman of the Board	n/a
Entra Data AB	Box 126	Bromma	S-161	Sweden	n/a	n/a	Matti Lehti, Chairman of the Board	Sten-Anders Fellman, Director of Finance
Columbus IT Partner A/S	Krudtlobsvej	Kobenhavn K	DK-1439	Denmark	n/a	n/a	Niels Heering, Chairman of the Board	Soren Hansen, Director of Finance
Sema Group GmbH	Kaltenbornweg 3	Koln	D-50679	Germany	n/a	n/a	n/a	Hans-Jorg Appelmann, Director of Finance
Paradigm Geophysical Ltd.	PO Box 2061	Herzliya	46120	Israel	n/a	n/a	Eldad Weiss, Chairman of the Board	Brian Berman, Director of Finance
Rebus HR	239 Thorpe Road, Longthorpe	Peterborough	PE3 6JY	United Kingdom	n/a	n/a	David Lakin, Chairman of the Board	N. J. Loney, Director of Finance
Sentinel Technologies Inc.	2550 Warrenville Rd.	Downers Grove, Illinois	60515-1723	United States	(630) 769-4300	USA(630)769-1399	Dennis Hoelzer, Chief Executive Officer	Timothy Hill, Chief Financial Officer
Advanced Financial Solutions Inc.	4344 Charter Ave.	Oklahoma City, Oklahoma	73108	United States	(405) 787-1800	USA(405)787-8833	Gary Nelson, Chief Executive Officer and President	n/a
SkiData AG	Untersbergstrasse 40	Gartenau St Leonhard	A-5083	Austria	n/a	n/a	n/a	Xavier Huerre, Director of Finance
Brocker Technology Group Ltd.	2150 Scotia Pl., Tower One, 1006	Edmonton	T5J 3R8	Canada	n/a	n/a	Richard Justice, Chief Executive Officer and President	Grant Hope, Chief Financial Officer
Setpoint Inc.	14701 St. Marys Ln.	Houston, Texas	77079	United States	(281) 584-1000	(281)584-4329	Douglas C. White, Chief Executive Officer and President	D. Cormack, Chief Financial Officer
Startup Clarify Inc.	2125 O'Nel Dr.	San Jose, California	95131-2032	United States	(408) 428-2000	(408)573-3001	David Stamm, Chairman of the Board	n/a
TietoEnator Processing and Support AB	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
InterSystems Corp.	1 Memorial Dr., 6th Fl.	Cambridge, Massachusetts	02142-1356	United States	(617) 621-0600	USA(617)494-1631	Philip T. Ragon, President	n/a
Jastec Company Ltd.	3-5-23 Takanaawa, Minato-ku	Tokyo	108-0074	Japan	n/a	n/a	Shigeru Koyama, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
EDS Denmark A/S	Ramsingsvej 7	Valby	DK-2500	Denmark	n/a	n/a	n/a	n/a
VEGA Group PLC	2 Falcon Way, Shire Park	Welwyn Garden City	AL7 1TW	United Kingdom	n/a	n/a	Andy Roberts, Chairman of the Board	Richard Amos, Director of Finance
A and I System Company Ltd.	1-2 Nihonbashi-Hakozaki-cho, Chu	Tokyo	103-0015	Japan	n/a	n/a	Iwao Yooyama, Chairman of the Board	n/a
has program service AG	Weidestr 132-134	Hamburg	D-22083	Germany	n/a	n/a	Bernd Stahl, Chairman of the Board	n/a
Ultimate Software Group Inc.	PO Box 266350	Weston, Florida	33326-6350	United States	(954) 331-7000	USA(954)331-7300	Scott Scherr, Chief Executive Officer, President, Chairman of the Board	Mitchell K. Dauerman, Executive Vice President, Chief Financial Officer
Raytheon Systems Co.	PO Box 60	State College, Pennsylvania	16804	United States	(814) 238-4311	(814)234-7720	Andy Mazzara, Vice President, General Manager	Paul O'Donnel, Chief Financial Officer
Olicom A/S	Nybrovej 114	Lyngby	DK-2800	Denmark	n/a	n/a	Lars Eskesen, Chairman of the Board	Lars Larsen, Director of Finance
AKDB Anstalt fur Kommunale Datenverarbeitung in Bayern	Herzogspitalstrasse 24	Munchen	D-80331	Germany	n/a	n/a	n/a	Alexander Schroth, Director of Finance
Centro de Calculo de Sabadell S.A.	Avda Castell de Barbera 22	Barbera del Valles Barcelo	E-08210	Spain	n/a	n/a	Jose Antonio Diaz Salanova, Chairman of the Board	Teresa Nicolau, Director of Finance
Damgaard A/S	Bregnerodvej 133	Birkerod	DK-3460	Denmark	n/a	n/a	Hans Werdelin, Chairman of the Board	Lars Larsen, Director of Finance
Ezenet Corp.	, 11th Fl., 5160 Yonge St.	Toronto	M2N 2L9	Canada	n/a	n/a	Jay Cashmore, Chief Executive Officer and President	Gary Guthro, Chief Financial Officer
Maden Tech Consulting Inc.	2110 Washington Blvd. Ste. 200	Arlington, Virginia	22204	United States	(703) 769-4440	USA(703)769-4497	Omar Maden, President	n/a
Kindle Banking Systems Ltd.	East Point Business Park	Dublin	3	Ireland	n/a	n/a	Kieran Nagle, Chairman of the Board	Conall Clancy, Director of Finance
SPL WorldGroup Inc.	75 Hawthorne Plz., 20th Fl.	San Francisco, California	94105-3919	United States	(415) 541-9462	USA(415)541-0224	CD Hobbs, Chief Executive Officer and President	Ron Kisling, Vice President, Chief Financial Officer
Comptel Oyj	Ruoholahdenk 4	Helsinki	FIN-00180	Finland	n/a	n/a	Matti Mattheiszen, Chairman of the Board	Ari Asikainen, Director of Finance
Stonesoft Corp.	Italahdenkatu 22	Helsinki	FIN-00210	Finland	n/a	n/a	Hannu Turunen, Chairman of the Board	n/a

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PSI International Inc.	10306 Eaton Pl., Ste. 400	Fairfax, Virginia	22030	United States	(703) 352-8700	USA(703)352-8236	Elizabeth Pan, Chief Executive Officer	Prakash Menta, Chief Financial Officer
Atex Media Solutions Inc.	15 Crosby Dr.	Bedford, Massachusetts	01730-1418	United States	(781) 275-2323	USA(781)276-1254	Karen V. Weltzheen, President, Chairman of the Board	Jose Quintana, Chief Financial Officer
Adonix	2200 Georgetown Dr.	Sewickley, Pennsylvania	15143	United States	(724) 933-1377	USA(724)933-1379	Ronald Book, President	n/a
Logic Control SA	Ctra de Prats 122	Sabadell Barcelona	E-08208	Spain	n/a	n/a	Ramon Gracia Valles, Chairman of the Board	n/a
Woodland Corp.	1-6-19 Imabashi, Chuo-ku	Osaka	541-0042	Japan	n/a	n/a	Ryuji Asada, Chairman of the Board	n/a
ASCAD Computerservice GmbH	Harpener Heide 7	Bochum	D-44805	Germany	n/a	n/a	n/a	n/a
Frontec AB	Rissneleden 136	Sundbyberg	S-174	Sweden	n/a	n/a	Jan Westlund, Chairman of the Board	Bjorn Sandberg, Director of Finance
GRK Genossenschaftliches Rechenzentrum Kassel GmbH	Falderbaumstrasse 41	Kassel	D-34123	Germany	n/a	n/a	n/a	Gerald Klobes, Director of Finance
Advanced Technical Systems Ltd.	PO Box 2369	Johannesburg	2125	South Africa	n/a	n/a	Brian D. Buckham, Chairman of the Board	Kevin Gordon, Director of Finance
TYBRIN Corp.	1030 Titan Ct.	Fort Walton Beach, Florida	32547	United States	(850) 337-2500	USA(850)337-2525	Bill A. Pennington, President	Brian Pennington, Chief Financial Officer
Computer Generated Solutions Inc.	1675 Broadway, 31st Fl.	New York, New York	10019	United States	(212) 408-3800	USA(212)977-7474	Philip Friedman, Chief Executive Officer and President	Jeff White, Chief Financial Officer
Parametric Technology UK Ltd.	Technology House, 1 Fleetwood Pa	Fleet	GU13 8UT	United Kingdom	n/a	n/a	n/a	n/a
Office Systems ASA	Postboks 2023 Grunerlokka	Oslo	N-0505	Norway	n/a	n/a	Morten Steenstrup, Chairman of the Board	n/a
DSET Corp.	1011 US Hwy. 22 E	Bridgewater, New Jersey	8807	United States	(908) 526-7500	USA(908)526-3435	William P. McHale Jr., Chief Executive Officer, Chairman of the Board	Bruce M. Crowell, Vice President, Chief Financial Officer
Lanner Electronics Inc.	925 Canada Ct.	City of Industry, California	91748	United States	(626) 581-1898	USA(626)581-1897	n/a	n/a
Enea Data AB	Box 232, Nytorpsv 5	Taby	S-183	Sweden	n/a	n/a	Erik Odmansson, Chairman of the Board	Karl Gustaf Ekfeldt, Director of Finance

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Prologica - Sistemas Informaticos S.A.	Rua Alexandre Herculano no 4	Linda-a-Velha	P-2795-010	Portugal	n/a	n/a	Eduardo Almeida Catroga, Chairman of the Board	Zelia Maria Guerreiro da Silva Godinho, Director of Finance
ADP Nederland B.V.	Postbus 2000	Capelle a d IJssel	NL-2900	Netherlands	n/a	n/a	n/a	G. Dutman, Director of Finance
Kampsax Holding A/S	PO Box 1143, Stamholmen 112	Hvidovre	DK-2650	Denmark	n/a	n/a	Michael J. Peytz, Chairman of the Board	n/a
Tax and Accounting Software Corp.	2488 E 81st St., Ste. 2000	Tulsa, Oklahoma	74137	United States	(918) 493-6500	(918)493-6189	Tim Kloehr, President	n/a
Flashline.com Inc.	1300 E 9th St., Ste. 1310	Cleveland, Ohio	44114	United States	(216) 861-4000	(216)861-1861	Charles Stack, Chief Executive Officer and President	David Inglis, Executive Vice President, Chief Financial Officer
Coconut Code Inc.	1430 S Federal Hwy.	Deerfield Beach, Florida	33441	United States	(954) 481-9331	USA(954)481-9360	Mark E. Wotell, President	Daniel W. Reese, Vice President, Chief Financial Officer
Aldata Solution Oyj	PL 266	Helsinki	FIN-00101	Finland	n/a	n/a	Pekka Lundmark, Chairman of the Board	Jari Sonninen, Director of Finance
SAP Svenska AB	Box 12297	Stockholm	S-102	Sweden	n/a	n/a	n/a	n/a
Team Ware Oy	Malminkatanonkuja 2	Helsinki	FIN-00381	Finland	n/a	n/a	n/a	n/a
Know It AB	PO Box 3383	Stockholm	S-103	Sweden	n/a	n/a	n/a	n/a
Inter-National Research Institute Inc.	12200 Sunrise Valley Dr., Ste. 3	Reston, Virginia	20191	United States	(703) 715-9605	n/a	Frank P. Engel, President	Richard Boak, Chief Financial Officer
Syntrex Technologies Inc.	2621 Van Buren Ave.	Norristown, Pennsylvania	19403	United States	(484) 919-1500	n/a	Vincent Tirendi, Chief Executive Officer, Chairman of the Board	n/a
Rainmaker Systems Inc.	1800 Green Hills Rd.	Scotts Valley, California	95066	United States	n/a	n/a	Michael Silton, Chief Executive Officer, Chairman of the Board	Frank Orasin, Vice President, Finance
FICS Group	Kleine Kloosterstraat 23	Sint Stevens Woluwe	B-1932	Belgium	n/a	n/a	Michel Akkermans, Chairman of the Board	n/a
Liraz Systems Ltd.	5 Hatzoref St.	Holon	58856	Israel	n/a	n/a	Arik Kilman, Chairman of the Board	Yossi Shemesh, Director of Finance
ISD Software und Systeme GmbH	Hauert 4	Dortmund	D-44227	Germany	n/a	n/a	Gunter Flassig, Chairman of the Board	n/a

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Intrinsic Corp.	33 Lyman St.	Westboro, Massachusetts	1581	United States	(508) 836-4100	USA(508)836-4222	James Gobes, Chief Executive Officer	Brian Meeks, Chief Financial Officer
Evolving Systems Inc.	9777 Mount Pyramid Ct.	Englewood, Colorado	80112-5903	United States	(303) 802-1000	USA(303)802-5800	George A. Hallenbeck, Chief Executive Officer, Chairman of the Board	Dave Johnson, Chief Financial Officer
SmartForce	Belfield Office Park, Clonskeagh	Dublin	n/a	Ireland	n/a	n/a	Greg Priest, Chief Executive Officer and President	n/a
Iconixx Corp.	5301 Hollister St., Ste. 400	Houston, Texas	77040	United States	(713) 934-0200	USA(713)934-7744	Matt Walker, Chief Executive Officer	Lance A. Hack, Chief Financial Officer
Cap Gemini Danmark A/S	Ogaardnegaardsvej 16	Gentofte	DK-2820	Denmark	n/a	n/a	n/a	n/a
Computer Sciences Corporation Solutions Norway AS	PO Box 7720	Bergen	N-5020	Norway	n/a	n/a	n/a	n/a
Singular SA	29 Alexandras Ave.	Athens	GR-114	Greece	n/a	n/a	K. Myrianthis, Chairman of the Board	G. Tsanaka, Director of Finance
Royal Blue Group PLC	Kings Court, Church St. E	Woking	GU21 1HA	United Kingdom	n/a	n/a	Colin M. Aimes, Chairman of the Board	John R. Hamer, Director of Finance
SAP Danmark A/S	Ringager 4B	Brøndby	DK-2605	Denmark	n/a	n/a	Dieter Matheis, Chairman of the Board	n/a
Samlink Oy	PL 140	Espoo	FIN-02631	Finland	n/a	n/a	Markku Ruutu, Chairman of the Board	n/a
WebSci Technologies	4214 Rte. 1 N	Monmouth Junction, New Jersey	08852-1905	United States	(732) 329-9000	USA(732)329-0066	George Chin, Director of Human Resources	n/a
HiQ International AB	Box 7419	Stockholm	S-103	Sweden	n/a	n/a	Hans Karlsson, Chairman of the Board	Anna Jennehov, Director of Finance
Nippon Computer Dynamics Co Ltd.	4-32-1 Nishi-Gotanda, Shinagawa-	Tokyo	141-0031	Japan	n/a	n/a	Setsuko Oguro, Chairman of the Board	n/a
ISE Invest AB	Box 1354	Solna	S-171	Sweden	n/a	n/a	n/a	n/a
Data Systems and Software Inc.	200 Rte. 17	Mahwah, New Jersey	07430-1296	United States	(201) 529-2026	USA(201)529-3163	George Morgenstern, Chief Executive Officer, President, Chairman of the Board	Yacov Kaufman, Vice President, Chief Financial Officer
LEC Landbrugets EDB-Center I/S	Bytoften	Risskov	DK-8240	Denmark	n/a	n/a	Jess Soderberg, Chairman of the Board	n/a

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SDRC Software und Service GmbH	Am Borsigturm 54	Berlin	D-13507	Germany	n/a	n/a	n/a	Gerd Christofzik, Director of Finance
Data General S.A.	Josefa Valcarcel 3 y 5	Madrid	E-28027	Spain	n/a	n/a	n/a	Maite Daneri, Director of Finance
Quality Systems Inc. (Tustin, California)	17822 E 17th St.	Tustin, California	92780	United States	(714) 731-7171	USA(714)731-9494	Louis E. Silverman, Chief Executive Officer and President	Paul Holt, Chief Financial Officer
ISI Infortext	1051 Perimeter Dr., Ste. 200	Schaumburg, Illinois	60173	United States	(847) 995-0002	USA(847)995-0003	Richard J. Wilkus, President	n/a
Retalix	Corex House, 10 Zarhin St.	Ra'anana	43000	Israel	n/a	n/a	Barry Shaked, Chairman of the Board	Danny Moshaioff, Director of Finance
Dansk Data Elektronik A/S	Herlev Hovedgade 199	Herlev	DK-2730	Denmark	n/a	n/a	Jorgen Worning, Chairman of the Board	John Hoffmann, Director of Finance
KSI International NV	Produktieweg 1, Postbus 105	IJsselstein	NL-3400	Netherlands	n/a	n/a	B. C. M. Douque, Chairman of the Board	n/a
Modul 1 Data AB	Dalvagen 8	Solna	S-169	Sweden	n/a	n/a	Anders Lonnqvist, Chairman of the Board	Monica Andersson, Director of Finance
F-Secure Corp.	Tammasaarenkatu 7	Helsinki	FIN-00180	Finland	n/a	n/a	Ari Hypponen, Chairman of the Board	Markku Pirskanen, Director of Finance
Visma A.S.A	Professor Koht's Vei 15	Lysaker	N-1366	Norway	n/a	n/a	Svein R. Goli, Chairman of the Board	Tore Bjerkan, Director of Finance
Cadcentre Group PLC	High Cross, Madingley Rd.	Cambridge	CB3 0HB	United Kingdom	n/a	n/a	Richard A. King, Chairman of the Board	John Dersley, Director of Finance
Innovative Solutions and Support Inc.	420 Lapp Rd.	Malvern, Pennsylvania	19355	United States	(610) 889-9898	USA(610)651-5506	Geoffrey S. M. Hedrick, Chief Executive Officer	James J. Reilly, Chief Financial Officer
SEB Enterprises Inc.	PO Box 382194	Duncanville, Texas	75138-2194	United States	(972) 296-8518	n/a	Stanley Bammel, President	n/a
Alma Technologies SA	C/Arturo Soria 69, Edificio Alma	Madrid	E-28027	Spain	n/a	n/a	n/a	n/a
TCSI Corporate	1080 Marina Village Pkwy.	Alameda, California	94501-1046	United States	(510) 749-8500	USA(510)749-8700	Yasushi Furukawa, Chief Executive Officer and President	Ellen Ahearn, Vice President, Finance and Administration
G.A. Sullivan Inc.	55 West Port Plz., Ste. 100	St. Louis, Missouri	63146-3131	United States	(314) 213-5600	USA(314)213-5700	Gregory A. Sullivan, Chief Executive Officer	Ken McKinney, Controller

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Rolfe and Nolan PLC	Lowndes House, 1-9 City Rd.	London	EC1Y 1AE	United Kingdom	n/a	n/a	T. M. Hearley, Chairman of the Board	James P. Benson, Director of Finance
Sybase GmbH	Prinzenallee 13	Dusseldorf	D-40549	Germany	n/a	n/a	n/a	n/a
Data General AG	Forrlibuckstrasse 178	Zurich	CH-8037	Switzerland	n/a	n/a	n/a	n/a
Topcall International AG	Talpagasse 1	Wien	A-1230	Austria	n/a	n/a	Gunter R. Koch, Chairman of the Board	Christoph Stockert, Director of Finance
Paramount Software Associations Inc.	PO Box 19096	Amarillo, Texas	79114-5400	United States	(806) 358-8928	USA(806)358-0113	John W. Stephens, President	Linda Evans, Office Manager, Finance
M. I. S. AG Inc.	150 JFK Pkwy.	Short Hills, New Jersey	7078	United States	(973) 379-1700	USA(973)379-1221	Anthony L. Politano, Chief Executive Officer	n/a
AIT Group PLC	The Malthouse, 45 New St.	Henley-on-Thames	RG9 2BP	United Kingdom	n/a	n/a	Richard Hicks, Chairman of the Board	Tom Crawford, Director of Finance
Oracle Danmark ApS	Lautrupbjerg 2-6	Ballerup	DK-2750	Denmark	n/a	n/a	n/a	n/a
Cube Technology	502 Earth City Expwy., Ste. 139	Earth City, Missouri	63045	United States	(314) 298-9100	USA(314)298-1729	Giorgio Cuttica, President	Shirley Hill, Chief Financial Officer
IEX Corp.	2425 N Central Expwy., Ste. 500	Richardson, Texas	75080	United States	(972) 301-1300	USA(972)301-1321	Gary Crockett, President	Jeff Kupp, Chief Financial Officer
Metters Industries Inc.	8200 Greensboro Dr., Ste. 500	McLean, Virginia	22102	United States	(703) 821-3300	USA(703)821-3996	Samuel Metters, Chief Executive Officer, President, Chairman of the Board	Francine Astorga, Vice President, Chief Financial Officer
Integrus (Billerica, Massachusetts)	300 Concord Rd.	Billerica, Massachusetts	1821	United States	n/a	USA(978)294-7901	Jonathan J. Burbank, President	n/a
Applied Resources Inc.	9801 Widmar Rd.	Lenexa, Kansas	66215	United States	(913) 492-8888	USA(913)492-0492	E. Brooks Lilly, President	C. Sue Martin, Controller
PRC Corp.	875 Asylum Ave.	Hartford, Connecticut	6105	United States	(860) 616-7721	USA(860)616-7810	Jeffrey Glazer, President	n/a
Softronic AB	Ringvagen 100	Stockholm	S-118	Sweden	n/a	n/a	Rolf Jinglov, Chairman of the Board	Claes Fagersten, Director of Finance
Graphisoft R and D Szamitastechnikai Fejlesztő Rt	Pf 660	Budapest	1399	Hungary	n/a	n/a	Laurence Orbach, Chairman of the Board	Sandor Bihari, Director of Finance

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Compagnie Generale de Bureautique Informatique	6/8 rue de General Camou	Paris	F-75007	France	n/a	n/a	Yves Dreyfus, Chairman of the Board	Jean Onimus, Director of Finance
OpenText Corp., Basis Div.	PO Box 8007	Dublin, Ohio	43016-2007	United States	(614) 761-8083	USA(614)761-7290	Tom Jenkins, Chief Executive Officer	Thomas Hearne, Chief Financial Officer
M2S AB	Linegatan 18	Stockholm	S-114	Sweden	n/a	n/a	Carl-Diedric Hamilton, Chairman of the Board	Pontus Barrne, Director of Finance
Netcomm Ltd.	25 Sirius Rd.	Lane Cove	NSW 2066	Australia	n/a	n/a	G. Maltby, Chairman of the Board	n/a
Nippon MIC Company Ltd.	545-9 Ohoka, Numazu City	Shizuoka	410-0022	Japan	n/a	n/a	Hideaki Yoshioka, Chairman of the Board	n/a
Intergraph Benelux B.V.	Postbus 333	Hoofddorp	NL-2130	Netherlands	n/a	n/a	n/a	n/a
E and Y Consulting N.V.-SA	Av Marcel Thiry 200	Bruxelles	B-1200	Belgium	n/a	n/a	n/a	Guy Henriet, Director of Finance
JYACC Inc.	116 John St., 20th Fl.	New York, New York	10038	United States	(212) 267-7722	n/a	Robert Ismach, President	Peter Stoll, Chief Financial Officer
General Data Company Inc.	PO Box 541165	Cincinnati, Ohio	45254	United States	(513) 752-7978	USA(513)752-6947	Peter Wenzel, President	Brian Ross, Chief Financial Officer
Syscom Inc. (Baltimore, Maryland)	400 E Pratt St.	Baltimore, Maryland	21202-3116	United States	(410) 539-3737	USA(410)837-9535	Thoedore F. Bayer, Chief Executive Officer, President, Chairman of the Board	E. Louise Wienecke, Chief Financial Officer
Software Innovation ASA	PO Box 191	Lysaker	N-1325	Norway	n/a	n/a	Tom Adolfsen, Chairman of the Board	n/a
Pri Automation (Canada), Inc.	Ste. 1200, 170 University Ave.	Toronto	M5H 3B3	Canada	n/a	n/a	n/a	n/a
Resco AB	Sankt Eriksgatan 60A	Stockholm	S-112	Sweden	n/a	n/a	n/a	n/a
Communications and Power Engineering Inc.	1040 Flynn Rd.	Camarillo, California	93012-8705	United States	(805) 389-7414	USA(805)389-7419	Borge Riis-Vestergaard, President	n/a
BFL Software Ltd.	45/3 Gopalakrishna Complex, Resi	Bangalore	560 025	India	n/a	n/a	Rahul Bhasin, Chairman of the Board	n/a
Mogul.com Group AB	Tullvaktsvagen 11	Stockholm	S-115	Sweden	n/a	n/a	Lars Save, Chairman of the Board	Bjorn Wallin, Director of Finance

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Graphic Products Inc. (Japan)	1-3 Nakase, Mihama-ku	Chiba	261-8501	Japan	n/a	n/a	Masakazu Tabata, Chairman of the Board	n/a
Oracle Portugal - Sistemas de Informacao Lda	Alameda Antonio Sergio 22-11	Alges	P-1495-132	Portugal	n/a	n/a	n/a	Sergio Pena Dias, Director of Finance
Provida A.S.A	Postboks 1174-Sentrum	Oslo	N-0107	Norway	n/a	n/a	n/a	n/a
Pragmatics Inc.	7926 Jones Branch Dr. Ste. 711	McLean, Virginia	22102-3603	United States	(703) 761-4033	USA(703)761-4089	Long Nguyen, President	Kimmy Duong, Chief Financial Officer
Silverline Technologies Inc.	Silverline Corporate Plaza, 53 K	Piscataway, New Jersey	8854	United States	(732) 457-0200	USA(732)457-0496	Ravi Subramanian, Chairman of the Board	Kumar Subramanian, Vice Chairman of the Board
HOPS International Inc.	15105 NW 77th Ave., Ste 4000	Miami Lakes, Florida	33014	United States	(305) 827-8600	USA(305)827-0999	Harvey Goodman, President	Evelyn Rodriguez, Controller
Myxa Corp.	450 Plymouth Rd.	Plymouth Meeting, Pennsylvania	19462	United States	(215) 947-9900	USA(215)938-0235	Timothy M. Brown, President	Mary Heist, Chief Financial Officer
CommerceQuest Inc.	2202 N Westshore Blvd.	Tampa, Florida	33607	United States	(813) 639-6300	USA(813)639-6900	Scott Blackburn, Chief Executive Officer and President	Kevin Hanks, Chief Financial Officer
Application Design Group Inc.	4227 Earth City Expy.	Earth City, Missouri	63045-1308	United States	(314) 298-1850	USA(314)298-1899	John Rowan, President	n/a
Cap Gemini Oy	Niittymaentie 9	Espoo	FIN-02200	Finland	n/a	n/a	n/a	n/a
Aisan Technology Company Ltd.	3-7-14 Nishiki, Naka-ku	Nagoya	460-0003	Japan	n/a	n/a	Hideo Shinpo, Chairman of the Board	n/a
Computer Associates Sweden AB	Box 540	Danderyd	S-182	Sweden	n/a	n/a	n/a	n/a
TJ Group Oyj (Helsinki, Finland)	Itamerenkatu 5	Helsinki	FIN-00180	Finland	n/a	n/a	Tuomo Tilman, Chairman of the Board	Anneli Saarikoski, Director of Finance
Symitar Systems Inc.	404 Camino del Rio S Ste 200	San Diego, California	92108	United States	(619) 542-6700	USA(619)542-6701	Manny Prupes, President	n/a
EPI Communications Inc.	6116 Executive Blvd., Ste. 210	Rockville, Maryland	20852	United States	(301) 230-2023	USA(301)468-2060	Ethan Assal, Chief Executive Officer and President	Jeff Ecker, Vice President, Chief Financial Officer
Datacom Sciences Inc.	1806 N Shartel	Oklahoma City, Oklahoma	73103	United States	(405) 528-1116	USA(405)528-1188	Gregg Wadley, President	Jim Pitman, Controller

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Crystal Systems Solutions Ltd.	8 Maskit St.	Herzliya	46733	Israel	n/a	n/a	Gad Goldstein, Chairman of the Board	Iris Yahal, Director of Finance
Tietosavo Oyj	PL 1582	Kuopio	FIN-70461	Finland	n/a	n/a	Tapio Lehtisalo, Chairman of the Board	Mervi Taira, Director of Finance
Esker S.A.	10 rue des Emeraudes	Lyon	F-69006	France	n/a	n/a	Jean-Michel Berard, Chairman of the Board	Emmanuel Olivier, Director of Finance
Silverline Industries Ltd.	1405/6 Maker Chambers V 14th Flo	Mumbai	400 021	India	n/a	n/a	R. Subramanian, Chairman of the Board	n/a
Sunquest Corp.	101 E Park Blvd., 12th Fl.	Plano, Texas	75074	United States	(972) 422-1022	USA(972)516-3460	Tim Rich, President	David Moore, Chief Financial Officer
Doctor Design Inc.	10505 Sorrento Valley Rd., 1	San Diego, California	92121-1608	United States	(858) 824-3100	USA(858)824-3198	Martin Caniff, President	n/a
Allianse ASA	Postboks 369	Stavanger	N-4002	Norway	n/a	n/a	Folke Hermansen, Chairman of the Board	n/a
Tekla Corp.	Koronak 1	Espoo	FIN-02210	Finland	n/a	n/a	Heikki Marttinen, Chairman of the Board	Timo Tauren, Director of Finance
OM Technology Securities Systems	7 Hanover Sq., 8th Fl.	New York, New York	10004	United States	(212) 269-0200	USA(212)344-0079	William Payne, President	Kevin Moriarty, Chief Financial Officer
Marketing Profiles Inc.	315 E Robinson St., Ste. 400	Orlando, Florida	32801-1912	United States	(407) 245-7600	n/a	Timothy C. Tuft, Chief Executive Officer, President, Chairman of the Board	Charles B. Carden, Chief Financial Officer
Frustum Group Inc.	525 N Broadway	White Plains, New York	10603	United States	(914) 428-7200	USA(914)428-0795	Michael Stadther, Chief Executive Officer and President	n/a
Digital System Resources	12450 Fair Lakes Cir., Ste. 500	Fairfax, Virginia	22033	United States	(703) 263-2800	(703)263-2802	n/a	n/a
FAST Multimedia AG	Rudesheimer Strasse 11-13	Munchen	D-80686	Germany	n/a	n/a	n/a	Reiner Bielmeier, Director of Finance
Prevas AB	Arstaangsvagen 21C	Stockholm	S-117	Sweden	n/a	n/a	n/a	Ulf Ottosson, Director of Finance
Wachusett Programming	9 Oakcrest Rd.	Holden, Massachusetts	1520	United States	(508) 829-2005	USA(508)829-7363	William F. Banks III, President	n/a
Norman ASA	Postboks 43	Lysaker	N-1324	Norway	n/a	n/a	Svein Ramsay Goli, Chairman of the Board	Amar Dash, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Ceon Corp.	720 Bay Rd., Ste. 110	Redwood City, California	94063	United States	(650) 817-6300	USA(650)817-6311	John W. Methven, Chief Executive Officer and President	Douglas M. Schrier, Chief Financial Officer
Aware Inc.	40 Middlesex Tpke.	Bedford, Massachusetts	1730	United States	(781) 276-4000	USA(781)276-4001	Michael A. Tzannes, Chief Executive Officer and President	Richard P. Moberg, Chief Financial Officer
Scandinavia Online AB	Box 1388	Stockholm	S-111	Sweden	n/a	n/a	Sverre Munck, Chairman of the Board	Thomas Ranje, Director of Finance
Customax ASA	Gjerdrumsvei 21	Oslo	N-0881	Norway	n/a	n/a	Stein H. Annexstad, Chairman of the Board	n/a
Insurance Automation Systems Inc.	3737 Park East Dr., #202	Beachwood, Ohio	44122-4347	United States	(216) 464-2180	USA(216)464-2439	Bill Woahn, President	Joe Dedek, Chief Financial Officer
Cadshare Resources Inc.	9105 Monroe Rd.	Charlotte, North Carolina	28270-0243	United States	(704) 845-2845	USA(704)845-2659	Paul Pazzaglini, President	n/a
ITCN Inc.	8571 Grander Creek Dr.	Miamisburg, Ohio	45342	United States	(937) 439-9223	n/a	Roy B. Penwell, Chief Executive Officer and President	Thomas E. Kilian, Vice President, Treasurer
Computer Training Institute - A Div. of Kingsway Systems Ltd.	PO Box 5879	Rivonia	2128	South Africa	n/a	n/a	Mzolisi Diliza, Chairman of the Board	Stewart Barker, Director of Finance
Volt Delta Resources Inc.	1221 6th Ave., 47th Fl.	New York, New York	10020-1001	United States	(212) 827-2603	(212)944-1639	Joseph DiAngelo, President	Andy Marquiss, Controller
SunGard Trust Systems Inc.	PO Box 240882	Charlotte, North Carolina	28224-0882	United States	(704) 527-6300	USA(704)527-9741	Philip L. Dowd, Chief Executive Officer	n/a
Genomic Solutions Inc.	4355 Varsity Dr.	Ann Arbor, Michigan	48108	United States	(734) 975-4800	USA(734)975-4808	Jeffrey S. Williams, Chief Executive Officer and President	Steven J. Richvalsky, Executive Vice President, Chief Financial Officer
EpriseCorp.	200 Crossing Blvd.	Framingham, Massachusetts	1701	United States	(508) 661-5200	USA(508)661-5400	Joseph A. Forgione, President and Chief Operating Officer	Milton A. Alpern, Chief Financial Officer
NCE Computer Group	1973 Friendship Dr., Ste. B	El Cajon, California	92020-1130	United States	(619) 212-3000	USA(619)212-3039	George T. Wedrick, Chief Executive Officer and President	n/a
RKS AB	PO Box 23046	Stockholm	S-104	Sweden	n/a	n/a	Kare Gilstring, Chairman of the Board	n/a
Computer Associates S.A.U.	Carabela La Nina 12	Barcelona	E-08017	Spain	n/a	n/a	n/a	Carlos Maduro, Director of Finance
Applied Information Sciences Inc.	7501 Greenway Center Dr., 6th Fl	Greenbelt, Maryland	20770	United States	(301) 489-1000	USA(301)489-1020	n/a	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Wilco Systems Inc.	17 State St., 8th Fl.	New York, New York	10004-1501	United States	(212) 589-2000	USA(212)589-2001	Roy Staines, President	Wendy Smullen, Controller
Baymont Technologies Inc.	14100 58th St. N	Clearwater, Florida	33760	United States	(727) 539-1661	USA(727)539-1749	Robert W. Brown, President	Michael Quackenbush, Director of Finance
HighJump Software Inc.	6455 City West Pkwy.	Eden Prairie, Minnesota	55344-3246	United States	(952) 947-4088	USA(952)947-0440	Christopher D. Heim, Chief Executive Officer and President	Gregory A. Twedt, Chief Financial Officer
KRA Corp.	1010 Wayne Ave.	Silver Spring, Maryland	20910	United States	(301) 562-2300	USA(301)495-2919	Knowlton R. Atterbeary, President	n/a
Homestead Technologies Inc.	3475 Edison Way	Menlo Park, California	94025-1873	United States	(650) 306-0671	USA(650)364-7329	Justin Kitch, Chief Executive Officer	Mark Garrett, Senior Vice President, Chief Financial Officer
Cyber Com Consulting Group Scandinavia AB	Birger Jarlsgatan 13	Stockholm	S-111	Sweden	n/a	n/a	Peter Tomquist, Chairman of the Board	Mats Alders, Director of Finance
Data Systems Analysts Inc.	4300 Haddonfield Rd., Ste. 200	Pennsauken, New Jersey	8109	United States	(856) 665-6800	USA(856)665-6672	Frances R. Pierce, Chief Executive Officer, President, Chairman of the Board	Mike McCool, Treasurer
Nocom AB	Axel Johanssons gate 4	Uppsala	S-754	Sweden	n/a	n/a	Tomas Matsson, Chairman of the Board	Stefan Strom, Director of Finance
SPI Technologies Inc.	SPI Building-Pascor Drive, Sto N	Paranaque	1700	Philippines	n/a	n/a	Alfredo I. Ayala, Chairman of the Board	Francis P. Hernando, Director of Finance
Bluebird Systems Inc.	5900 La Place Ct.	Carlsbad, California	92008-8857	United States	(760) 438-2220	USA(760)438-4560	Hal Tilbury, Chief Executive Officer and President	Alfred F. Riedler, Chief Financial Officer
Cimlinc Inc.	One Pierce Place, Ste. 1550W	Itasca, Illinois	60143-1247	United States	(630) 250-0090	USA(630)250-8514	John H. West, Chief Executive Officer and President	John Parsons, Chief Financial Officer
Fiserv Life Insurance Solutions	2110 Wiley Blvd. SW	Cedar Rapids, Iowa	52404	United States	(319) 398-1800	USA(319)398-1872	Anthony T. Perdichezzi, Chief Executive Officer and President	Ed Arkema, Chief Financial Officer
SalesPage Technologies Inc.	227 North Rose St.	Kalamazoo, Michigan	49007	United States	(616) 567-7400	USA(616)567-7427	Gregory U. Ozuzu, Chief Executive Officer	Trish Sanchez, Controller
Systems Implementation Inc.	350 Jordan Rd., Ste. 1	Troy, New York	12180-7607	United States	(518) 283-3290	USA(518)283-3294	Nancy R. Vogelsang, President	Katherine Reynolds, Vice President
Image Processing Systems Inc.	, 221 Whitehall Dr.	Markham	L3R 9T1	Canada	n/a	n/a	Ken Wawrew, Chief Executive Officer and President	George Tepelenas, Chief Financial Officer
Sectra AB	Teknikringen 2	Linkoping	S-583	Sweden	n/a	n/a	Thomas Ericson, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Dan Net A/S	Blokken 9	Birkerød	DK-3460	Denmark	n/a	n/a	n/a	n/a
Itera ASA	PO Box 180, Kjelsas	Oslo	N-0411	Norway	n/a	n/a	Finn Haadem, Chairman of the Board	n/a
Digineer Inc.	6847 Cintas Blvd.	Mason, Ohio	45040	United States	(513) 573-7100	USA(513)573-7110	Robert Beech, Chief Executive Officer, Chairman of the Board	David Bronson, Vice President, Chief Financial Officer
CheckFree Investment Services Inc.	10 Exchange Pl. 23rd. Fl.	Jersey City, New Jersey	7302	United States	(201) 332-2020	USA(201)332-8133	Frank Polashock, President	n/a
Intercept	1500 Resource Dr.	Birmingham, Alabama	35242-2952	United States	(205) 408-4600	USA(205)408-4606	David Brasfield, President	Craig Brady, Chief Financial Officer
Garden. com Inc.	3301 Steck Ave.	Austin, Texas	78757	United States	(512) 532-4000	USA(512)532-4100	Clifford A. Sharples, Chief Executive Officer and President	Jana D. Wilson, Chief Financial Officer
ReadSoft AB	Garnisonsg 25A	Helsingborg	S-254	Sweden	n/a	n/a	Goran Kroon, Chairman of the Board	Jan Bertilsson, Director of Finance
SPCS-Gruppen ASA	PO Box 774-Sentrum	Oslo	N-0106	Norway	n/a	n/a	Christian H. Thommessen, Chairman of the Board	n/a
Ifusion Ltd.	PO Box 4255	Rivonia	2128	South Africa	n/a	n/a	Stewart Ramsey, Chairman of the Board	Stanley Schmulian, Director of Finance
EADS Matra Datavision Inc.	One Tech Dr.	Andover, Massachusetts	1810	United States	(978) 685-5511	USA(978)685-7100	Denis Senpere, General Manager	n/a
Visual Numerics Inc.	2500 Wilcrest Dr., Ste. 200	Houston, Texas	77042	United States	(713) 784-3131	USA(713)781-9260	Richard Couch, Chief Executive Officer and President	Byron E. Fetters, Chief Financial Officer
InfoTech Inc.	5700 S.W. 34th St.	Gainesville, Florida	32608	United States	(352) 375-7624	USA(352)381-4944	Jim McClave, President	n/a
Wheatley Group Ltd.	333 Ludlow St.	Stamford, Connecticut	6902	United States	(203) 978-2500	USA(203)977-2561	Daniel J. Dolcetti, President	n/a
Larimore Associates Inc.	PO Box 8	Chesterfield, Missouri	63006	United States	(636) 537-3112	USA(636)537-2577	Joseph Larimore, Owner	n/a
C4I Systems Development and Acquisitions Div.	175 Middlesex Tpk.	Bedford, Massachusetts	1730	United States	(781) 275-1920	n/a	Dave Felsburg, Director	n/a
Mountain Network Systems Inc.	PO Box 135	Milam, Texas	75959	United States	(409) 625-0239	n/a	Daniel Jones, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
InterPro Expense	7901 Stoneridge Dr., Ste 200	Pleasanton, California	94588	United States	(925) 467-4700	USA(925)467-4800	Tim Morris, President	n/a
CareerBuilder Inc.	10790 Parkridge Blvd., Ste. 200	Reston, Virginia	20191	United States	(703) 259-5500	USA(703)709-1004	Robert McGovern, Chief Executive Officer and President	James Tholen, Senior Vice President, Chief Financial Officer
Intec Web and Genome Informatics Corp.	1-3-3 Shinsuna, Koto-ku	Tokyo	136-0075	Japan	n/a	n/a	Munehiro Sueoka, Chairman of the Board	n/a
Jacada Ltd.	PO Box 12175	Herzliyya	46722	Israel	n/a	n/a	Gideon Hollander, Chief Executive Officer	Ran Oz, Chief Financial Officer
Leading Edge Systems Ltd.	27 SDF 1 SEEPZ, Andheri E	Mumbai	400 096	India	n/a	n/a	S. Y. Rege, Chairman of the Board	n/a
SurfControl Plc	Riverside, Mountbatten Way	Congleton	CW12 1DY	United Kingdom	n/a	n/a	Robert Barrow, Chairman of the Board	Shelagh M. Rogan, Director of Finance
Solteq Oyj	Etelapuisto 2C	Tampere	FIN-33200	Finland	n/a	n/a	Seppo Aalto, Chairman of the Board	n/a
Vital Records Inc.	PO Box 688	Flagtown, New Jersey	8821	United States	(908) 369-6900	USA(908)369-7319	Ronald Riemann, Chief Executive Officer	Andrew Rocco, Chief Financial Officer
ICOM Informatics	11824 Jollyville Rd., Ste. 500	Austin, Texas	78759	United States	(512) 335-8200	USA(512)335-9110	Dan Price, General Manager	n/a
Virtualogic Inc.	6707 Democracy Blvd.	Bethesda, Maryland	20817	United States	(301) 571-5100	USA(301)571-8530	Peter C. Johnson, President	Robert K. Miller, Chief Financial Officer
Reciprocal Inc.	620 Main St.	Buffalo, New York	14202	United States	(716) 845-7800	USA(716)845-7900	Paul Bandrowski, Chief Executive Officer and President	Amy Clifton, Senior Vice President, Chief Financial Officer
Think Tools AG	Muhlebachstrasse 162, Postfach 1	Zurich	CH-8034	Switzerland	n/a	n/a	Jakob Schmuckli, Chairman of the Board	Patrick Watkins, Director of Finance
International Systems Engineering	PO Box 54002	Riyadh	11514	Saudi Arabia	n/a	n/a	Abdulaziz Jazzar, Chairman of the Board	Zaid Al Khathlan, Director of Finance
Protect Data AB	Box 5376	Stockholm	S-102	Sweden	n/a	n/a	Martin Bjaringer, Chairman of the Board	Ulla Ek, Director of Finance
Webcenter Unique ASA	Strandveien 37	Lysaker	N-1327	Norway	n/a	n/a	Arne Dalslaaen, Chairman of the Board	Elling Woien, Director of Finance
Innovation Group plc	Yarmouth House-1300 Parkway, Sol	Whiteley	PO15 7AE	United Kingdom	n/a	n/a	Robert Terry, Chairman of the Board	n/a

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Pronyx AB	Box 1034	Nykoping	S-611	Sweden	n/a	n/a	Per Lambert, Chairman of the Board	Simo Pykalisto, Director of Finance
Bond International Software PLC	Courtlands-Parklands Avenue, Gor	Worthing	BN12 4NQ	United Kingdom	n/a	n/a	J. Martin Baldwin, Chairman of the Board	Martin Clements, Director of Finance
Sysdeco Group A.S.A	Postboks 6614 Rodelokka	Oslo	N-0502	Norway	n/a	n/a	Knut O Holli, Chairman of the Board	n/a
Management Share NV	Hullenbergweg 371	Amsterdam ZO	NL-1101	Netherlands	n/a	n/a	Drs A. P. Bakker, Chairman of the Board	n/a
ATLIS Systems Inc.	8728 Colesville Rd.	Silver Spring, Maryland	20910	United States	(301) 578-4200	(301)755-0334	Keith Cunningham Sr., Chief Executive Officer and President	Robert Milburn, Controller
SofTechnics Inc.	310 E Interstate Hwy. 30, Ste. M	Garland, Texas	75043	United States	(972) 203-8300	USA(972)203-2221	Bob Bevan, President	Bob Gross, Chief Financial Officer
DB Basics Inc.	3304 Glen Royal Rd.	Raleigh, North Carolina	27612-7406	United States	(919) 787-3085	USA(919)788-0321	n/a	n/a
Magnet Interactive L.L.C.	3255 Grace St. NW	Washington, DC	20007	United States	(202) 625-1111	USA(202)625-1353	Basel Dalloul, Chief Executive Officer, Chairman of the Board	Deann Shaffer, Controller
Elbit Vision Systems Ltd.	PO Box 140	Yokneam	20692	Israel	n/a	n/a	Josef Ran, Chairman of the Board	n/a
Eloquent Inc.	2000 Alameda de las Pulgas, Ste.	San Mateo, California	94403	United States	(650) 294-6500	USA(650)294-6400	Cliff Reid, Chief Executive Officer and President	John Curson, Chief Financial Officer
LICENERGY A/S	Bregnerodvej 94	Birkerod	DK-3460	Denmark	n/a	n/a	Gregers Larnas, Chairman of the Board	Dennis Willer, Director of Finance
Mascon Global Ltd.	16/2 WEA Sewak Bhawan, Karol Bag	New Delhi	110 005	India	n/a	n/a	n/a	n/a
INDUSA Technical Corp.	1751 S Naperville Rd.	Wheaton, Illinois	60187-8146	United States	(630) 871-7600	USA(630)871-7680	Kamlesh Shah, President	n/a
Recognition Systems Group plc	Three Priestley Wharf, Holt Stre	Birmingham	B7 4BN	United Kingdom	n/a	n/a	Richard Livesey-Haworth, Chairman of the Board	Martin Andrews, Director of Finance
Orc Software AB	Kungsgatan 33	Stockholm	S-103	Sweden	n/a	n/a	Magnus Karlsson Bocker, Chairman of the Board	Lars Johansson, Director of Finance
Covia Technologies Inc.	465 National Ave.	Mountain View, California	94043	United States	(650) 428-1800	USA(650)428-1826	Willa Seldon, Chief Executive Officer and President	Marian Rouse, Chief Financial Officer

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Trandes Corp.	4601 Presidents Dr.	Lanham, Maryland	20706	United States	(301) 459-0200	USA(301)459-1069	James A. Brusse, President	n/a
Cambridge Research Associates Inc.	1430 Spring Hill Rd., Ste. 200	McLean, Virginia	22102	United States	(703) 790-0505	USA(703)790-0370	Andrew L. Carrington, Chief Executive Officer and President	Donald Yount, Chief Financial Officer
Compunnel Software Group Inc.	894 Green St.	Iselin, New Jersey	8830	United States	(732) 636-1999	USA(732)636-1747	Andy Gauer, President	Nick Bhatia, Chief Financial Officer
Info Group Inc.	46 Pk. St.	Framingham, Massachusetts	1702	United States	(508) 628-4500	USA(508)628-4566	Roger Challen, Chief Executive Officer	n/a
Stromberg L.L.C.	525 Technology Park, Ste. 165	Lake Mary, Florida	32746	United States	(407) 333-3282	USA(407)333-4333	Ted Dinkel, Chief Executive Officer and President	Keith Bann, Chief Financial Officer
Anacon Inc.	10321 E Grand River Ave., Ste. 5	Brighton, Michigan	48116	United States	(810) 220-3722	USA(810)220-1339	Stacy Shrader, President	n/a
Frango AB	Gota Ark 111	Stockholm	S-118	Sweden	n/a	n/a	Roland Nilsson, Chairman of the Board	Karl Ove Gronqvist, Director of Finance
Electronic Data Processing PLC	Beauchief Hall, Beauchief	Sheffield	S8 7BA	United Kingdom	n/a	n/a	M. A. Heller, Chairman of the Board	J. H. Wassell, Director of Finance
Castek Software Factory Inc.	, 221 Front St. E	Toronto	M5A 1E8	Canada	n/a	n/a	Yung Wu, Chief Executive Officer	Fay Wu, Executive Vice President, Chief Financial Officer
GDI Infotech Inc.	3775 Varsity Dr.	Ann Arbor, Michigan	48108	United States	(734) 477-6900	USA(734)477-7100	Bhushan Kulkarni, Chief Executive Officer and President	n/a
Touchstone Group Plc	5/6 Beauchamp Court, Victors Way	High Barnet	EN5 5TZ	United Kingdom	n/a	n/a	Philip Birch, Chairman of the Board	Christian Butler, Director of Finance
Teknowledge Corp.	1810 Embarcadero Rd.	Palo Alto, California	94303	United States	(650) 424-0500	USA(650)493-2645	Neil A. Jacobstein, Chief Executive Officer, President, Chairman of the Board	Dennis A. Bugbee, Chief Financial Officer
Camp Systems International L.L.C.	999 Marconi Ave.	Ronkonkoma, New York	11779-7299	United States	(631) 588-3200	USA(631)588-3294	Wayne G. Hoppner, President	Todd M. Hamilton, Chief Operating Officer
Rothe Development Inc.	4614 Sinclair Rd.	San Antonio, Texas	78222	United States	(210) 648-3131	USA(210)648-7980	Suzanne Paternaude, President	Colleen Koenig, Chief Financial Officer
Horizon Data Corp.	1950 Roland Clarke Pl., Ste. 250	Reston, Virginia	20191	United States	(703) 758-0531	USA(703)758-9713	Jose Rivera, Chief Executive Officer and President	Charlie Hayward, Chief Financial Officer
Chesapeake Online	1268 Rte. 3	Crofton, Maryland	21114	United States	(410) 721-0588	n/a	Joyce Brown, Chief Executive Officer and President	Buddy Shea, Chief Financial Officer

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Catapult Systems Corp.	3001 Bee Caves Rd., Ste. 220	Austin, Texas	78746-5590	United States	(512) 328-8181	USA(512)328-0584	Sam T. Goodner, Chairman of the Board	Gary Melara, Chief Executive Officer
Amarex Technology Inc.	909 3rd Ave.	New York, New York	10022	United States	(212) 652-6600	USA(212)888-2386	n/a	n/a
Sikaman Gold Resources Ltd.	Ste. 104 175 N St., P.O. Box 869	Port Perry	L9L 1A7	Canada	n/a	n/a	Paul Romanchuk, Chief Executive Officer, President, Chairman of the Board	Art Belluomini, Chief Financial Officer
Empresarios Agrupados AIE	C/Magallanes 3	Madrid	E-28015	Spain	n/a	n/a	n/a	n/a
Fujitsu Systems Business Bhd	Fujitsu Plaza, 1A Jalan Tandang	Petaling Jaya	46050	Malaysia	n/a	n/a	Tan Hock San, Chairman of the Board	n/a
DMATEK Ltd.	2 Habarzel St.	Tel-Aviv	61132	Israel	n/a	n/a	Gad Yaacobi, Chairman of the Board	Asher Zysman, Director of Finance
Top Info Technology Holdings Ltd.	PO Box 35490	Menlopark	102	South Africa	n/a	n/a	J. Adriaanse, Chairman of the Board	Mia van Zyl, Director of Finance
VenturCom Inc.	5 Cambridge Ctr.	Cambridge, Massachusetts	02142-1407	United States	(617) 661-1230	USA(617)577-1607	Michael Dexter-Smith, Chief Executive Officer and President	Anne Huemme, Vice President, Finance
Simpact Inc.	9210 Sky Park Ct.	San Diego, California	92123	United States	(858) 565-1865	USA(858)560-2836	Franz Birkner, President	n/a
Diversified International Sciences Corp.	9901-R Business Pkwy.	Lanham, Maryland	20706	United States	(301) 731-9070	USA(301)731-9074	George W. Hill, Chief Executive Officer	G. Walter Hill, Finance Manager
Brodart Co. Automation Div.	PO Box 3488	Williamsport, Pennsylvania	17701	United States	(570) 326-2461	USA(570)327-9237	George Coe, Vice President	Peter Lupacchino, Controller
GX Technology Corp.	5847 San Felipe St., Ste. 3500	Houston, Texas	77057-3010	United States	(713) 789-7250	USA(713)789-7201	Michael K. Lambert, President and Chief Operating Officer	Randy G. Finch, Vice President, Chief Financial Officer
Kenan Technologies Div.	1 Main St., 9th Fl.	Cambridge, Massachusetts	02142-1517	United States	(617) 225-2200	USA(617)225-2220	Kenan Sahin, Chief Executive Officer and President	Joseph Lanni, Controller
FlashPoint Development	PO Box 270492	Houston, Texas	77277	United States	(713) 660-7240	n/a	Richard S. Patterson, Chief Executive Officer	n/a
VIP Limited Inc.	11344 Colma Rd., Ste. 760	Gold River, California	95670	United States	(916) 638-7577	USA(916)638-2962	Michael Cozakas, President	Roberta McAllister, Chief Financial Officer
Danet Inc.	6200 Brooktree Rd., Ste.200	Wexford, Pennsylvania	15090	United States	(724) 933-3000	USA(724)933-3040	Richard L. Tifone, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Pennant International Group Plc	Pennant Court, Staverton Technol	Cheltenham	GL51 6TL	United Kingdom	n/a	n/a	Christopher C. Powell, Chairman of the Board	John M. Waller, Director of Finance
Energy Solutions International A/S	Bregnerodvej	Birkerod	DK-3460	Denmark	n/a	n/a	Gregers Larnas, Chairman of the Board	n/a
IGE+XAO	25-27 blvd Victor Hugo, Immeuble	Colomiers Cedex	F-31773	France	n/a	n/a	Alain Di Crescenzo, Chairman of the Board	n/a
O A Group Inc.	, 4907 99 St.	Edmonton	T6E 4Y1	Canada	n/a	n/a	Alex Woo, Chief Executive Officer, President, Chairman of the Board	n/a
MSC Konsult AB	Svardvagen 11	Danderyd	S-182	Sweden	n/a	n/a	Gert Schyborger, Chairman of the Board	Bo Svedberg, Director of Finance
Arete AB	Box 22564	Stockholm	S-104	Sweden	n/a	n/a	Leif Nobel, Chairman of the Board	Kent Pettersson, Director of Finance
CodeSoft International Inc.	8725 Dunwoody Pl., Ste. 8	Atlanta, Georgia	30350	United States	(770) 913-0101	USA(770)913-0611	n/a	n/a
Arel Communications and Software Ltd.	3 Hayarden St.	Yavne	70600	Israel	n/a	n/a	Izhak Gross, Chairman of the Board	n/a
Orient Information Technology Ltd.	3A Udyog Nagar 2nd Floor, S V Ro	Mumbai	400 062	India	n/a	n/a	n/a	n/a
Liinos Abp Oy	PO Box 24	Jyvaskala	FIN-40101	Finland	n/a	n/a	Juha Nikkanen, Chairman of the Board	Jimmo Maikola, Director of Finance
MYTA	11400 Rockville Pike, Suite 210	Rockville, Maryland	20852	United States	(301) 770-6982	(301)770-6731	Mark D. Rothman, Chief Executive Officer and President	n/a
SysOpen Oy	Pasilankatu 4B	Helsinki	FIN-00240	Finland	n/a	n/a	Matti Savolainen, Chairman of the Board	Kaisu Kylatie, Director of Finance
System Automation Corp.	8555 16th St.	Silver Spring, Maryland	20910	United States	(301) 565-9400	(301)565-0678	Alfred Rubin, Chief Executive Officer	n/a
Tidal Software Inc.	2581 Leghorn St.	Mountain View, California	94043	United States	(650) 475-4600	USA(650)475-4700	Thomas Charlton, Chief Executive Officer and President	Charlie Luke Velasquez, Vice President, Finance
Wellsorce Inc.	PO Box 569	Clackamas, Oregon	97015	United States	(503) 656-7446	USA(503)650-0880	Don Hall, President	Phyllis Hall, Chief Financial Officer
Dynamic Resources Inc.	3790 Data Dr.	Norcross, Georgia	30092	United States	(770) 447-3398	USA(770)447-3422	Peter T. Dameris, Chief Executive Officer and President	Edward L. Pierce, Executive Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
CAS Computer Anwendungs- und Systemberatung GmbH	Lemberger Strasse 14	Pirmasens	D-66955	Germany	n/a	n/a	n/a	Thomas Basler, Director of Finance
Telesafe AS	Solbraveien 11	Asker	N-1383	Norway	n/a	n/a	Svein R. Goli, Chairman of the Board	n/a
Profdoc Group A.S.A	PO Box 440	Kongsberg	N-3600	Norway	n/a	n/a	Birger Nilsen, Chairman of the Board	n/a
Mind AB	Karlbergsvagen 77-81, Box 6666	Stockholm	S-113	Sweden	n/a	n/a	Stefan Wigren, Chairman of the Board	Mats Bjorkman, Director of Finance
Access Systems L.L.C.	4350 Glendale-Milford Rd., Ste.	Cincinnati, Ohio	45242	United States	(513) 786-8464	USA(513)205-4768	Scott D. Watkins, Chief Executive Officer and President	Newton D. Baker IV, Executive Vice President, Treasurer
Computer Modelling Group Ltd.	, Ste. 200, 3512 - 33 St. NW.	Calgary	T2L 2A6	Canada	n/a	n/a	Frank Meyer, Chief Executive Officer, President, Chairman of the Board	n/a
Accelerated Technology Inc.	720 Oak Circle Dr., Ste. E	Mobile, Alabama	36609	United States	(334) 661-5770	USA(334)661-5788	Neil Henderson, President	Hank Andray, Chief Executive Officer
Cappit A.S.A	Postboks 604 Skoyen	Oslo	N-0214	Norway	n/a	n/a	Ivar Formo, Chairman of the Board	n/a
Metra Corp. (San Jose, California)	4655 Old Ironsides Dr., Ste. 170	San Jose, California	95054-1853	United States	(408) 844-9691	n/a	Jay Chang, President	n/a
SunGard BSR Inc.	1000 Winter St., Ste. 1200	Waltham, Massachusetts	02451-1437	United States	(781) 890-2105	USA(781)890-4099	Michael Westerkamp, President	Paul Tucceri, Controller
Arts and Letters Corp.	2201 Midway Rd.	Carrollton, Texas	75006	United States	(972) 661-8960	(972)661-5429	Frederick D. Schoeller, President	Kristin Schoeller, Chief Financial Officer
Deneba Systems Inc.	1150 NW 72nd Ave. Ste. 180	Miami, Florida	33126-1936	United States	(305) 596-5644	USA(305)273-9069	Manuel E. Menendez, President	Jorge Miranda, Chief Financial Officer
Trawick and Associates	6900 Wisconsin Ave., Ste. 400	Bethesda, Maryland	20815	United States	(301) 654-6088	USA(301)656-2251	Carol A. Trawick, Chief Executive Officer	James R. Trawick, President and Chief Financial Officer
Videotex Systems Inc.	10255 Miller Rd.	Dallas, Texas	75238-1224	United States	(972) 231-9200	USA(972)231-2420	Robert H. Gillman, President	Larry Tupper, Controller
Net Centives Inc.	475 Brannan St.	San Francisco, California	94107	United States	(415) 538-1888	USA(415)538-1889	West Shell III, Chief Executive Officer, Chairman of the Board	John F. Longinotti, Chief Operating Officer and Chief Financial Officer
Haestad Methods Inc.	37 Brookside Rd.	Waterbury, Connecticut	6708	United States	(203) 755-1666	USA(203)597-1488	John Haestad, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Sigmattech Inc.	689 Discovery Dr.	Huntsville, Alabama	35806	United States	(256) 382-1188	USA(256)830-1394	Gurmej S. Sandhu, President	n/a
Jadtec Computer Group	1520 W. Yale Ave.	Orange, California	92867	United States	(714) 637-2900	USA(714)637-2510	John A. Dieball, Chief Executive Officer, Chairman of the Board	n/a
NDG Phoenix Inc.	115 Hillwood Ave., Ste. 201	Falls Church, Virginia	22046	United States	(703) 533-5024	USA(703)533-5038703	Paul Parvensky, Chief Executive Officer and President	n/a
DataViews Corp.	1 Columbia Cirlet	Albany, New York	12203	United States	(518) 464-4500	USA(413)586-3805	Andrew Copeland, President	n/a
ORCA Technologies Inc.	8600 Jameel, #100	Houston, Texas	77040	United States	(713) 462-0364	n/a	Charles H Lee, Chief Executive Officer	n/a
OnlineFocus Inc.	10051 Pasadena Ave.,	Cupertino, California	95014	United States	(408) 725-7300	USA(408)725-7310	Daniel J. Mertens, Chief Executive Officer and President	Joe Pittfield, Human Resources and Controller
HearMe	685 Clyde Ave.	Mountain View, California	94043	United States	(650) 429-3900	USA(650)429-3911	Rob Csongor, Chief Executive Officer	Linda Palmor, Chief Financial Officer
International Software Solutions Inc.	1035 Sterling Rd Ste 102	Herndon, Virginia	20170	United States	(703) 709-1247	USA(703)709-8235	Hari N. Chembukave, President	n/a
E2 Corp.	14 Huckins Rd.	Madbury, New Hampshire	3820	United States	(603) 750-0268	(603)750-0303	John Parsons, Chief Executive Officer, President, Chairman of the Board	n/a
Tech Hackers Inc.	5 Hanover Sq., Ste. 2	New York, New York	10004-2614	United States	(212) 344-9500	USA(212)344-9519	Atul Jain, Chief Executive Officer	Maurizio Mondello, Chief Financial Officer
Rene Perez and Associates Inc.	115 Ponce de Leon Blvd.	Miami, Florida	33135	United States	(305) 444-8229	USA(305)447-1668	Rene Perez, President	n/a
Technology Nexus AB	Box 857	Uppsala	S-751	Sweden	n/a	n/a	Peter Tomquist, Chairman of the Board	n/a
Melstar Information Technology Ltd.	Melstar House, G-4 MIDC Cross Ro	Mumbai	400 093	India	n/a	n/a	n/a	n/a
InfoStream ASA	Marcus Thranesgt 6	Oslo	N-0473	Norway	n/a	n/a	Harald Dahl, Chairman of the Board	Carsten Stryhn, Director of Finance
UniPress Software Inc.	2025 Lincoln Hwy.	Edison, New Jersey	8817	United States	(732) 287-2100	USA(732)287-4929	Mark Krieger, President	Diane Lior, Accounting Manager
Software Architects Inc.	19102 N Creek Pkwy., Ste. 101	Bothell, Washington	98011-8005	United States	(425) 487-0122	USA(425)487-0467	Robert Zollo, Chief Executive Officer and President	Robert Meyer, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Data Access Corp.	14000 SW 119th Ave.	Miami, Florida	33186-9962	United States	(305) 238-0012	USA(305)238-0017	Charles L. Casanave III, President	n/a
Gemma International Inc.	1415 W 22nd St., Ste. 620	Oak Brook, Illinois	60523	United States	(630) 575-4100	USA(630)575-4130	Charles E. Barrett, President	Karen Barrett, Treasurer
Inspiration Software Inc.	7412 SW Beaverton Hillsdale Hwy.	Portland, Oregon	97225-2167	United States	(503) 297-3004	USA(503)297-4676	Donald Helfgott, Chief Executive Officer	n/a
Telelogic S.A.	BP 1310, 150 rue Nicolas-Vauquel	Toulouse Cedex	F-31106	France	n/a	n/a	Benoit Luquet, Chairman of the Board	Didier Schwall, Director of Finance
Pure Technologies Ltd.	, Ste. 1050, 340 12th Ave. SW.	Calgary	T2R 1L5	Canada	n/a	n/a	Peter Paulson, Chief Executive Officer and President	n/a
Riversoft Plc	The Software Factory, 211 Lower	Richmond-upon-Thames	TW9 4LN	United Kingdom	n/a	n/a	P. Tee, Chairman of the Board	M. Harris, Director of Finance
InfoNow Corp.	1875 Lawrence St., 11th Fl.	Denver, Colorado	80202	United States	(303) 293-0212	USA(303)293-0213	Michael W. Johnson, Chief Executive Officer, Chairman of the Board	Harold R. Herbst, Executive Vice President, Chief Financial Officer
Prophecy International Holdings Ltd.	Level 1 Prophecy House, 41 Deque	Kent Town	SA 5067	Australia	n/a	n/a	n/a	n/a
Alto Consulting and Training	7210 Metro Blvd.	Edina, Minnesota	55439-2119	United States	(952) 831-6604	USA(952)893-8080	Brian Allar, President	Craig Yellick, Vice President
Optionomics Corp.	174 N Alta St.	Salt Lake City, Utah	84103-4413	United States	(801) 466-2111	USA(801)466-7320	Scott D. Gordon, President	Trevor D. Suelzle, Treasurer and Secretary
Information Concepts Inc. (Washington, District of Columbia)	1413 K St. NW 2nd Fl.	Washington, DC	20005	United States	(202) 682-0330	n/a	Cary Toor, Principal	n/a
TradeWave Corp.	1095 E 2100 S, Ste. 201	Salt Lake City, Utah	84106	United States	(801) 246-4380	USA(801)246-4361	Scott Lowry, Chief Executive Officer and President	n/a
InterTech Information Management	1140 Hammond Drive, Ste. F6200	Atlanta, Georgia	30328	United States	(770) 804-8080	USA(770)804-0083	Steve Hindman, President and Chief Operating Officer	Kevin Bennett, Vice President, Finance
NeoNet AB	Kungsgatan 33, Box 7545	Stockholm	S-103	Sweden	n/a	n/a	Staffan Persson, Chairman of the Board	Per Lindberg, Director of Finance
ElektroMar a.s.	Varenska 51	Ostrava	702 00	Czech Republic	n/a	n/a	Jurgen Schmidt, Chairman of the Board	Libor Zatl, Director of Finance
Geometric Software Solutions Co Ltd.	Plant 14, Pirojshanagar, Vikhrol	Mumbai	400 079	India	n/a	n/a	J. N. Godrej, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Monalisa Infotech Ltd.	1506 Maker V, Nariman Point	Mumbai	400 021	India	n/a	n/a	n/a	n/a
Formscan PLC	Apex House, West End	Frome	BA11 3AS	United Kingdom	n/a	n/a	Allan M. Harle, Chairman of the Board	Joanne DiGiacomo, Director of Finance
Crosswalk.com Inc.	4100 LaFayette Center Dr., Ste.	Chantilly, Virginia	20151-1200	United States	(703) 968-4809	USA(703)968-4818	Scott Fehrenbacher, Chief Executive Officer and President	Gary A. Struzik, Chief Financial Officer
BasWare Corp.	Jaakonkatu 2	Vantaa	FIN-01620	Finland	n/a	n/a	Ilkka Sihvo, Chairman of the Board	Asko Partti, Director of Finance
Bowne Management Systems Inc.	PO Box 109	Mineola, New York	11501	United States	(516) 746-2350	USA(516)747-1396	George L. Fagan, President	Zabdiel A. Blackman, Treasurer and Secretary
Trellis Automation	2619 Product Dr.	Rochester Hills, Michigan	48309	United States	(248) 853-0700	USA(248)853-0707	Dave Heikkinen, President	Mitchel R. Ward, Vice President, Treasurer
Data Sciences Inc. (Silver Spring, Maryland)	14900 Sweitzer Ln., Ste. 200	Laurel, Maryland	20707-2915	United States	(301) 957-0100	(301)957-0111	Mark Ganslaw, President	n/a
Super Solutions Corp.	10100 Viking Dr.	Eden Prairie, Minnesota	55344	United States	(612) 942-6297	(612)942-6451	Darshan Karki, Owner	Nancy Post, Controller
Prescient Systems Inc.	1247 Ward Ave., Ste. 200	West Chester, Pennsylvania	19380-4259	United States	(610) 719-1600	(610)719-8575	Jane F. Hoffer, Chief Executive Officer and President	Don Joseph, Chief Financial Officer
Orion Group Software Engineers Inc.	5770 Nimtz Pkwy.	South Bend, Indiana	46628-4367	United States	(219) 233-3401	USA(219)239-3348	Matt Street, President	Douglas B. Wileman, Chief Financial Officer
TriMin Systems Inc.	3030 Centre Pointe Dr., Ste. 100	St. Paul, Minnesota	55113-1122	United States	(651) 636-7667	USA(651)636-9932	Bill Metzger, President	n/a
Datahouse Inc.	1585 Kapiolani Blvd., Ste. 1800	Honolulu, Hawaii	96814-4500	United States	(808) 942-8108	USA(808)949-0483	Daniel K. Arita, President	Neal Ishida, Director of Finance
Autologue Computer Systems Inc.	8452 Commonwealth Ave.	Buena Park, California	90621	United States	(714) 522-3551	USA(714)522-3565	James Franco, Chief Executive Officer and President	n/a
FGM Inc.	45245 Business Ct., Ste. 400	Dulles, Virginia	20166	United States	(703) 478-9881	USA(703)478-9883	Scott Gessay, Chief Executive Officer and President	n/a
IntelliNet Technologies Inc.	1990 W New Haven Ave., Ste. 312	Melbourne, Florida	32904	United States	(321) 726-0686	USA(321)726-0683	Anjan K. Ghosal, Chief Executive Officer and President	Melynne Chiariello, Director of Finance
Interlink Technologies	1611 N IH 35 E, Ste. 310	Carrollton, Texas	75006	United States	(972) 488-9131	USA(972)488-4233	Eldon J. Edgin, Chief Executive Officer and President	Gary Paulson, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Kirkey and Associates Inc.	1920 Boothe Cir., Ste. 200	Longwood, Florida	32750	United States	(407) 331-5151	USA(407)331-5158	Pat Kirkey, President	Stan Ruggiero, Executive Vice President
Virage Inc.	177 Bovet Rd., Ste. 520	San Mateo, California	94402-3116	United States	(650) 573-3210	USA(650)573-3211	Paul G. Lego, Chief Executive Officer, President, Chairman of the Board	Alfred J. Castino, Chief Financial Officer
MEGASIS - Sociedade de Servicos e Engenharia Informatica SA	Rotunda Nuno Rodrigues dos Santo	Lisboa	P-2685-223	Portugal	n/a	n/a	Jose Ernesto da Costa Queiroz, Chairman of the Board	n/a
On Track Innovations Ltd.	ZHR Industrial Zone	Rosh Pina	12000	Israel	n/a	n/a	Oded Bashan, Chairman of the Board	Guy Shafran, Director of Finance
Advanced Health Technologies	401 Commerce Dr., Ste. 175	Fort Washington, Pennsylvania	19034-2720	United States	(215) 619-7680	USA(215)591-2701	Jonathon T. Edelson, Chief Executive Officer, President, Chairman of the Board	Jeffrey M. Sauerhoff, Chief Financial Officer
GenSource Corp.	25572 Avenue Stanford	Valencia, California	91355-1102	United States	(661) 294-1300	USA(661)294-1310	Eric Hoffberg, Chief Executive Officer and President	n/a
Condor Corp.	PO Box 189	Pelham, Alabama	35124-0189	United States	(205) 664-0454	USA(205)664-5972	Jimmie J. Barnes, President	Pritam Advani, Chief Financial Officer
Passport Designs Inc.	1151 Triton Dr.	Foster City, California	94404	United States	(415) 726-0280	USA(415)726-2254	David Kusek, President	n/a
V-Systems Inc.	25371 Commercentre Dr., Ste. 100	Lake Forest, California	92630	United States	(949) 462-2200	USA(949)462-3300	Mitchell Baxter, President	Rose Vu, Controller
Computer Enterprises Inc.	PO Box 8	Port Jefferson, New York	11777-0008	United States	(631) 473-7500	n/a	Paul Siegel, President	n/a
Concurrent Controls Inc.	9409 Lurline Ave.	Chatsworth, California	91311	United States	(650) 873-6240	USA(650)873-6091	Dawn DeBruyn, Chief Executive Officer and President	Nick Scharf, Chief Financial Officer
Microport Inc.	108 Whispering Pine Dr.	Scotts Valley, California	95066	United States	(831) 438-8649	USA(831)438-7560	Mike Grinder, President	n/a
Solution Plus Inc.	3595 Grandview Parkway Ste 250	Birmingham, Alabama	35243	United States	(205) 941-1796	USA(205)439-5769	Pat Lee, President	n/a
United Systems and Software Inc.	PO Box 958444	Lake Mary, Florida	32795-8444	United States	(407) 875-2120	USA(407)875-9600	Kenneth M. Fisher, Chief Executive Officer and President	E. Glenn Johnson, Chief Financial Officer
Interface and Control Systems Inc.	1938 S Dairy Rd.	Melbourne, Florida	32904	United States	(321) 723-0399	USA(321)722-9052	Patrice Cappelaere, President	Brian Buckley, Vice President
Horizon Healthcare Technologies	2029 Woodland Pkwy.	St. Louis, Missouri	63146	United States	(314) 569-5995	USA(314)569-9975	Hollie Smith, Chief Executive Officer	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Westbrook Technologies Inc.	22 Summit Pl.	Branford, Connecticut	6405	United States	(203) 483-6666	USA(203)483-3350	Sean Donegan, Chief Executive Officer and President	n/a
Software Research Northwest Inc.	17710 100th Ave. SW	Vashon Island, Washington	98070	United States	(206) 463-3030	USA(206)463-9393	Wayne E. Holt, President	John C. Moore, Vice President
Earth Resource Mapping	87 Colin St., Level 2	West Perth	6005	Australia	n/a	n/a	Stuart W. Nixon, Chief Executive Officer and President	n/a
Seabreeze Engineering Associates Inc.	852 Saxon Blvd., Ste. 29-204	Orange City, Florida	32763	United States	(407) 321-2096	USA(407)321-2059	Sherrill Brutsche, President	n/a
Amalgamated Software of North America Inc.	14855 Blanco Rd., Ste. 300	San Antonio, Texas	78216-7730	United States	(210) 408-0212	USA(210)408-0211	Ann Ferguson, President	n/a
BOS National Inc.	2607 Walnut Hill Ln.	Dallas, Texas	75229	United States	(214) 956-7722	n/a	Ed Hayden, President	n/a
Abdex Inc.	760 Brunswick Ave.	Gardiner, Maine	4345	United States	(207) 582-7600	n/a	Richard Abdoo, President	Lorna Fredd, General Manager, Finance
ELF Technologies Inc.	1180 NW Maple St., Ste. 100	Issaquah, Washington	98027	United States	(425) 369-5200	USA(425)391-1774	Don Murray, Chief Executive Officer and President	Jon Stafford, Vice President, Chief Financial Officer
Synthesys Technologies Inc.	4030 West Braker Ln., Ste. 400	Austin, Texas	78759	United States	(512) 637-3400	USA(512)637-3401	Michael Fleischhauer, Chief Executive Officer and President	n/a
Path Tech Software Solutions, a Strategic Technologies Co.	6601 Southpoint Dr. North , Ste.	Jacksonville, Florida	32216	United States	(904) 296-1685	USA(904)296-2092	Cheryle Touchton, Chief Executive Officer and President	Dori Wolf, Controller
Datalight Inc.	21520 SE 30th Dr.	Bothell, Washington	98201	United States	(425) 951-8086	USA(425)951-8094	Roy L. Sherrill, Chief Executive Officer and President	n/a
Orlando Technology Inc.	60 Second St., Bldg. 5	Shalimar, Florida	32579	United States	(904) 651-5097	USA(904)651-4781	Daniel A. Matuska, President	n/a
Rochester Software Associates Inc.	69 Cascade Dr.	Rochester, New York	14614	United States	(716) 262-2690	USA(716)262-4808	Robert Baden, President	n/a
KSM Associates Inc.	411 S State St.	New Town, Pennsylvania	18940	United States	(215) 860-1200	USA(215)860-2822	Jason Kim, Chief Executive Officer	Louis Desiderio, Chief Financial Officer
Atlas Development Corp.	6351 Owensmouth Ave., Ste. 101	Woodland Hills, California	91367-2230	United States	(818) 340-7080	USA(818)340-7079	Robert Atlas, President	n/a
IONA Technologies	200 West St., 4th Fl.	Waltham, Massachusetts	2451	United States	(781) 902-8000	USA(781)902-8001	Barry S. Morris, Chief Executive Officer	Daniel Demmer, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Intellinet ASA	Sondre Kullerod 6	Sandefjord	N-3241	Norway	n/a	n/a	Roy E. Pedersen, Chairman of the Board	Jon Gottfredsen, Director of Finance
Interactive Telesis Inc.	12636 High Bluff Dr., 2nd Fl.	San Diego, California	92130	United States	(858) 523-4001	USA(858)523-4001	Andrew Schachter, Chief Executive Officer and President	William R. Adams, Chief Financial Officer
ONE Inc. (Boston)	29 Crafts St.	Newton, Massachusetts	2458	United States	(617) 964-0700	USA(617)964-6540	Steven Smith, President	Jerry O' Keefe, Chief Financial Officer
Adam Comsof Ltd.	23 Narayan Building, Lakhamsi N	Mumbai	400 014	India	n/a	n/a	Rajkumar Basantani, Chairman of the Board	n/a
PSI Software Inc.	7326 Remcon Cir.	El Paso, Texas	79912	United States	(915) 584-4100	USA(915)587-0148	Kevin Marshall, President	n/a
Statpro Group plc	The White House, 57-63 Church Ro	London	SW19 5DQ	United Kingdom	n/a	n/a	C. R. Bacon, Chairman of the Board	n/a
Executive Business Services Inc.	5473 Kearny Villa Rd., Ste. 210	San Diego, California	92123-1160	United States	(858) 279-6005	USA(858)279-6183	Joseph E. Shurance, Chief Executive Officer and President	n/a
Proha Oyj	Mapallontie 1A	Espoo	FIN-02210	Finland	n/a	n/a	Olof Odman, Chairman of the Board	n/a
Proginet Corp.	200 Garden City Plz.	Garden City, New York	11530	United States	(516) 248-2000	USA(516)248-3360	Kevin M. Kelly, Chief Executive Officer and President	Debra A. DiMaria, Chief Accounting Officer
Sant Corp.	4950 Franklin Ave.	Cincinnati, Ohio	45212-2010	United States	(513) 631-1155	USA(513)396-5182	Thomas Sant, Chief Executive Officer and President	Jo Sneed, Accountant
Computer Advances Group A.S.A	Postboks 2113 Hana	Sandnes	N-4394	Norway	n/a	n/a	Clement Endresen, Chairman of the Board	Jon Arne Farstad, Director of Finance
ERP.com Holdings Ltd.	PO Box 2880	Rivonia	2128	South Africa	n/a	n/a	Peter Forsyth, Chairman of the Board	n/a
Kelar Corp.	PO Box 4278	Jackson Hole, Wyoming	83001	United States	(307) 733-3458	USA(307)734-0248	Kambiz Taleghani, President	Quint Koth, Chief Financial Officer
Zortec International Inc.	124 12TH AVE S	Nashville, Tennessee	37203	United States	(615) 361-7000	USA(615)361-3800	Jim H. Williams, Chief Executive Officer and President	Kathy Henderson, Controller
Metrolight Studios Inc.	5724 W 3rd St., Ste. 400	Los Angeles, California	90036-3084	United States	(323) 932-0400	USA(323)932-8440	James W. Kristoff, Chief Executive Officer and President	n/a
FAAC Inc.	1229 Oak Valley Dr.	Ann Arbor, Michigan	48108	United States	(734) 761-5836	(734)761-5368	Al Jordan, President	Tim Carr, Vice President, Finance and Administration

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
SAP Campbell Software Inc.	303 E Wacker Dr., Ste. 310	Chicago, Illinois	60601	United States	(312) 279-2500	USA(312)279-2505	Michael Campbell, Chief Executive Officer	n/a
Konetix Inc.	5660 Airport Blvd., Ste. 103	Boulder, Colorado	80301-2340	United States	(303) 444-8771	USA(303)442-6286	Lester Karplus, President	n/a
Retail Technologies Corp.	1395 S Marietta Pkwy., Bldg 100	Marietta, Georgia	30060	United States	(770) 425-0401	USA(770)594-4091	Bruce Hicks, President	n/a
DOBBS, RAM and Co.	615 Peachtree St.,	Atlanta, Georgia	30308	United States	(404) 897-1033	USA(404)874-5015	Ronald B. McCrae, Chief Executive Officer and President	Duchess McCrae, Chief Financial Officer
David R. Bornemann Associates Inc.	8133 Leesburg Pike	Vienna, Virginia	22182	United States	(703) 821-6848	USA(703)821-3523	David R. Bornemann, President	Carmody G. Bornemann, Treasurer
Cothem Computer Systems Inc.	3760 I-55 N, 2nd Fl.	Jackson, Mississippi	39211-6323	United States	(601) 969-1155	USA(601)969-1184	Allen Cothorn, President and Finance Officer	n/a
Datanational Corp.	36520 Grand River Ave.	Farmington Hills, Michigan	48335	United States	(248) 426-0200	USA(248)426-0707	Paul Greenstone, Chief Executive Officer, Chairman of the Board	Lori Banks, Director of Finance
MindVision Software Inc.	5901 N 58th St.	Lincoln, Nebraska	68507-3249	United States	(402) 323-6600	USA(402)323-6611	Steve Kiene, President	n/a
Data Select Systems Inc.	2829 Townsgate Rd.,	Westlake Village, California	91361	United States	(805) 446-2090	USA(805)446-2089	Philip Freeman, President	V. Ann Freeman, Executive Vice President, Finance
CALI Inc.	1675 N. Freedom Blvd., Ste. 2A	Provo, Utah	84604	United States	(801) 374-3424	USA(801)364-3495	Tim Otto, President	Kimber Jensen, Chief Operating Officer
Virtual Class Inc.	5210 Lewis Rd., Ste. 3	Agoura, California	91301	United States	(818) 991-9111	USA(818)991-9102	Ronnie Amrany, President	Limi Bukstan, Controller
Travelogix Inc.	10370 Richmond Ave., Ste. 750	Houston, Texas	77042	United States	(713) 266-0100	USA(713)266-3660	Bob Forsyth, Chief Executive Officer and President	Keith Jezek, Chief Financial Officer
Compusearch Software Systems Inc.	22685 Holiday Park Dr.	Dulles, Virginia	20166	United States	(703) 481-3699	USA(703)481-3442	Henry Frain, President	John Benda, Chief Financial Officer
Equifax E-Banking Solutions	100 W Main St., Ste. 120	Hahira, Georgia	31632	United States	(407) 429-4445	USA(407)429-4452	David Peterson, President	n/a
DataCal Enterprises LLC	531 E Elliot Rd., Ste. 145	Chandler, Arizona	85225-1152	United States	(480) 813-3100	USA(480)545-8090	E. James Lunt, Chief Executive Officer	Mike Carroll, Controller
Automation Software Inc.	200 French Town Rd.	North Kingstown, Rhode Island	2852	United States	(401) 886-2929	n/a	Brun Edwards, President	Thomas P. Kuneman, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Alliance Systems and Programming Inc.	1755 Larkin Williams Rd.	St. Louis, Missouri	63026	United States	(636) 349-4434	USA(636)349-5351	Robert Howard, President	n/a
Business Technology Group Inc.	14044 W Petronella Dr., Ste. 2	Libertyville, Illinois	60048	United States	(847) 367-1310	USA(847)367-1349	Rick Duris, President	Diane Kelly, Chief Financial Officer
Neuristics Corp.	200 International Cir., Ste. 400	Hunt Valley, Maryland	21030	United States	(410) 329-9000	USA(410)329-9001	Michael Cooper, Chief Executive Officer	Anne Shiflett, Director of Finance
Micro Vane Inc.	5708 Venture Ct.	Kalamazoo, Michigan	49009	United States	(616) 353-0909	USA(616)329-1312	Bradley H. Fonger, President	n/a
Rescot Systems Group Inc.	1 Neshaminy Interplex	Trevose, Pennsylvania	19053-6931	United States	(215) 638-8000	USA(215)638-8780	Glen Lloyd, President	Jerry Borvin, Chief Financial Officer
Olympus Group Inc.	2800 Eisenhower Ave., Fl. 1	Alexandria, Virginia	22314	United States	(703) 317-2800	USA(703)317-2806	Julie Holdren, Chief Executive Officer and President	n/a
Webb Interactive Services Inc.	1899 Wynkoop St., Ste. 600	Denver, Colorado	80202	United States	(303) 296-9200	USA(303)295-3584	Perry Evans, Chief Executive Officer and President	William Cullen, Vice President, Chief Financial Officer
IQ Xpert Inc.	5500 Interstate N Pkwy., Ste. 50	Atlanta, Georgia	30328	United States	(770) 240-2304	USA(770)953-1574	Mark Simmons, President	n/a
Eye Street Software	9841 Broken Land Pky., Ste. 214	Columbia, Maryland	21046	United States	(410) 309-9550	n/a	David Atherton, President	n/a
Software House Enterprise Solutions	2 Riverview Dr.	Somerset, New Jersey	08873-1150	United States	(732) 469-8181	USA(732)469-0697	William A. French, President	Lawrence R. Prager, Vice President
EasySoft Inc.	475 Watchung Ave.	Watchung, New Jersey	7060	United States	(212) 924-5600	n/a	David Larkin, Chief Executive Officer	Pat Kerrigan, President
Group West Systems Ltd.	, Ste. 200, 6400 Roberts St.	Burnaby	V5G 4C9	Canada	n/a	n/a	William Marie, Chief Executive Officer and President	Steve Pettigrew, Chief Financial Officer
James River Technical Inc.	4439 Cox Rd.	Glen Allen, Virginia	23060-3326	United States	(804) 935-0150	USA(804)935-0165	Leo Iantosca, Chief Executive Officer and President	Greg Wharton, Director of Finance
Cybertech Systems and Software Ltd.	313 Midas Sahar Plz.	Mumbai	400 059	India	n/a	n/a	V. Prasad Rao, Chairman of the Board	n/a
QPR Software Oyj	Somaasten Rantatie 27A	Helsinki	FIN-00500	Finland	n/a	n/a	Jouko Pelkonen, Chairman of the Board	n/a
Norton-Lambert Corp.	PO Box 4085	Santa Barbara, California	93140	United States	(805) 964-6767	USA(805)683-5679	Bob Lambert, Chief Executive Officer and President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Computer Science Innovations Inc.	1235 Evans Rd.	Melbourne, Florida	32904-2314	United States	(321) 676-2923	USA(321)676-2355	George H. Milligan, Chief Executive Officer and President	Suzanne Cavadeas Kuracz, Vice President, Finance
Interfacing Technologies Corp.	3333 Graham Blvd., Ste. 101	Montreal	H3R 1K1	Canada	n/a	n/a	Meir Levi, Chief Executive Officer and President	Clara Rudnitsky, Chief Financial Officer
Trade Arbed Deutschland GmbH	Postfach 10 36 32	Koln	D-50476	Germany	n/a	n/a	n/a	Bernhard Obernhoffner, Director of Finance
Villiers Group PLC	4th Fl. Saville House, 2 Lindsey	London	EC1A 9RD	United Kingdom	n/a	n/a	Samuel A. Wauchope, Chairman of the Board	A. Mehta, Director of Finance
Ring!Rosa Products NV	Burgemeester Stramanweg 108D	Amsterdam ZO	NL-1101	Netherlands	n/a	n/a	Roel Pieper, Chairman of the Board	n/a
Prism Resources Inc.	, Ste. 5, 1035 Richards St.	Vancouver	V6B 3E4	Canada	n/a	n/a	Earl Dodson, President	Robert Lemmon, Treasurer
Ars Nova Software	PO Box 637	Kirkland, Washington	98083	United States	(425) 889-0927	USA(425)889-8699	Jeff Evans, President	Patricia Evans, Chief Financial Officer
CEO Software Inc.	2231 Indian Ruins Rd.	Tucson, Arizona	85715-5330	United States	(520) 296-7577	USA(520)296-8103	Rick McGee, President	Richard L. Sainz, Chief Financial Officer
Systems/Software Engineering	940 W Valley Rd., Ste. 1603	Wayne, Pennsylvania	19087	United States	(610) 341-9017	USA(610)964-9072	Peter Wilson, Managing Partner	Frank V. DiBella, General Manager, Finance
Midcontinent Business Systems Inc.	7900 Xerxes Ave. S, Ste. 1100	Minneapolis, Minnesota	55431-1168	United States	(952) 844-2626	USA(952)844-2660	David Fetters, President	n/a
Forecross Corp.	90 New Montgomery St.	San Francisco, California	94105	United States	(415) 543-1515	USA(415)543-6701	Kim O. Jones, Chief Executive Officer and President	Bernadette C. Castello, Vice President, Finance
Mydocuments.com Inc.	1461 Lakeland Ave., Ste. 19	Bohemia, New York	11716	United States	(631) 567-9409	USA(631)567-9608	Ronald G. Corriveau, Chief Executive Officer	Raymond G. Blade, Vice President, Finance
TeleComputing ASA	Nesoyveien 4	Billingstad	N-1377	Norway	n/a	n/a	Michael S. Mathews, Chairman of the Board	n/a
Leafin Financial Services Ltd.	2nd Floor Kothari Mansion, 83 Mi	Mumbai	400 001	India	n/a	n/a	D. A. Puri, Chairman of the Board	n/a
NextVenue Inc.	100 William St., 8th Fl.	New York, New York	10038	United States	(212) 507-9100	USA(212)909-2901	J. Markham Green, Chairman of the Board	Nicholas Balletta, Chief Executive Officer and President
Infrastructures for Information Inc.	116 Spadina Ave, Fifth Fl.	Toronto	M5V 2K6	Canada	n/a	n/a	Rick Makos, Chief Executive Officer and President	Douglas McIntyre, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Shared Data Systems Inc.	PO Box 7787	Charlotte, North Carolina	28241-7787	United States	(704) 588-2233	USA(704)588-7154	Bob M. Poole, President	Terry Fischer, Director of Finance
Alligator Technologies Inc.	2900 Bristol St., Ste. E-101	Costa Mesa, California	92626-7906	United States	(714) 850-9984	USA(714)850-9987	Robert Galter, Chief Executive Officer and President	n/a
Pine Bush Technologies Inc.	2 Pine West Plz.	Albany, New York	12205	United States	(518) 452-0927	USA(518)452-0956	Richard Fairbank, Chief Executive Officer	n/a
Computers and Telecoms Systems Ltd.	PO Box 2569	Dar es Salaam	n/a	Tanzania	n/a	n/a	n/a	Milan Ramaiya, Director of Finance
Clinical Computing PLC	4 The Thameside Centre, Kew Brid	Brentford	TW8 0HF	United Kingdom	n/a	n/a	Michael Gordon, Chairman of the Board	P. Smart, Director of Finance
Smacsoft Group Ltd.	Private Bag X26	Sunninghill	2157	South Africa	n/a	n/a	n/a	Gavin Wood, Director of Finance
Regional Economic Models Inc.	306 Lincoln Ave.	Amherst, Massachusetts	1002	United States	(413) 549-1169	USA(413)549-1038	George I. Treyz, President	M. Sidney Treyz, Treasurer
Natural Intelligence Inc.	725 Concord Ave.	Cambridge, Massachusetts	02138-1052	United States	(617) 876-4876	n/a	Joshua Wachs, Chief Executive Officer and President	n/a
Unisoft Corp.	10 Rollins Rd., Ste. 118	Millbrae, California	94030-3128	United States	(650) 259-1290	USA(650)259-1299	Andrew Twigger, Chief Executive Officer	John Tostevin, Chief Financial Officer
Echo Solutions Inc.	1025 E. 690 S.	Orem, Utah	84097-6683	United States	(801) 226-7800	USA(801)224-4454	David Sorensen, President	Bonnie Sorensen, Vice President, Finance
Sims Lab Inc.	14440 Cherry Ln. Ct.	Laurel, Maryland	20707	United States	(301) 725-2500	(301)725-7196	Ken Lynch, President	Mark Lynch, Chief Financial Officer
Island Graphics Corp.	80 E Sir Francis Drake Blvd., St	Larkspur, California	94939	United States	(415) 491-1000	n/a	Dan Remer, President	Paul Wensley, Vice President, Finance
Aftec Inc.	200 Central Ave.	Mountainside, New Jersey	7092	United States	(908) 789-3222	(908)789-8955	John P. Foss, President	Anna Edson, Chief Financial Officer
MarkeTech Systems Inc.	131 Wind Chime Ct.	Raleigh, North Carolina	27615	United States	(919) 676-1350	USA(919)676-1552	Terry Meyer, President	n/a
Alternatives Group Inc.	4004 Beltline Rd., No. 210	Dallas, Texas	75244-2328	United States	(972) 788-9393	USA(972)788-1928	n/a	Michele Benum Sparks, Chief Executive Officer and Chief Financial Officer
Knowledge Technologies International Inc. (Lexington, MA)	10 Maguire Rd., Ste. 232	Lexington, Massachusetts	2421	United States	(781) 274-0300	(781)274-7700	Garreth Evans, Chief Executive Officer	Peter Jackson, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Commercial Timesharing Inc.	2650 S Arlington Rd.	Akron, Ohio	44319-2010	United States	(330) 644-3059	USA(330)644-8110	Ron Symens, President	Curtis R. Lamb, Chief Financial Officer
Rockhopper Systems Inc.	5745 Essen Ln., #210	Baton Rouge, Louisiana	70810	United States	(225) 761-0088	USA(225)767-3445	Claude Bethea, President	n/a
SNMP Research International Inc.	3001 Kimberlin Heights Rd.	Knoxville, Tennessee	37920-9716	United States	(865) 579-3311	USA(865)579-6565	Mary Case, President	Mary Gibson, Finance Manager
NSD Inc.	1400 Fashion Island Blvd., Ste.	San Mateo, California	94404	United States	(415) 573-5923	USA(415)573-6691	Jeffrey T. Seely, Chief Executive Officer and President	Dan Greenshields, Chief Financial Officer
Optimus Corp. (Fort Collins, Colorado)	155 E Boardwalk Dr.	Fort Collins, Colorado	80525	United States	(970) 226-3466	USA(970)226-3464	David Mansen, President and Chief Operating Officer	n/a
Progressive Data Solutions Inc.	1300 N. Semoran Blvd., #200	Orlando, Florida	32807	United States	(407) 382-5920	USA(407)382-5925	Thomas Bittenbender, President	Ken Young, Controller
Sun Country Software Inc.	7102 Ilfield Rd. SW	Albuquerque, New Mexico	87105-7046	United States	(505) 873-2220	USA(505)877-4443	Nancy Bolinger, President	n/a
Sealund and Associates Corp.	3001 Executive Dr., Ste. 200	Clearwater, Florida	33760	United States	(813) 572-1800	USA(813)572-9993	Barbara Sealund, President	Philip T. Sealund, Chief Financial Officer
Unicorn Systems Co.	1645 Santa Rosa Ave.	Glendale, California	91208	United States	(818) 549-1999	USA(818)246-5627	Paulette Waggoner, President	Brad Prophet, Controller
Cyberscience Corp.	10065 E. Harvard Ave., Ste. 800	Denver, Colorado	80231	United States	(303) 745-3900	USA(303)745-3938	Steve Roy, President	n/a
Network Cybernetics Corp.	5353 Alpha Rd., Ste. 205	Dallas, Texas	75240	United States	(972) 404-0248	USA(972)404-0269	Steve Rainwater, President	n/a
Merry Mechanization Inc.	333A S Indiana Ave.	Englewood, Florida	34223	United States	(941) 475-1788	USA(941)475-4827	Ted Merry, Chief Executive Officer	Valerie Merry, Controller
R.B. Zack and Associates Inc.	29000 S. Western Ave., Ste. 401	Rancho Palos Verdes, California	90275	United States	(310) 833-0211	USA(310)514-8733	Ralph B Zack, President	Keri Church, Controller
Tamalpais Technologies	99 Marinero Cir., Ste. 200	Tiburon, California	94920	United States	(415) 927-0333	USA(415)927-4619	Mike Meinberg, Managing Partner	Todd Shopp, Managing Partner, Finance
Community Network Systems Inc.	151 W. 25th St.	New York, New York	10001	United States	(212) 727-8577	USA(212)727-8764	Eva Rosenstein, President	Estelle Cleary, Controller
Cullimore and Ring Technologies Inc.	9 Red Fox Ln.	Littleton, Colorado	80127	United States	(303) 971-0292	USA(303)742-1540	Brent Cullimore, President	R. Farmer, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
FMR Systems Inc.	855 Sterling Ave., Ste. 150	Palatine, Illinois	60067	United States	(847) 934-5566	USA(847)934-6815	Jack Liess, Director	n/a
Pathlight Data Systems Inc.	10219 Brecksville Rd.	Brecksville, Ohio	44141	United States	(440) 526-9992	USA(440)526-9993	Mario Mancini, Chief Executive Officer and President	John Galik, Vice President
Alirro America Inc.	30100 Town Ctr. Dr., Ste. 344	Laguna Niguel, California	92677	United States	(714) 488-0253	(714)240-2861	Meir Zorea, Chief Executive Officer and President	n/a
DRD Technology Corp.	5506 S Lewis Ave.	Tulsa, Oklahoma	74105	United States	(918) 743-3013	USA(918)745-9037	Chris Andersen, President	Kimberly DeLozier, Controller
Paramount Digital Interactive	5555 Melrose Ave., Marathon Bldg	Los Angeles, California	90038	United States	(213) 956-5000	n/a	David Wertheimer, President	Karen Kanemoto, Vice President, Finance
Inherent.Com Inc.	2110 SW Jefferson St., 3rd Fl.	Portland, Oregon	97201	United States	(503) 224-6751	USA(503)224-8872	David Heinen, Chief Executive Officer and President	n/a
Synapta	1129 San Antonio Rd.	Palo Alto, California	94043	United States	(650) 967-3700	USA(650)967-3701	Mark Wallin, President	Dan Weale, Finance Manager
OpenService Inc.	112 Turnpike Rd., Ste. 304	Westbury, Massachusetts	1581	United States	(508) 366-0804	USA(508)366-0814	Bradford P. Herbert, Chief Executive Officer and President	Elizabeth Schiavone, Controller
Cymfony Net Inc.	600 Essjay Rd.	Williamsville, New York	14221	United States	(716) 565-9114	USA(716)565-0308	Rohini Srihari, Owner	n/a
InterNova Corp.	55 5th Ave., 16th Fl.	New York, New York	10003	United States	(212) 463-9528	(212)244-3018	Brock Hotarling, Chief Executive Officer and President	Charlotte de Leon, Chief Financial Officer
Jim Hubbard and Associates Inc.	100 Union Hill Dr., Ste. 200	Birmingham, Alabama	35209	United States	(205) 871-5155	USA(205)871-3155	James M. Hubbard, President	Mona Roy, Controller
Rolta Saudi Arabia Ltd.	PO Box 68371	Riyadh	11527	Saudi Arabia	n/a	n/a	n/a	n/a
Compucom Software Ltd.	5-A Tilak Marg, C Scheme	Jaipur	302 005	India	n/a	n/a	n/a	n/a
Navigator Systems Inc.	15305 Dallas Pkwy.	Addison, Texas	75001	United States	(972) 934-0208	(972)934-1140	n/a	n/a
Streamworks Group Ltd.	PO Box 627	Rivonia	2128	South Africa	n/a	n/a	Rob Still, Chairman of the Board	n/a
Kipling Information Technology AB	Campus Grasvik, Box 4000	Karlskrona	S-371	Sweden	n/a	n/a	Thomas Althen, Chairman of the Board	Gunnar Hogberg, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Provista Software International	39465 Paseo Padre Pkwy., Ste. 35	Fremont, California	94538-2309	United States	(510) 226-3800	USA(510)226-3838	Joanne Culver, President	n/a
Frank Solutions Inc.	9250 E. Costilla Ave., #100	Englewood, Colorado	80112	United States	(303) 792-5500	USA(303)793-621	Bruce Frank, President	Joel Gittleman, Chief Financial Officer
Gresham Enterprise Storage	505 E Huntland Dr., Ste. 450	Austin, Texas	78752-3742	United States	(512) 450-0900	USA(512)450-0397	Andrew Walton-Green, Chief Executive Officer and President	n/a
Charles River Analytics Inc.	725 Concord Ave.	Cambridge, Massachusetts	2138	United States	(617) 491-3474	(617)868-0780	n/a	n/a
Wiz Technology Inc.	32951 Calle Perfecto	San Juan Capistrano, California	92675-4705	United States	(949) 443-3000	USA(949)443-2333	Mar-Jeanne Tendler, Chief Executive Officer, Chairman of the Board	Billie Jolson, Chief Financial Officer
Glenbriar Developments Ltd.	, 3406 - 6 St. SW.	Calgary	T2S 2M4	Canada	n/a	n/a	Robert Matheson, Chief Executive Officer, President, Chairman of the Board	n/a
MDS Inc.	2500 N Pantano Rd.	Tucson, Arizona	85715-3759	United States	(520) 296-7398	USA(520)886-4763	James E. Peebles, President	James DeWeese, Senior Vice President, Finance
Ashlar Inc.	12731 Research Blvd., Bldg. A	Austin, Texas	78759	United States	(512) 250-2186	USA(512)250-5811	John Thornborrow, Chief Executive Officer and President	Reuben Cruz, Chief Financial Officer
Intelligent Computer Systems Inc.	2101 Embassy Dr.	Lancaster, Pennsylvania	17603	United States	(717) 295-7977	USA(717)295-7683	Roy A. Minet, President	n/a
Electronic Catalog Corp.	P O Box 111	Cincinnati, Ohio	45201	United States	(513) 241-5270	USA(513)241-5270	Jay Fisher, President	Brian Steinberg, Chief Financial Officer
Aqua Software Products Inc.	3130 S Harbor Blvd.	Santa Ana, California	92704-6824	United States	(714) 434-8770	(714)546-0211	William McFarlane, President	n/a
Wild File Inc.	PO Box 47038	Plymouth, Minnesota	55447	United States	(763) 551-0881	USA(763)551-9998	Eric Schneider, President	n/a
CompuLink Electronic Inc.	875 Ave. of the Americas, #2411	New York, New York	10001	United States	(212) 695-5465	USA(212)695-5560	Rafael Arboleda, President	n/a
Coastal Technologies	615 Valley Rd.	Upper Montclair, New Jersey	07043-1403	United States	(973) 744-2900	USA(973)744-2129	Sanford M. Sorkin, President	n/a
Visual Solutions Inc.	487 Groton Rd.	Westford, Massachusetts	1886	United States	(978) 392-0100	USA(978)692-3102	Peter Darnell, President	n/a
EDI Support Inc.	1281 Terminal Way, Ste. 223	Reno, Nevada	89502-3247	United States	(775) 786-5522	USA(775)786-6221	Bruce Bennett, President	Julie Belmonte, Chief Accounting Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
LittleBrother Software	546 Valley Way	Milpitas, California	95035	United States	(408) 263-9881	USA(408)263-9883	Ken Ng, President	Susan Ng, Accountant
Xinet Inc.	2560 9th St., Ste. 312	Berkeley, California	94710-2557	United States	(510) 845-0555	USA(510)644-2680	Scott Seebass, Chief Executive Officer	n/a
Boomerang Software Inc.	90 Concord Ave., No. 1	Belmont, Massachusetts	02178-4046	United States	(617) 489-3000	USA(617)489-1486	Richard Bezjian, President	n/a
eCopy Inc.	20 Trafalgar Sq.	Nashua, New Hampshire	3063	United States	(603) 881-4450	USA(603)881-4399	Edward Schmid, Chief Executive Officer and President	John Rogers, Chief Financial Officer
Dawning Technologies Inc.	409 Mason Rd.	Fairport, New York	14450-9542	United States	(716) 223-6006	USA(716)223-8615	John Selmyer, President	n/a
Cat's Pajamas L.L.C.	PO Box 1016	Anacortes, Washington	98221-1016	United States	(360) 293-8372	USA(360)293-7372	Wayne Olson, President	n/a
Logix Microsystems Ltd.	493/3 Brahmalingeswara Complex,	Bangalore	560 008	India	n/a	n/a	n/a	n/a
UTSI International Corp.	1560 W. Bay Area Blvd., #300	Friendswood, Texas	77546	United States	(281) 480-8786	USA(281)480-8008	Daniel Nagala, President	David L. Rossmann, Executive Vice President, Finance
Instrumental Inc.	1450 Energy Park Dr.	St. Paul, Minnesota	55108-5298	United States	(651) 603-0290	USA(651)603-0781	Kim Schumann, President and Chief Operating Officer	n/a
Hansa.Net Global Commerce Inc.	The Hansa Bank Bldg., P.O. Box 2	Anguilla	PV1 02P	Canada	n/a	n/a	Lynwood Bell, President	Al Fower, Chief Financial Officer
Multimedia K.I.D. Inc.	23 Halutzat Hapardesanut St.	Petach Tikvah	49221	Israel	n/a	n/a	David Rubner, Chairman of the Board	Cliff DeGroot, Chief Financial Officer
H S Data Ltd.	13 Arsiones St.	Nicosia	CY-2006	Cyprus	n/a	n/a	n/a	Andreas Efstathiou, Director of Finance
Advanced Communications Systems Inc. (North Olmsted, Ohio)	24371 Loraine Rd., Ste. 207	North Olmsted, Ohio	44070	United States	(440) 779-5424	USA(440)779-9462	Robert A. Stone Sr., Chief Executive Officer, Chairman of the Board	Tony Regan, Executive Vice President, Finance and Operations
Orga Trade a.s.	Racianska 188	Bratislava	831 05	Slovakia	n/a	n/a	Eugen Menyhart, Chairman of the Board	n/a
ConNova Group AB	Box 231	Motala	S-591	Sweden	n/a	n/a	Marcus Storch, Chairman of the Board	Torbjorn Ullman, Director of Finance
Senea AB	n/a	n/a	n/a	n/a	n/a	n/a	Mats Ljunggren, Chairman of the Board	David Hvid, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Jeeves Information Systems AB	PO Box 1042	Stockholm	S-101	Sweden	n/a	n/a	Assar Bolin, Chairman of the Board	n/a
Systems Integrated Research Plc	East Mill, Bridgefoot	Belper	DE56 1XQ	United Kingdom	n/a	n/a	C. E. Berg, Chairman of the Board	n/a
System Software Inc. (Houston, Texas)	874 Ramada Dr.	Houston, Texas	77062	United States	(281) 488-8812	USA(281)488-8899	Bill Predmore, President	Sandra Predmore, Chief Financial Officer
Celebration Computer Systems	5444 Westheimer Rd., Ste. 306	Houston, Texas	77056-5306	United States	(713) 625-4000	USA(713)625-4010	Jim Wiseheart, President	n/a
Advanced Rotocraft Technology Inc.	1685 Plymouth St.	Mountain View, California	94043	United States	(650) 968-1464	n/a	Ronald DuVal, President	Donna Carrig, Finance Manager
HTE-JALAN Inc.	140 S Arthur	Spokane, Washington	99202	United States	(509) 535-2244	USA(509)535-3557	Jan Robinson, President	Patricia Lane, Chief Financial Officer
Process Control Systems Inc.	1300 S Calhoun Rd.	Brookfield, Wisconsin	53005	United States	(262) 782-3945	USA(262)782-4411	Michael E. Mazzoni, President	Barbara L. Mazzoni, Treasurer
CompuText Inc.	16866 Royal Crest Dr.	Houston, Texas	77058	United States	(281) 480-3494	(281)480-3559	Jimmy W. Connell, President	Suzette Connell, Vice President, Business Development
Laureate Learning Systems Inc.	110 E Spring St.	Winooski, Vermont	05404-1898	United States	(802) 655-4755	USA(802)655-4757	Mary Sweig Wilson, Chief Executive Officer and President	n/a
Computer Mail Services Inc.	20300 Civic Center Dr., Ste. 300	Southfield, Michigan	48076-4169	United States	(248) 352-6700	USA(248)352-8387	Lih-Tah Wong, President	n/a
Infragistics Corp.	2540 Rte. 130	Cranbury, New Jersey	8512	United States	(609) 655-5000	USA(609)655-5353	Dean Guida, Chief Executive Officer and President	n/a
FORTH Inc.	5155 W Rosecrans Ave., Ste. 1018	Hawthorne, California	90250	United States	(310) 491-3356	USA(310)978-9454	Elizabeth D. Rather, Chief Executive Officer and President	Lei-Chin Hale, Controller
MDG Computer Services Inc.	577 N Walden Dr.	Palatine, Illinois	60067	United States	(630) 497-0220	USA(773)913-6129	Michael D. Ginsberg, President	Julia Ginsberg, Chief Financial Officer
Triticom	PO Box 46427	Eden Prairie, Minnesota	55344-6427	United States	(952) 829-8019	USA(952)937-1998	Barry Trent, President	n/a
NewEra Software Inc.	18625 Sutter Blvd.	Morgan Hill, California	95037	United States	(408) 201-7000	USA(408)201-7099	n/a	n/a
Microunity Systems Engineering Inc.	475 Potrero Ave.	Sunnyvale, California	94086	United States	(408) 734-8100	USA(408)734-8136	John Moussouri, Owner	Tom Buckmaster, President

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Ontek Corp.	22941 Mill Creek Dr., Ste. 210	Laguna Hills, California	92653	United States	(949) 768-0301	n/a	Charles Demant, President	Nancy Loughrey, Vice President, Finance
Pick Professionals Inc.	PO Box 4214	Hazelwood, Missouri	63042	United States	(314) 522-4949	USA(314)522-4950	Sherwood Farnham, Chief Executive Officer	n/a
CCH Inc. ViewPlan Div.	2515 Camino del Rio S	San Diego, California	92108	United States	(619) 296-1482	USA(619)497-0192	Anne Butler, General Manager	n/a
PixoArts Corp.	2000 Bridge Pkwy.	Redwood City, California	94065	United States	(650) 637-1889	USA(650)637-1899	Clive Liu, Chief Executive Officer and President	n/a
Integrated Software	475 Park Ave. S	New York, New York	10016	United States	(212) 545-0110	USA(212)545-0198	Shah Karim, Managing Director	n/a
Nichols and Company Inc.	8055 W Manchester Ave., Ste. 202	Playa Del Rey, California	90293-7962	United States	(310) 574-3131	USA(310)574-3140	John F. Nichols, President	Claire Ortiz-luis, Director of Finance
Weber Systems Inc.	250 Bishop's Way	Brookfield, Wisconsin	53005	United States	(262) 782-0181	USA(262)782-3191	Nancy Weber-Zehren, Chief Executive Officer	n/a
Four Rivers Software Systems Inc.	2400 Ardmore Blvd., 7th Fl.	Pittsburgh, Pennsylvania	15221-5233	United States	(412) 273-6400	USA(412)273-6420	Henry Wilde Jr., Chief Executive Officer and President	Tracy Mongelluzzo, Controller
Delta Software Inc.	12107 Emmet St.	Omaha, Nebraska	68164-4264	United States	(402) 496-9344	USA(402)496-9344	Edwin C. Hackleman, President	Shirley J. Hackleman, Vice President
Cognitive Technology Corp.	9 El Camino Dr.	Corte Madera, California	94925	United States	(415) 945-0700	USA(415)927-1998	Yefim Schukin, President	n/a
Solveris Inc.	19119 N. Creek Pkwy., Ste. 105	Bothell, Washington	98011-8023	United States	(425) 485-4357	USA(425)481-7633	Dave Senestraro, President	Jeannette Louie-Russell, Controller
Technologic Software Concepts Inc.	Two Park Plaza, Ste. 750	Irvine, California	92614	United States	(949) 509-5000	USA(949)221-9295	Tom Politowski, President	Tony Sanchez, Controller
Metadata Co.	444 W. Ocean Blvd., Ste. 1600	Long Beach, California	90802-4524	United States	(562) 495-2011	USA(562)495-1654	Jack Myers, President	n/a
MEGAbase Inc.	465 Fairchild Dr., Bldg. B 232	Mountain View, California	94043	United States	(650) 960-3575	USA(650)960-4020	Mark Gerow, President	Christina Suarez, Vice President
Nisus Software Inc.	PO Box 1300	Solana Beach, California	92075-1900	United States	(858) 481-1477	USA(858)481-6154	Jerzy Lewak, Chief Executive Officer and President	Jolanta Lewak, Chief Financial Officer
Infobusiness Inc.	PO Box 1249	American Fork, Utah	84003	United States	(801) 756-0339	USA(801)756-0388	Bryan Barron, President	Dennis Riley, Vice President, Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Celeris Inc.	20709 Germain St.	Chatsworth, California	91311	United States	(818) 709-2181	USA(818)709-2266	Steve Chaplin, President	n/a
Mesa Systems Guild Inc.	60 Quaker Ln.	Warwick, Rhode Island	2886	United States	(401) 828-8500	USA(401)828-9550	C. Clark Jordan, Chief Executive Officer, Chairman of the Board	Glen Devane, Controller
KMV Corp.	1620 Montgomery St., Ste. 140	San Francisco, California	94111	United States	(415) 296-9669	USA(415)296-9458	Steven Kealhofer, President	Michael Miller, Chief Financial Officer
CharisMac Engineering Inc.	10000 Nill View Rd.	Newcastle, California	95658	United States	(530) 885-4420	USA(530)885-1410	Wylar Furgeson, President	Ralph Furgeson, Chief Financial Officer, Treasurer
Integrated Software Specialists Inc.	1000 E Woodfield Rd., Ste. 102	Schaumburg, Illinois	60173	United States	(847) 706-6797	USA(847)706-6729	Michael Locacsio, President	Dan La Bud, Chief Financial Officer
CompanionLink Software Inc.	Box 16601	Brookings, Oregon	97415-9725	United States	(541) 412-0400	USA(541)412-0500	David Childs, President	n/a
Lackner Group Inc.	700 N. Bell Ave., Ste. 290	Carnegie, Pennsylvania	15106-4322	United States	(412) 279-2121	USA(412)279-6426	Vincent F. Lackner Jr., President	Susan Mallah, Chief Financial Officer
ILux Corp.	5600 Mowry School Rd.	Newark, California	94560	United States	(510) 226-5600	USA(510)226-8182	Theodore J. Marr, President	n/a
Software Technologies Group Inc.	10330 W Roosevelt Rd., Ste. 310	Westchester, Illinois	60154	United States	(708) 547-0110	USA(708)547-0783	Christian G. Herzog, President	n/a
Adisoft Inc.	664 Joaquin Ave.	San Leandro, California	94577-5146	United States	(510) 483-3556	USA(510)483-3885	Karen Chen, President	n/a
Architext Inc.	121 Interpark Blvd., Ste. 208	San Antonio, Texas	78216	United States	(210) 490-2240	USA(210)490-2242	Ross W. Estep Jr., President	n/a
Technology Group Inc. (Baltimore, Maryland)	1 N Charles St., Ste. 1300	Baltimore, Maryland	21201-3721	United States	(410) 576-2040	USA(410)576-1968	Kenneth Frank, President, Chairman of the Board	n/a
ISC Financial Systems Inc.	PO Box 307600	Columbus, Ohio	43230-7600	United States	(614) 488-0300	USA(614)475-1681	David Reckseit, Chief Executive Officer and President	n/a
Quantum Leap Innovations Inc.	3 Innovation Way, Ste. 100	Newark, Delaware	19711	United States	(302) 798-0899	USA(302)798-6813	Joseph Elad, President	Faith Elad, Chief Financial Officer
WINGate Technologies	PO Box 327	Hope, New Jersey	7844	United States	(908) 459-9293	USA(908)459-4001	Ravi Romano, President and Treasurer	n/a
WinWare Inc. (Marietta, Georgia)	877 Franklin Rd., Bld. 280	Marietta, Georgia	30067	United States	(770) 419-1399	USA(770)419-1968	Larry Harper, Chief Executive Officer and President	Jim Mahan, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Airline Software Inc.	26 Firemens Memorial Dr., Ste. 2	Pomona, New York	10970-3553	United States	(845) 354-1933	USA(845)354-1904	Gordon S. Rosen, Chief Executive Officer and President	n/a
Axis Clinical Software Inc.	5201 SW Westgate Dr., Ste. 216	Portland, Oregon	97221-2425	United States	(503) 292-3022	USA(503)291-7392	Scott Page, Chief Executive Officer and President	n/a
Bender Engineering	3535 Farquhar Ave., Ste. 2	Los Alamitos, California	90720-3952	United States	(562) 598-4741	USA(562)596-7143	Dimitry Poretsky, President	n/a
Q-M Consulting Group Inc.	37 Union Sq. W, Fl. 3	New York, New York	10003-3217	United States	(212) 995-5287	USA(212)995-5415	Elizabeth Quinn, President	Barbara Weglarz, Chief Financial Officer
Tunes Network Inc.	640 N. La Salle St., Ste. 560	Chicago, Illinois	60610	United States	n/a	n/a	Kamran Mohsenin, President	n/a
Blue World Communications Inc.	10900 N.E. 8th St., Ste. 1525	Bellevue, Washington	98004-4405	United States	(425) 646-0288	USA(425)646-0236	Bill Doerrfeld, Chief Executive Officer and President	n/a
BeatWare Inc.	1779 Woodside Rd., Ste. 200	Redwood City, California	94061-3498	United States	(650) 556-7900	USA(650)556-7902	Marc Verstaen, Chief Executive Officer and President	Sheryl D. Alvernaz, Office Manager
Einstein Digital Media	PO Box 52930	Lafayette, Louisiana	70505-2930	United States	(337) 261-5900	USA(337)231-4100	Rob Greer, President	n/a
Mediaserve L.L.C.	10200 Sepulveda Blvd., Ste. 160	Mission Hills, California	91345-2649	United States	(818) 920-1200	USA(818)920-4799	Bill Peterson, Partner	Suresh Srinivasan, Partner
MSTC (Mystic Systems Technology)	7430 E Butherus Dr., Ste. A	Scottsdale, Arizona	85260	United States	(480) 998-2738	USA(480)998-2753	Michael Skrentny, President	n/a
IsoQuantic Technologies	PO Box 6820	Chandler, Arizona	85246	United States	(480) 814-8500	USA(480)814-7946	Patrick L. Reilly, Chief Executive Officer	n/a
Osi Holdings Ltd.	PO Box 7489	Centurion	46	South Africa	n/a	n/a	D. H. Wigley, Chairman of the Board	J. D. J. Kunz, Director of Finance
Argus Systems Group Inc.	1809 Woodfield Dr.	Savoy, Illinois	61874-9505	United States	(217) 355-6308	USA(217)355-1433	Randall J. Sandone, Chief Executive Officer and President	Heinrich Wenning, Vice President, Chief Financial Officer
NetStore PLC	Continuity House, London Rd.	Bracknell	RG12 2XH	United Kingdom	n/a	n/a	Paul Barry-Walsh, Chairman of the Board	Neil Lloyd, Director of Finance
RPC Data Ltd.	Private Bag BR42, Broadhurst	Gaborone	n/a	Botswana	n/a	n/a	N. W. Armstrong, Chairman of the Board	n/a
Paragon Retail Systems	20625 W Pennsylvania Ave.	Dunnellon, Florida	34431	United States	(352) 489-1377	USA(352)489-4381	Lynn Graybiel, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
C-TAD Systems Inc.	3025 Boardwalk St., Ste. 175	Ann Arbor, Michigan	48108-5218	United States	(734) 665-3287	USA(734)665-9736	Brian Kuttner, PhD, President	n/a
Computermart Medical Services Inc.	356 Corporate Center Ct.	Stockbridge, Georgia	30281	United States	(770) 474-1498	USA(770)389-0581	Charles Shelton, President	n/a
Soft Solutions Inc.	2900 Chamblee Tucker Rd., Ste. 2	Atlanta, Georgia	30341	United States	(770) 457-9400	USA(770)454-9800	Tim Haratine, President	n/a
Biometric Security Corp.	, Ste. 1300, 885 W Georgia St.	Vancouver	V6C 3E8	Canada	n/a	n/a	n/a	Robert Chase, Chief Financial Officer
Western Mine Engineering Inc.	222 W Mission Ave.Ste. 218	Spokane, Washington	99201	United States	(509) 328-8023	USA(509)328-2028	Otto Schumacher, President	n/a
International Comptech Engineering Services Ltd.	2nd Floor Hardik Chamber VMC Cen	Baroda	390 005	India	n/a	n/a	N. T. Vaishnav, Chairman of the Board	n/a
Insight Development Corp.	2420 Camino Ramon, Ste. 202	San Ramon, California	94583-4202	United States	(925) 244-2000	USA(925)244-2020	Brent Gulick, President	Marla Wurtzer, Finance Manager
Admins Inc.	432 Columbia St.	Cambridge, Massachusetts	2141	United States	(617) 494-5100	USA(617)494-8645	Dagfinn Saether, President	Mahmoud Ketabi, Vice President, Treasurer
TOLIS Group Inc.	10225 East Via Linda, Ste. 300	Scottsdale, Arizona	85258	United States	(480) 346-2062	USA(801)327-6177	Jeffrey Rassas, Chief Executive Officer, Chairman of the Board	n/a
Weiland Financial Group Inc.	900 North Shore Dr., Ste. 185	Lake Bluff, Illinois	60044-2253	United States	(847) 735-0577	USA(847)735-0419	Patricia D. Weiland, Chief Executive Officer and President	Bobbi K. Munson, Director of Finance
MAC-National Microelectronics Applications Centre	UL Building, National Technologi	Limerick	n/a	Ireland	n/a	n/a	Tom Callanan, Chairman of the Board	n/a
Still Current Development Inc.	10705 Cauley Creek Dr.	Duluth, Georgia	30097	United States	(770) 813-2149	n/a	Marek Neyman, President	n/a
Magma Design Automation Inc.	2 Results Way	Cupertino, California	95014	United States	(408) 864-2000	(408)864-2001	Rajeev Madhavan, Chief Executive Officer, President, Chairman of the Board	Robert A. Sheffield, Chief Financial Officer
QuadraNet PLC	Unit A Ground Floor, Great Easte	London	E14 9XP	United Kingdom	n/a	n/a	J. J. Jack, Chairman of the Board	D. W. Eades, Director of Finance
XYPRO Technology Corp.	3325 Cochran St., Ste. 200	Simi Valley, California	93063-2530	United States	(805) 583-2874	USA(805)583-0124	Sheila Johnson, Chief Executive Officer	Kristie Rusk, Chief Financial Officer
Strategic Solutions Group Inc. (Annapolis, Maryland)	1598 Whitehall Rd., Ste. E	Annapolis, Maryland	21401	United States	(410) 757-2728	USA(410)757-5094	John J. Cadigan, Chief Executive Officer, Chairman of the Board	Ernest A. Wagner, President and Chief Operating Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Systems Enhancement Corp.	174 Chesterfield Industrial Blvd	Chesterfield, Missouri	63005-1220	United States	(636) 532-2855	USA(636)532-2037	Roger Dowdell, Chief Executive Officer	Donald Muir, Chief Financial Officer
Software Business Systems Inc.	7300 Metro Blvd., Ste. 625	Minneapolis, Minnesota	55439	United States	(952) 835-0100	USA(952)835-7504	Curt Cerf, President	n/a
Vista Software Services Inc.	150 White Plains Rd.	Tarrytown, New York	10591	United States	(914) 332-9174	USA(914)332-9257	Donald L. Gross, Chief Executive Officer and President	n/a
BMC Group Inc.	PO Box 429	Lilburn, Georgia	30048	United States	(770) 923-8602	USA(770)923-8579	James K. Zack, Chief Executive Officer and President	n/a
Amgraf Inc.	1501 Oak St.	Kansas City, Missouri	64108-1424	United States	(816) 474-4797	USA(816)842-4477	Franklin Garner III, President	n/a
Dennis and Schwab Inc.	505 E. 1st St., Ste. B	Tustin, California	92780	United States	(714) 505-1270	USA(714)505-4557	Dennis Doi, President	n/a
iMove Inc.	33 NW First Ave., Ste. 1	Portland, Oregon	97209	United States	(503) 221-2449	USA(503)221-2172	David Ripley, Chief Executive Officer	James Stewart, Chief Financial Officer
Dkw Systems Corp.	Ste. 1060, 736 - 8th Ave. SW	Calgary	T2P 1H4	Canada	n/a	n/a	n/a	n/a
Alpha Communications Corp.	, Ste. 890, 151 Bloor St. W	Toronto	M5S 1S4	Canada	n/a	n/a	Michael Kraft, President	n/a
Answer Software Corp.	20045 Stevens Creek Blvd., Ste.	Cupertino, California	95014-2355	United States	(408) 253-7515	USA(408)253-8430	Edward Y. Tang, President	n/a
Lincoln and Co.	321 Billerica Rd.	Chelmsford, Massachusetts	1824	United States	(978) 244-0250	USA(978)250-2590	Jim Lincoln, President	n/a
Government Systems Inc.	985 Old Eagle School Rd., Ste. 5	Wayne, Pennsylvania	19087	United States	(610) 964-8400	USA(610)964-8883	John V. Hartman, Chief Executive Officer	n/a
Peopleware Inc. (Bellevue, Washington)	1621 114th Ave., S.E. #120	Bellevue, Washington	98004	United States	(425) 454-6444	USA(425)454-7634	Elaine Rickman, President	Kartha Heinz, Vice President, Finance and Operations
Association Computer Services Inc.	115 E. Michigan St.	Indianapolis, Indiana	46204-1505	United States	(317) 974-3000	USA(317)974-3010	Frank M. Cook, President	n/a
Creative Media Group	PO Box 597	Chester, New Jersey	7930	United States	(908) 879-9565	USA(908)879-9638	Robert Stoeber, President	Debra Heinburg, Chief Financial Officer
Vision Aerobics Inc.	PO Box 238	Fair Haven, New Jersey	07704-0238	United States	(732) 219-1916	USA(732)219-9697	Richard Cheu, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
RATA Associates	3070 W Lake Mary Blvd.	Lake Mary, Florida	32746	United States	(407) 322-2916	USA(407)322-2621	John R. Woloshen, Chief Executive Officer	n/a
Turn-Key Business Systems Inc.	PO Box 1086	Russellville, Arkansas	72811	United States	(501) 568-3225	USA(501)568-3228	n/a	Ed Moody, Controller
DataWave Technologies Corp.	380 Main St., Ste.209	Longmont, Colorado	80501	United States	(303) 776-8214	(303)776-8531	Curt Ketner, President	n/a
Perfect Software (Arcadia, California)	41 E Foothill Blvd., Ste.201	Arcadia, California	91006-2361	United States	(626) 445-9700	USA(626)445-0381	Rick Guerrero, Chief Executive Officer and President	n/a
Logical Technology Inc.	6907 N Knoxville Ave.	Peoria, Illinois	61614	United States	(309) 689-2900	USA(309)689-2911	Joe M. Krakowiecki, President	n/a
Emagine Technologies Inc.	5446 N. Academy Blvd., #202	Colorado Springs, Colorado	80918	United States	(719) 522-0789	(719)522-0788	Steven L. Fisher, President	n/a
Breuer and Co.	500 Edgewater Dr., Ste. 557	Wakefield, Massachusetts	01880-6218	United States	(781) 246-0010	USA(781)246-8585	Tom Breuer, President	Donald Roach, Vice President
Blueberry Software	7151 Wilton Ave., Ste. 201	Sebastopol, California	95472	United States	(707) 829-5443	USA(707)829-5380	Kevin Dwan, Partner	Steve Beigel, Partner, Finance
Interactive Technology Inc.	4400 SW 110th Ave., Ste. 201	Beaverton, Oregon	97005	United States	(503) 644-0111	USA(503)644-8494	Roger A. Brown, President	n/a
ChemShare Corp.	PO Box 1885	Houston, Texas	77251-1885	United States	(281) 565-6700	USA(281)565-7593	Michael McGuire, President	n/a
KnowledgeSet Corp.	555 Ellis St.	Mountain View, California	94043-2214	United States	(650) 390-9759	USA(650)968-9962	Peter Hepburn, President	n/a
Computer Aided Business Solutions Inc.	1600 Jackson St.	Golden, Colorado	80401-2403	United States	(303) 279-1868	USA(303)279-5305	Keith Vincent, President	Joni Webb, General Manager
Datapax Inc.	1433 E. Thomas Rd., No. B	Phoenix, Arizona	85014	United States	(602) 274-1321	USA(602)274-1476	Sol Menashe, President	Kathern Edmondson, Controller
Vermont Creative Software Inc.	PO Box 250	Richford, Vermont	5476	United States	(802) 848-7731	USA(802)848-3502	Simmonsince Taylor, Chief Executive Officer	n/a
Netmagic Systems Inc.	One Erin Ln., Ste. 200	Chestnut Ridge, New York	10977	United States	(845) 623-4321	USA(845)623-4322	Frank Sweeny, President	n/a
Iverson Associates Inc.	134 Rockhill Rd., 1st Fl.	Bala Cynwyd, Pennsylvania	19004-2133	United States	(610) 668-4190	USA(610)668-7190	Joanne W. Iverson, President	Susan H. Hufnagel, Vice President

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Animated Voice Corp.	PO Box 0819	San Marcos, California	92069-0819	United States	(760) 744-8190	n/a	Keith Jenkin, President	n/a
Creative Research Systems Inc.	411 B St., Ste. 2	Petaluma, California	94952-3057	United States	(707) 765-1001	USA(707)765-1068	Hank Zucker, Chief Executive Officer and President	n/a
Creative Courseware Inc.	8901 State Line, Ste. 200	Kansas City, Missouri	64114	United States	(816) 363-6733	USA(816)363-3702	Connie Swartz, President	n/a
Pinpoint Systems Inc.	4505 S. Broadway	Englewood, Colorado	80110	United States	(303) 761-5227	USA(303)781-5916	Roy Warren, President	n/a
GTC Group Inc.	6915 La Granada Dr.	Houston, Texas	77083-2405	United States	(281) 530-1195	USA(281)530-1358	Doug Morgan, President	n/a
Michigan Software Services Inc.	5820 N Canton Ctr., Ste. 190	Canton, Michigan	48187	United States	(734) 453-4474	USA(734)453-4475	Joseph H. LeBlanc, President	n/a
Reticular Systems Inc.	4715 Viewridge Ave., Ste. 200	San Diego, California	92123	United States	(858) 279-9723	USA(858)279-9697	Dan R. Ballard, Chief Executive Officer and President	Myron T. Fleming, Chief Financial Officer
Insight Data Corp.	432 Park Ave. S, 14th Fl.	New York, New York	10016	United States	(212) 696-4300	USA(212)696-0591	Harold Stevens, President	n/a
Indel Software Corp.	15 Boylston Pl.	Brookline, Massachusetts	2146	United States	(617) 731-6234	USA(617)734-8437	Richard Pearson, President	n/a
LIR Corp.	PO Box 909	Menlo Park, California	94026-0909	United States	(650) 853-1021	n/a	John Scandalios, President	n/a
Montgomery Investment Technology Inc.	Two Radnor Corporate Ctr., Ste.	Radnor, Pennsylvania	19087	United States	(610) 688-8111	USA(610)688-5084	George L. Montgomery, President	n/a
Beige Bag Software Inc.	279 E Liberty	Ann Arbor, Michigan	48104-2120	United States	(734) 332-0487	USA(734)332-0392	John Engelbert, President	n/a
Data 21	3510 Torrance Blvd., Ste. 300	Torrance, California	90503-4823	United States	(310) 792-1771	USA(310)792-1778	Mike Carver, President	n/a
S2K Design	12813 Lindley Dr.	Raleigh, North Carolina	27614	United States	(919) 846-1411	USA(919)846-1412	Steve Pierce, President	n/a
Technical Tools Inc.	288 SW 12th Ave.	Deerfield Beach, Florida	33442-3104	United States	(561) 361-9567	(561)361-9670	n/a	Donnette Kameka, Controller
R.M. Dudley Corp.	1179 South Mayfair Ave.	Daly City, California	94015-3566	United States	(650) 991-9500	USA(650)991-9091	Roy M. Dudley, President	Linda Dudley, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Shaw Software Co.	9777 W Gulf Bank Rd.	Houston, Texas	77040	United States	(281) 440-3656	n/a	Robert Shaw, President	Melanie Kirk, Accountant
Sy-Con Systems Inc.	PO Box 229	Easton, Pennsylvania	18042	United States	(610) 253-0900	USA(610)253-0709	Michael Assia, President	n/a
InfoAmerica Inc.	2600 Canton Ct., Ste. G	Fort Collins, Colorado	80525	United States	(303) 221-5599	USA(303)221-5597	Paul Knight, President	n/a
TMD Consulting Inc.	7300 Metro Blvd., #215	Minneapolis, Minnesota	55439	United States	(612) 896-0047	n/a	William Treacy, President	n/a
Applied Expertise Inc.	1925 N. Lynn St., #802	Arlington, Virginia	22209	United States	(703) 516-0911	USA(703)516-0918	Jim Wilson, President	n/a
Delphus Inc.	152 Speedwell Ave.	Morristown, New Jersey	7960	United States	(973) 267-9269	USA(973)285-9248	Hans Levenbach, President	n/a
Droege Computing Services Inc.	20 W Colony Pl., Ste. 120	Durham, North Carolina	27705-5520	United States	(919) 403-9459	USA(919)403-8199	Thomas Droege, President	Paula Droege, Chief Financial Officer
Multix Inc.	13618 Neutron Rd.	Dallas, Texas	75244	United States	(972) 239-4989	USA(972)239-6826	Henry Chu, President	n/a
Mapsys Inc.	PO Box 1271	Alexandria, Virginia	22313	United States	(703) 519-5253	USA(703)549-7979	Ann Shack, President	n/a
SeraSoft Inc.	PO Box 5763	Manchester, New Hampshire	03108-5763	United States	(603) 644-3200	USA(603)644-3206	Michael H. Serafin, President	n/a
Graphic Edge Inc.	402 Amherst St., Ste. 301	Nashua, New Hampshire	03063-4228	United States	(603) 881-3401	n/a	Richard Simpson, President	n/a
Pathfinder Systems Inc.	200 Union Blvd., Ste. 300	Lakewood, Colorado	80228	United States	(303) 763-8660	USA(303)763-8902	Sheila Jaszlics, President	n/a
ResNova Software Inc.	5011 Argosy Dr., #13	Huntington Beach, California	92649	United States	(714) 379-9000	(714)379-9014	Alex Hopmann, Chief Executive Officer and President	Jon Kantor, Chief Financial Officer
Boxer Software	PO Box 14545	Scottsdale, Arizona	85267-4545	United States	(602) 485-1635	USA(602)485-1636	David R. Hamel, President	n/a
Albathion Software Inc.	38 Miller Ave. Ste. 509	Mill Valley, California	94941	United States	(415) 380-8087	n/a	Edmund C. Payne, President	Stephen Elston, Chief Financial Officer
Cribsheet Software	4455 Torrance Blvd., #273	Torrance, California	90503	United States	(310) 532-6212	USA(310)371-5151	J.P. Evans, President	J. Carson, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Corder Associates Inc.	PO Box 40518	Mesa, Arizona	85274-0518	United States	(480) 752-8533	USA(480)756-6604	Kelly D. Corder, Chief Executive Officer	Jennifer D. Corder, Vice President, Chief Financial Officer
Computer Software Specialists Inc.	3 Carver Square Blvd., Ste. A	Carver, Massachusetts	2330	United States	(508) 866-7800	USA(508)866-7443	James P. Simpson, President	n/a
Hardis Corp.	610 N. Victoria Dr.	Palatine, Illinois	60067	United States	(847) 590-5274	n/a	Terence Butler, President	n/a
Meridian Technology Corp.	PO Box 1040	Chesterfield, Missouri	63006	United States	(314) 781-4410	n/a	Larry Jasper, Chief Executive Officer	Glenda Thompson, Controller
Timeport Corp.	1601 Bayshore Hwy.	Burlingame, California	94010	United States	(650) 692-2634	USA(650)692-2635	Thomas Benson, President	n/a
Applied Logic Corp.	174 Shore Pointe Pl. N, Ste. 100	Keizer, Oregon	97303	United States	(503) 390-7991	USA(503)390-8058	Peter Lippold, President	n/a
NBS Systems Inc.	120 Mountain Ave., Ste. 319	Bloomfield, Connecticut	6002	United States	(860) 242-4398	USA(860)242-4661	J.R. Chang, President	n/a
Creative Systems Programming Corp.	PO Box 961	Mount Laurel, New Jersey	08054-0961	United States	(856) 234-1500	USA(856)234-1920	Larry Finkelstein, President	Donna Finkelstein, Chief Financial Officer
Principia Products Inc.	16 Industrial Blvd., Ste. 102	Paoli, Pennsylvania	19301-1609	United States	(610) 647-7850	USA(610)647-8771	Bruce Holenstein, President	n/a
Analytical Solutions Inc.	705 Denbigh Chase	Kennett Square, Pennsylvania	19348-1532	United States	(215) 347-0520	n/a	Rogers Howard, President	n/a
Advanced Artificial Intelligence Systems Inc.	397 Dal-Rich, Ste. 230	Richardson, Texas	75080	United States	(972) 239-0955	USA(972)238-7484	Jim D. Olsen, Chief Executive Officer and President	n/a
Alison Associates	759 S Federal Hwy., Ste. 314	Stuart, Florida	34994-2923	United States	(561) 220-4410	USA(561)220-4420	n/a	Russ Steele Jr., President
Quality Engineering Software Inc.	416 Highland Ave.	Cheshire, Connecticut	61410	United States	(203) 699-9787	USA(203)699-9789	Ian Rankine, President	n/a
EnerAnalytics	2420 Camino Ramon, Ste. 212	San Ramon, California	94583	United States	(510) 867-0681	USA(510)867-0684	n/a	David Evans, President
Navix Information Engineering	7988 Ohio River Rd., Ste. 200	Wheelerburg, Ohio	45694-1619	United States	(740) 574-8141	USA(740)574-6755	Richard Warner, Chief Executive Officer	n/a
Siscom Inc.	130 W 2nd St., Ste. 1100	Dayton, Ohio	45402	United States	(937) 222-8150	USA(937)222-8153	Robert Adams, Chief Executive Officer, President, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Rae Information Systems Div.	2055 Woodside Rd., Ste. 250	Redwood City, California	94061	United States	(650) 562-0285	USA(650)562-0288	Samir Arora, Chief Executive Officer	n/a
Progressive Software Corp.	PO Box 212	Harrison, Ohio	45030	United States	(513) 367-6001	USA(513)367-6099	Donald Wiesmann, Chief Executive Officer and President	n/a
EOL Inc.	PO Box 553	Westborough, Massachusetts	1581	United States	(508) 898-3600	USA(508)898-9398	Dennis G. Wadsworth, President	n/a
Allied Computer Services Inc.	255 W 98th St.	New York, New York	10025	United States	(212) 222-5665	USA(212)222-5667	Philip Brotman, Owner	n/a
BusinessWare Inc.	2738 Camino Capistrano, Ste. 3	San Clemente, California	92672-4854	United States	(949) 369-1638	USA(949)369-1693	Peter Shikli, President	Edith Radnoti, Vice President, Engineering
CTS Associates (Knox, Pennsylvania)	Rt. 854, Road 2	Knox, Pennsylvania	16232	United States	(814) 797-1285	USA(814)797-1212	Kenneth L. Gray, Chief Executive Officer and President	Della J. Gray, Chief Financial Officer
Dynamic Solutions Inc.	4701 Innovation Dr., Ste. 100	Lincoln, Nebraska	68521-5330	United States	(402) 472-5186	(402)475-4203	Mike Eskens, President	n/a
International Software Corp. (Evergreen, Colorado)	1153 Bergen Pkwy., Ste. M474	Evergreen, Colorado	80439	United States	(303) 674-8084	USA(603)963-0704	Scott Masters, President	n/a
Troy AMDev Inc.	PO Box 292124	Nashville, Tennessee	37229-2124	United States	(615) 231-7106	USA(615)885-5928	Rick McClintock, President	n/a
Mekos Corp.	6168 NE Hwy. 99, Ste. 104	Vancouver, Washington	98665-8744	United States	(360) 695-0386	USA(360)695-6794	David A. Page, President	Monte Bertolino, Chief Financial Officer
Mach 2 Systems Inc.	2345 E Thomas Rd., Ste. 350	Phoenix, Arizona	85016-7861	United States	(602) 957-0058	USA(602)957-0166	Josette Van Stiphout, President	n/a
NewVision Systems Corp.	400 Main St., Ste. 400	Stamford, Connecticut	6901	United States	(203) 323-4623	USA(203)323-4664	Ronald R. Watkins, Chief Executive Officer and President	John Corban, Chief Financial Officer
Software Innovations Inc. (Nashua, New Hampshire)	20 Trafalgar Sq., Ste. 505	Nashua, New Hampshire	3063	United States	(603) 883-9300	USA(603)886-5935	William J. Ezell, President	n/a
Signature Software Inc.	3663 Holly Dr.	Hood River, Oregon	97031	United States	(541) 387-2800	USA(425)740-8635	David Fenwick, President	n/a
Techtran Inc.	7602 Congress St., #5	New Port Richey, Florida	34653	United States	(813) 845-5384	(813)841-0414	Robert J. Neshta, President	n/a
Trans Atlantic Software	4 Madison Ave.	Northampton, Massachusetts	01060-4230	United States	(413) 584-8650	(413)586-6567	Daniel Burke, Owner	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Van der Roest Group Inc.	1570 N Batavia St.	Orange, California	92867	United States	(714) 921-9300	USA(714)921-9396	Martin M. Van der Roest, President	Christine Bullock, Office Manager
Soflex Corp.	371 Interstate Blvd.	Sarasota, Florida	34240	United States	(941) 371-0443	USA(941)377-9832	Angelo N. Sifakes, President	Anne Moss, Bookkeeper
Cheshire Engineering Corp.	650 Sierra Madre Villa Ave., Ste	Pasadena, California	91107-2013	United States	(626) 351-5493	USA(626)351-8645	Yin Shih, President	Christopher Lee, Treasurer
Natural Selection Inc.	3333 N Torrey Pines, Ste. 200	La Jolla, California	92037	United States	(858) 455-6449	USA(858)455-1560	David B. Fogel, Chief Executive Officer	n/a
Pacific Data Management Inc.	55 S. Market St.	San Jose, California	95113-2337	United States	(408) 283-5900	USA(408)283-5903	David Terry, Chief Executive Officer	n/a
Radio Data Group Inc.	2070 Chain Bridge Rd.	Vienna, Virginia	22182	United States	(703) 748-2800	USA(703)748-2133	Michael C. Rau, Chief Executive Officer and President	n/a
Streams Online Media Development Corp.	1000 N Milwaukee, 2nd Fl.	Chicago, Illinois	60622	United States	(773) 342-7747	USA(773)342-7795	David Skwarczek, President	Marni Shymkus, General Manager, Finance
Traveller Information Services Inc.	2104 W. Ferry Way	Huntsville, Alabama	35801-5340	United States	(256) 883-4233	USA(256)883-4293	Tim Erwin, President	n/a
Scope International Inc.	1420 5th Ave., Ste. 2628	Seattle, Washington	98101-4049	United States	(206) 436-4300	USA(206)436-4301	Terry Mulberg, President	n/a
CAD/CAM Support Alliance Inc.	27201 Tourney Rd., No. 225	Santa Clarita, California	91355	United States	(661) 253-3555	USA(661)253-1444	Bruce Angalet, President	n/a
Phantom Reality Inc.	PO Box 475	Fuquay Varina, North Carolina	27526-0475	United States	(515) 224-4045	USA(919)557-3685	John Hewitt, President	n/a
TechArts	829 E Molloy Rd.	Syracuse, New York	13211	United States	(315) 455-1003	USA(315)455-5838	Steve Diederich, President	n/a
TradeWinds Software Corp.	715 Ryan St.	Lake Charles, Louisiana	70611	United States	(337) 436-4822	USA(318)217-1996	Randy Rich, Chief Executive Officer	Darla Chaisson, Bookkeeper
Cirrus Technology Inc. (California)	2390 Crenshaw Blvd.	Torrance, California	90501	United States	(310) 533-5815	n/a	Anil Malhotra, Chief Executive Officer and President	n/a
Benefit Analysis Inc.	1717 Swede Rd., Ste. 200	Blue Bell, Pennsylvania	19422	United States	n/a	USA(610)292-9408	Arthur D. Warady, President	n/a
Lambda Research Corp.	PO Box 1400	Littleton, Massachusetts	01460-4400	United States	(978) 486-0766	USA(978)486-0755	Edward Freniere, Chief Executive Officer and President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Computer Resources and Technology International Inc.	PO Box 160	Eagle, Wisconsin	53119	United States	(262) 594-5444	USA(262)594-5512	Ronald Pierner, Chief Executive Officer	n/a
Recognita Corporation of America	3693 Enochs St.	Santa Clara, California	95051	United States	(408) 736-5446	USA(408)736-6112	Ben Tallai, President	n/a
Baseline Data Systems Inc.	3625 Del Amo Blvd., Ste. 245	Torrance, California	90503-9936	United States	(310) 214-8528	USA(310)214-8529	Ralph Brackett, Chief Executive Officer	n/a
Small Business Computers of New England Inc.	PO Box 397	Amherst, New Hampshire	3031	United States	(603) 673-0228	USA(603)673-0767	Gene Calvano, President	n/a
Software Made Easy L.L.C.	14313 W 53rd Ter.	Shawnee, Kansas	66216-5190	United States	(913) 248-0050	USA(913)248-1631	Kimberly C. Lanners, Owner	n/a
Cykic Software Inc.	3665 Ruffin Rd., #310	San Diego, California	92123	United States	(858) 569-2900	USA(858)569-2909	Kit Gateley, Chief Executive Officer	Gordon Mote, Chief Financial Officer
Abelson Communications Inc.	43D Rocklyn Ave.	Lynbrook, New York	11563-2726	United States	(516) 596-9610	USA(516)596-9618	Glenn R. Abelson, President	n/a
Software Blueprints	11900 S.E. 15th St.	Vancouver, Washington	98684	United States	(360) 944-5447	n/a	Monica Moser, Partner	n/a
SynApps Software Inc.	2208 NW Market St., Ste. 500	Seattle, Washington	98107	United States	(206) 784-7085	USA(206)784-7125	Bruce Haley, President	n/a
Leader Technologies Inc.	4590 MacArthur Blvd., Ste. 500	Newport Beach, California	92660-2048	United States	(949) 757-1787	USA(949)757-1777	Nelson Greenwood, Partner	Jason Corley, Accounting Manager
J and T Associates Inc.	738 Airport Blve	Ann Arbor, Michigan	48108-1674	United States	(734) 429-8360	n/a	John Vidolich, President	Todd Hayes, Vice President
Genesis Total Solutions Inc.	3411 Old Montgomery Hwy.	Birmingham, Alabama	35209-5603	United States	(205) 877-3228	USA(205)877-3224	William S. Miller, President	n/a
Saja Software Inc.	6735 Snead Ct.	Longmont, Colorado	80503-8342	United States	(303) 449-2969	USA(303)938-4015	Marcie Levine, President	n/a
CAFM Works Inc.	1815 Massachusetts Ave. STE 308	Cambridge, Massachusetts	2140	United States	(617) 492-1148	USA(617)492-4044	Eric Teicholz, President	n/a
User Group Inc.	168 N. Meramac Ave., #200	Clayton, Missouri	63105	United States	(573) 756-6344	(573)862-1519	Steven A. Epner, President	Barry Worth, Chief Financial Officer
Prism Software Corp.	23696 Birtcher	Lake Forest, California	92630-1769	United States	(949) 855-3100	USA(949)855-6341	E. Ted Daniels, Chief Executive Officer and President	Mike Cheever, Controller

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
General Systems	4422 Dunraven Dr.	Salt Lake City, Utah	84119-5971	United States	(360) 289-0900	USA(360)289-0909	Jackson D. Pemberton, President	Charlet C. Pemberton, Vice President
KD Consulting Group Inc.	5768 Fairridge Ln.	Hamilton, Ohio	45011	United States	(513) 887-0337	USA(513)887-0338	Kurt Johnson, President	Melissa Johnson, Vice President, Finance
Stone Mountain Applications Inc.	625 Old Norcross Rd., Ste. A	Lawrenceville, Georgia	30045	United States	(770) 496-5826	USA(770)493-4208	Terry L. Weaver, President	Ty Glenham, Chief Financial Officer
Epic Multimedia Inc. (South Burlington, Vermont)	PO Box 906	Williston, Vermont	05495-7166	United States	(802) 878-7441	USA(802)878-7530	Franklin B. Haselton, Chief Executive Officer and President	n/a
Computer Programmers Unlimited Inc.	500 Valence St.	New Orleans, Louisiana	70115-1638	United States	(504) 269-4492	n/a	Phillip Wagner, President	n/a
Type Solutions Inc.	91 Plaistow Rd.	Plaistow, New Hampshire	03865-1227	United States	(603) 382-6400	USA(603)382-6444	Sampo Kaasila, President	n/a
Giga Operations Corp.	3254 Adeline Street, Suite 230	Berkeley, California	94704	United States	(510) 528-8438	n/a	n/a	Bo Varga, President
HSR Interactive	420 Lexington Ave.	New York, New York	10170	United States	(212) 986-5257	n/a	Howard M. Schwartz, President	n/a
SEA Multimedia Ltd.	4 Harechev St.	Tel Aviv	67771	Israel	n/a	n/a	Tal Barnoach, Chairman of the Board	n/a
Data Assist Inc.	PO Box 26114	Columbus, Ohio	43226	United States	(614) 888-8088	USA(614)888-8072	Brian D. Lockrey, President	n/a
Protech Computer Group Inc.	428 Meadowrue Ln.	Batavia, Illinois	60510-2815	United States	(630) 879-1566	n/a	Phillip L. Mann, President	n/a
Earthquake Country Software	18771 Blythswood Dr.	Los Gatos, California	95030	United States	(408) 354-0922	n/a	Jim Morgan, President	n/a
Parse Inc.	PO Box 700	Hudson, Massachusetts	01749-0700	United States	(978) 568-0669	USA(978)568-8817	Russell B. Wheller Jr., Chief Executive Officer	n/a
Medical Documenting Systems Inc.	825 Victors Way, Ste. 350	Ann Arbor, Michigan	48108	United States	n/a	USA(734)480-0569	Cathy Gerzina, Vice President, Operations	n/a
Promula Development Corp.	3620 N High St., Ste. 301	Columbus, Ohio	43214	United States	(614) 263-5454	USA(614)263-5573	George E. Juras, President	n/a
Cognitronix (Poway, California)	13446 Poway Rd., Ste. 120	Poway, California	92064	United States	(858) 549-8955	USA(858)549-8955	Robert G. Frantz, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Bitwise Software International Inc.	21620 N 19th Ave., Ste. A-11	Phoenix, Arizona	85027	United States	(623) 582-4468	n/a	Jay Falconer, President and Finance Officer	n/a
RaceCom Inc.	555 W. Grenada Blvd., Ste. E-10	Ormond Beach, Florida	32174	United States	(904) 672-8088	USA(904)676-0308	J.R. Shepard, President	n/a
Philmont Software Mill	14 Maple Ave.	Philmont, New York	12565	United States	(518) 672-4890	(518)672-4743	Jesse Feller, Chief Executive Officer	n/a
HLE Systems Inc.	PO Box 4714	Overland Park, Kansas	66204-0714	United States	(913) 851-2222	USA(913)851-0874	Howard Eichenwald, President	n/a
Net+Effects Inc.	6475 Dwyer Ct.	San Jose, California	95120-2845	United States	(408) 324-1200	(408)997-1915	James S. Hunter, Partner	n/a
Worlds.com Inc.	1445 E. Putnam Ave.	Old Greenwich, Connecticut	6870	United States	(203) 409-2105	USA()-	Thom Kidrin, Chief Executive Officer and President	Christopher J. Ryan, Vice President, Finance
Synthonics Inc.	31324 Via Colinas, Ste. 106	Westlake Village, California	91362-6754	United States	(818) 707-6000	USA(818)707-6016	Charles S. Palm Phd., Chief Executive Officer and President	Louis Weiss, Chief Financial Officer
T.L.C. Communications Inc.	1045 Wildwood Blvd.SW	Issaquah, Washington	98027	United States	(425) 392-9592	n/a	Bob Liebscher, President	n/a
Belcastro Computer Services Inc.	120 Millcreek Rd.	Niles, Ohio	44446-3210	United States	(330) 652-1628	USA(330)652-1630	Nicholas M. Belcastro Sr., President	n/a
Frontier Pacific Mining Corp.	, 12 Water St., Ste. 301	Vancouver	V6B 1A5	Canada	n/a	n/a	Mohan Vulimiri, Chief Executive Officer and President	James Henning, Chief Financial Officer
Sky Shepard Inc.	PO Box 49	St. Marys, Iowa	50241	United States	(515) 297-2188	n/a	Ed Scharff, President	n/a
Automation Resources Inc.	PO Box 150307	Grand Rapids, Michigan	49515-0307	United States	(616) 364-7800	n/a	William Bedoian, President	n/a
Custom Systems and Support Inc.	2520 E Piedmont Rd.	Marietta, Georgia	30062	United States	(770) 977-5709	USA(770)578-8773	Max Hirsch, President	n/a
Los Altos Technologies Inc.	1381 Kildaire Farm Rd., Ste. 415	Cary, North Carolina	27511	United States	(919) 233-9889	USA(919)233-6761	Richard Mahn, Chief Executive Officer, President, Finance Officer	n/a
Greenview Data Inc.	PO Box 1586	Ann Arbor, Michigan	48106-1586	United States	(734) 996-1300	USA(734)996-1308	Theodore Green, President	n/a
Computer Organization System Inc.	9 Huron Way	Lawrenceville, New Jersey	8648	United States	(609) 771-6705	USA(609)530-0890	Bill Michaelson, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Patent Videos Inc.	19 Chenango St., Ste. 606	Binghamton, New York	13901	United States	(607) 722-6600	n/a	Mark Levy, President	n/a
FlexSoft Inc.	870 Market St., Ste. 488	San Francisco, California	94102	United States	(415) 362-1013	USA(415)362-1031	Marco A. Brown, Chief Executive Officer and President	n/a
ProHelp Systems Inc.	353 Westminster Ln.	Lilburn, Georgia	30047	United States	(770) 279-2008	USA(770)279-2511	Carey J. Horne, Chief Executive Officer and President	n/a
MC Squared	2727 Nacogdoches Rd.	San Antonio, Texas	78217	United States	(210) 824-4107	USA(210)824-4633	Malcolm Coon, President	n/a
B and B Software Inc. (Spokane, Washington)	9507 N Division, Ste. N	Spokane, Washington	99218	United States	(509) 465-4377	USA(509)465-4378	Russell D. Brown, Chief Executive Officer and President	Tammela L. Namet, Treasurer
FirstPlace Software Inc.	PO Box 3774	Joplin, Missouri	64804-3774	United States	(417) 781-3282	USA(417)781-3299	Brent A. Winters, President	n/a
Halter Capital Corp.	16910 Dallas Pkwy., Ste. 100	Dallas, Texas	75248	United States	(972) 248-1922	n/a	n/a	Doug L. Miller, Chief Financial Officer
FLEXquarters	581 W. 4th St.	Benson, Arizona	85602	United States	(602) 532-7019	n/a	Brad Waddell, President	n/a
Northwest Digital Software Inc.	61 Big Foot Rd.	Newport, Washington	99156-1797	United States	(509) 447-5631	USA(509)447-3753	Michael Mayfield, President	Barbara Mayfield, Chief Financial Officer
Storage Software Inc.	14 Salt Landing	Tiburon, California	94920-2247	United States	(415) 389-8940	n/a	Robert Boyden, President and Chief Financial Officer	n/a
Centerline Development Systems Inc.	145 Rosemary St., Ste. H	Needham, Massachusetts	02492-2408	United States	(781) 444-8000	USA(781)444-1146	Stephen Kaufer, Chief Executive Officer, President, Finance Officer	n/a
Third Coast Computer Inc.	PO Box 204028	Austin, Texas	78720-4028	United States	(512) 835-4994	n/a	n/a	Dwight G. Cole, President
Database Online Computing Systems Co.	555 Bryant St., Ste. 243	Palo Alto, California	94301	United States	(650) -	n/a	John Livingston, Managing Partner	n/a
Technological Systems Inc.	10250 N. Meridian Rd.	Pleasant Lake, Michigan	49272	United States	(517) 769-2290	USA(517)769-6250	Steven G. Penfold, Chief Executive Officer	n/a
Qdea	6331 Hilton Ct.	St. Paul, Minnesota	55115-6875	United States	(651) 779-0955	USA(651)779-8849	Hugh Sontag, President	n/a
Inductive Solutions Inc.	380 Rector Pl., Ste. 4A	New York, New York	10280	United States	(212) 945-0630	USA(212)945-0367	Roy S. Freedman, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
National A.I. Lab Inc.	2470 Windy Hill Rd. SE, Ste. 300	Smyrna, Georgia	30067-8620	United States	(770) 980-9646	n/a	Jim Williamson, President	Kay Williamson, Office Manager, Finance
Onyx Computing Inc.	10 Avon St.	Cambridge, Massachusetts	2138	United States	(617) 876-3876	USA(617)868-8033	Bojana Bosanac, President	n/a
TERA Technologies Inc.	3859 SW Hall Blvd.	Beaverton, Oregon	97005-2049	United States	(503) 643-4835	USA(503)526-0354	Nirmal Agarwal, President	n/a
Cyrona Software Ltd.	Crosbie Business Centre, Ossory	Dublin	n/a	Ireland	n/a	n/a	n/a	Ian Brennan, Director of Finance
CAM Software Inc.	PO Box 84059	Orem, Utah	84059	United States	(801) 225-0080	USA(801)225-0286	David W. Griffith, President	n/a
Warever Corp.	112 W. Business Park Dr.	Draper, Utah	84020-8989	United States	(801) 572-2555	USA(801)572-2444	Craig R. Hendricks, President	n/a
Information Advantage	713 W. Harrison St.	Kent, Washington	98032	United States	(253) 852-1638	USA(253)852-1896	Kay Cook, President	n/a
Apeiron	14902 Preston Rd, Ste. 212	Dallas, Texas	75240	United States	(972) 423-2276	USA(972)423-2276	n/a	n/a
Descartes Systems NRM Inc.	2633 N Innsbruck Dr., Ste. D	St. Paul, Minnesota	55112	United States	(651) 633-4251	USA(651)631-9029	Peter J. Schwartz, Chief Executive Officer, Chairman of the Board	n/a
WexTech Systems Inc.	400 Columbus Ave.	Valhalla, New York	10595	United States	(914) 741-9700	USA(914)741-9768	Steven Wexler, President	Audra Davis, Chief Financial Officer
Sigma Software Research	4260 Pine Vista Blvd.	Alpharetta, Georgia	30022	United States	(404) 992-0536	n/a	Robert E. Starr Jr., President and Chief Financial Officer	n/a
Windbase Software Inc.	PO Box 10115	Glendale, Arizona	85318-0015	United States	(505) 983-8755	n/a	David Bulmore, President	n/a
EMS Professional Software	4505 Buckhurst Ct.	Olney, Maryland	20832	United States	(301) 924-3594	n/a	Eric Engelmann, Owner	n/a
Midwest Computer Center Co.	PO Box 188	Johnston, Iowa	50131	United States	(515) 276-3387	USA(515)276-4962	Dennis D. Churchill, President	n/a
Communication Bridges	180 Harbor Dr., Ste. 216	Sausalito, California	94965	United States	(415) 454-5505	n/a	Jon L. Leland, President	n/a
Mediactive Inc.	485 Massachusetts Ave., 2nd Flr.	Arlington, Massachusetts	2474	United States	(781) 646-8155	(781)646-9030	Robert W. Graham, Partner	Joy N. Steinberg, Partner, Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Black Labs Inc.	250 Arapahoe Ave., Ste. 205	Boulder, Colorado	80302	United States	(303) 938-8580	USA(303)938-8546	Douglas Swartz, President	Phyllis Swartz, Treasurer and Secretary
Datapower Technology Inc.	324 Rindge Ave.	Cambridge, Massachusetts	02140-1906	United States	(617) 864-0455	(617)864-0458	Eugene Kuznetsov, President	n/a
Micro Map and CAD	17715 Canterbury Dr.	Monument, Colorado	80132	United States	(719) 487-1031	USA(719)487-1052	Randall George, Owner	n/a
Argent Resources Ltd.	PO Box 11604, Ste. 1680	Vancouver	V6B 4N9	Canada	n/a	n/a	Bernard Dewonck, President	n/a
Software Factory International	1223 Peoples Ave.	Troy, New York	12180	United States	(518) 276-2077	USA(518)276-6380	Iouri Vasylyk, President	n/a
Ohana Publishing	PO Box 240170	Honolulu, Hawaii	96824	United States	(808) 734-7301	USA(808)734-7301	John Alford, President	n/a
Constructive Solutions Inc.	5506 Mercedes Ave.	Dallas, Texas	75206-5822	United States	(214) 826-4327	USA(214)823-2819	Michael Smith, President	n/a
English Knowledge Systems Inc.	5525 Scotts Valley Dr.	Scotts Valley, California	95066	United States	(408) 438-6922	n/a	James H. Conklin, President	Kathryn Kay, Director of Marketing

Annex A.2: Top 1,000 Companies in Computer Programming

Annex A.2: Top 1,000 Companies by SIC Code 7372, Prepackaged Software

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Knowledge House Inc.	103 - 5670 Spring Garden Rd., St	Halifax	B3J 1H6	Canada	n/a	n/a	Dan Potter, Chief Executive Officer, Chairman of the Board	Gerard McInnis, Senior Vice President, Chief Financial Officer
Microsoft Corp.	1 Microsoft Way	Redmond, Washington	98052-6399	United States	(425) 882-8080	USA(425)936-7329	Steve Ballmer, Chief Executive Officer	John Connors, Senior Vice President, Chief Financial Officer
Oracle Corp.	500 Oracle Pkwy.	Redwood City, California	94065	United States	(650) 506-7000	USA(650)506-7200	Lawrence J. Ellison, Chief Executive Officer, Chairman of the Board	Jeffrey O. Henley, Executive Vice President, Chief Financial Officer
InfoVista S.A.	6 rue de la Terre de Feu, Courta	Les Ulis	91952	France	n/a	n/a	Alain Tinguad, Chief Executive Officer, Chairman of the Board	Alain Ries, President and Finance Officer
CB Technologies Inc.	1487 Dunwoody Dr.	West Chester, Pennsylvania	19380-1478	United States	(610) 889-7300	USA(610)993-8405	James Coyne, Chief Executive Officer	Warren Barratt, Chief Financial Officer
NTT Data Communications Systems Corp.	3-3-3 Toyosu, Koto-ku	Tokyo	135-6033	Japan	n/a	n/a	Tomeo Kanbayashi, Chairman of the Board	n/a
SAP AG	Neurottstrasse 16	Walldorf	69160	Germany	n/a	n/a	Hasso Plattner, Chief Executive Officer, Chairman of the Board	Werner Brandt, Chief Financial Officer
Parity TelTech	39 Broadway, 26th Fl.	New York, New York	10006	United States	(212) 514-5600	USA(212)514-5504	Frank Tantillo, Chief Executive Officer and President	Floyd Goldman, Vice President, Finance
Computer Associates International Inc.	1 Computer Associates Plz.	Islandia, New York	11749	United States	(631) 342-5224	USA(631)342-5329	Sanjay Kumar, Chief Executive Officer and President	Ira H. Zar, Executive Vice President, Chief Financial Officer
Getronics N.V.	PO Box 652	Amsterdam	1043 AJ	Netherlands	n/a	n/a	Cees van Luijk, Chief Executive Officer and President	Jan L. Docter, Chief Financial Officer
Health Care Data Systems Inc.	PO Box 608	DeWitt, New York	13214-0608	United States	(315) 446-7111	USA(315)362-5001	Brian Barboline, Vice President, General Manager	n/a
Saville Systems PLC	1 Van de Graaf Dr.	Burlington, Massachusetts	1803	United States	(781) 270-6500	USA(781)270-6501	Lynn J. Davis, Chief Executive Officer and President	Robert E. Switz, Senior Vice President, Chief Financial Officer
Infotec Development Inc.	7755 Center Ave.	Huntington Beach, California	92647-3084	United States	(714) 549-0460	USA(714)549-9683	Michael B. Alexander, Chief Executive Officer and President	Rudy Koczera, Chief Financial Officer
Oxford Molecular Group Inc.	11350 McCormick Rd., Executive P	Hunt Valley, Maryland	21030	United States	(410) 527-4500	USA(410)527-4599	Tony Marchington, Chief Executive Officer	n/a
Compuware Corp.	31440 Northwestern Hwy.	Farmington Hills, Michigan	48334-2564	United States	(248) 737-7300	USA(248)737-7108	Peter Karmanos Jr., Chief Executive Officer, Chairman of the Board	Laura L. Fournier, Senior Vice President, Finance and Treasurer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
CCC Information Services Group Inc.	444 Merchandise Mart, World Trad	Chicago, Illinois	60654-1005	United States	(312) 222-4636	USA(312)527-2298	Githesh Ramamurthy, Chief Executive Officer and President	Reid E. Simpson, Executive Vice President, Chief Financial Officer
Esselte Letraset USA	71 Clinton Rd.	Garden City, New Jersey	11530	United States	(516) 741-3200	USA(516)747-7476	Anders Igel, Chief Executive Officer	n/a
Tivoli Systems Inc.	9442 Capital of Texas Hwy. N, Ar	Austin, Texas	78759-7262	United States	(512) 436-8000	USA(512)794-0623	Jan Lindelow, Chief Executive Officer, Chairman of the Board	Michael J. Twomey, Senior Vice President, Chief Financial Officer
Baker Atlas	PO Box 1407	Houston, Texas	77251-1407	United States	(713) 625-4200	n/a	Gary Jones, President	n/a
Vetri Systems Inc.	50 W Big Beaver, Ste. 350	Troy, Michigan	48084-5202	United States	(248) 526-1800	n/a	Raju Venkatraman, President	n/a
Siebel Systems Inc.	2207 Bridgepointe Pky.	San Mateo, California	94404	United States	(650) 295-5000	USA(650)295-5111	Thomas M. Siebel, Chief Executive Officer, Chairman of the Board	Kenneth A. Goldman, Senior Vice President, Chief Financial Officer
PeopleSoft Inc.	4460 Hacienda Dr.	Pleasanton, California	94588-8618	United States	(925) 225-3000	USA(925)694-4444	Craig A. Conway, Chief Executive Officer and President	Kevin T. Parker, Senior Vice President, Chief Financial Officer
Telcordia Technologies Inc.	445 South St.	Morristown, New Jersey	07960-6438	United States	(973) 829-2000	USA(973)829-3172	Richard Smith, Chief Executive Officer	Ward Reed, Vice President, Chief Financial Officer
Societe Internationale de Telecommunications Aeronatiques	B.P. 31, 1216 Cointrin	Geneva	n/a	Switzerland	n/a	n/a	Ian Riddell, Chairman of the Board	Doug Anderson, Chief Financial Officer
Softlink International Ltd.	ABN 12 010 822 143 Softlink Hous	Shailer Park	QLD 423B	Australia	n/a	n/a	John A. Dunne, Managing Director	Jennifer A. Tuton, Director of Finance and Controller
Palm Inc.	5470 Great America Pkwy.	Santa Clara, California	95054	United States	(408) 878-9000	USA(408)878-2750	Carl J. Yankowski, Chief Executive Officer	Judy Bruner, Senior Vice President, Chief Financial Officer
BMC Software Inc.	2101 City West Blvd.	Houston, Texas	77042-2827	United States	(713) 918-8800	USA(713)918-8000	Robert E. Beauchamp, Chief Executive Officer and President	John W. Cox, Vice President, Chief Financial Officer
Ulysses Telemedia Networks	1300 Godward St. NE, Ste. 3200	Minneapolis, Minnesota	55413	United States	(612) 331-5558	USA(612)331-6500	Jack Hanna, Chief Executive Officer	n/a
Moldflow Proprietary Ltd.	259-261 Colchester Rd.	Kilsyth	3137	Australia	n/a	n/a	William Hicock, President	n/a
DST Systems Inc.	333 W 11th St.	Kansas City, Missouri	64105	United States	(816) 435-1000	USA(816)435-8618	Thomas A. McDonnell, Chief Executive Officer and President	Kenneth V. Hager, Vice President, Chief Financial Officer
Electronic Arts Inc.	209 Redwood Shores Pky.	Redwood City, California	94065	United States	(650) 628-1500	USA(650)628-1413	Lawrence F. Probst III, Chief Executive Officer, Chairman of the Board	E. Stanton McKee Jr., Executive Vice President, Chief Financial Officer

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myCFO Inc.	2025 Garcia Ave.	Mountain View, California	94043	United States	(650) 210-5000	USA(650)210-5010	Arthur Shaw, President	n/a
Internet Commerce Corp.	805 3rd Ave, 9th Fl.	New York, New York	10022-7513	United States	(212) 271-7640	(212)271-8580	G. Michael Cassidy, Chief Executive Officer and President	Walter M. Psztur, Chief Financial Officer
Cadence Design Systems Inc.	2655 Seeley Ave.	San Jose, California	95134	United States	(408) 943-1234	USA(408)943-0513	H. Raymond Bingham, Chief Executive Officer and President	William Porter, Senior Vice President, Chief Financial Officer
Adobe Systems Inc.	345 Park Ave.	San Jose, California	95110-2704	United States	(408) 536-6000	USA(408)537-6000	Bruce Chizen, Chief Executive Officer and President	Murray Demo, Senior Vice President, Chief Financial Officer
Edgewater Technology Inc.	20 Harvard Mill Sq.	Wakefield, Massachusetts	01880-6133	United States	(781) 246-3343	USA(781)246-5903	Shirley Singleton, Chief Executive Officer and President	Terry C. Bellora, Chief Financial Officer
VERITAS Software Corp.	1600 Plymouth St.	Mountain View, California	94043	United States	(650) 527-8000	USA(650)335-8050	Gary Bloom, Chief Executive Officer and President	Kenneth E. Lonchar, Senior Vice President, Chief Financial Officer
eMotion Inc.	2600 Park Tower Dr., Ste. 600	Vienna, Virginia	22180	United States	(703) 207-4800	USA(703)207-4901	Robert Griffin, Chief Executive Officer and President	Jeffrey Haslow, Vice President, Chief Financial Officer
Logica PLC	Stephenson House, 75 Hampstead R	London	NW1 2PL	United Kingdom	n/a	n/a	Frank Barlow, Chairman of the Board	Andrew F. Given, Director of Finance
Sector Communications Inc.	7601 Lewinsville Rd., Ste. 250	McLean, Virginia	22102	United States	(703) 761-1500	USA(703)761-9790	Theodore J. Georgelas, Chief Executive Officer and President	n/a
Novell Inc.	1800 S Novell Pl.	Provo, Utah	84606	United States	(801) 861-7000	USA(801)228-7077	Eric Schmidt, Chief Executive Officer, Chairman of the Board	Dennis R. Raney, Executive Vice President, Chief Financial Officer
CMG PLC	Parnell House, 25 Wilton Rd.	London	SW1V 1LW	United Kingdom	n/a	n/a	Cornelius Stutterheim, Chairman of the Board	David Robbie, Director of Finance
Gemplus International SA	Aerogolf Ctr., 1 Hohenhof	Senningerberg	2633	Luxembourg	n/a	n/a	Antonio M. Perez, Chief Executive Officer and President	Steven J. Gomo, Executive Vice President, Chief Financial Officer
i2 Technologies Inc.	1 i2 Place 11701 Luna Rd.	Dallas, Texas	75234	United States	(469) 357-1000	USA(214)860-6060	Sanjiv S. Sidhu, Chief Executive Officer, Chairman of the Board	William M. Beecher, Executive Vice President, Chief Financial Officer
Amdocs Ltd.	1390 Timberlake Manor Pkwy.	Chesterfield, Missouri	63017	United States	(314) 212-7000	(314)212-7500	Bruce K. Anderson, Chief Executive Officer, Chairman of the Board	Robert A. Minicucci, Chief Financial Officer
Intuit Inc.	2535 Garcia Ave.	Mountain View, California	94043	United States	(650) 944-6000	USA(650)944-3699	Stephen M. Bennett, Chief Executive Officer and President	Greg J. Santora, Senior Vice President, Chief Financial Officer
CSK Software	Shinjuku Sumitomo Bldg., 2-6-1,	Shinjuku-ku, Tokyo	163-0227	Japan	n/a	n/a	Yoshiji Fukushima, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
SAS Institute Inc.	SAS Campus Dr.	Cary, North Carolina	27513-2414	United States	(919) 677-8000	USA(919)677-4444	James H. Goodnight, Chief Executive Officer, President, Chairman of the Board	Greyson Quarles, Vice President, Finance
J.D. Edwards and Co.	1 Technology Way	Denver, Colorado	80237	United States	(303) 334-4000	USA(303)334-4673	C. Edward McVaney, Chief Executive Officer, President, Chairman of the Board	Richard E. Allen, Executive Vice President, Chief Financial Officer
Spire Software	338 Church Rd.	Milford, New Jersey	8848	United States	(908) 995-7818	USA(908)995-7840	Paul Zucker, Owner	n/a
Sybase Inc.	6475 Christie Ave.	Emeryville, California	94608	United States	(510) 922-3500	USA(510)922-3210	John S. Chen, Chief Executive Officer, President, Chairman of the Board	Pieter A. Van der Vorst, Vice President, Chief Financial Officer
Autodesk Inc.	111 McInnis Pkwy.	San Rafael, California	94903	United States	(415) 507-5000	USA(415)507-5100	Carol A. Bartz, Chief Executive Officer, President, Chairman of the Board	Steve Cakebread, Senior Vice President, Chief Financial Officer
Informix Corp.	4100 Bohannon Dr.	Menlo Park, California	94025	United States	(650) 926-6300	USA(650)926-6593	Peter Gyenes, Chief Executive Officer, President, Chairman of the Board	Jamie Arnold, Chief Financial Officer
Parametric Technology Corp.	140 Kendrick St.	Needham, Massachusetts	2494	United States	(781) 370-5000	USA(781)370-6000	C. Richard Harrison, Chief Executive Officer and President	Edwin J. Gillis, Executive Vice President, Chief Financial Officer
Parametric Technologies Corp.	140 Kendrick St.	Needham, Massachusetts	2494	United States	(781) 398-5000	USA(781)398-6000	C. Richard Harrison, Chief Executive Officer and President	Edwin J. Gillis, Executive Vice President, Finance and Treasurer
I.D. Systems Inc.	One University Plz.	Hackensack, New Jersey	7601	United States	(201) 670-9000	(201)677-3802	Jeffrey Jagid, Chief Executive Officer	Ned Mavrommatis, Chief Financial Officer
Intec Inc.	5-5 Ushijima-Shinmachi	Toyama City	930-8577	Japan	n/a	n/a	Tetsuo Nakao, Chairman of the Board	n/a
Hitachi Information Systems Ltd.	1-16-5 Dogenzaka, Shibuya-ku	Tokyo	150-8540	Japan	n/a	n/a	Akisuke Takasu, Chairman of the Board	n/a
Circadence Corp.	4888 Pearl East Cir., Ste. 101	Boulder, Colorado	80301	United States	(303) 938-1200	USA(303)938-1220	Michael J. Moniz, Chief Executive Officer and President	Charles Josenhans, Chief Financial Officer
Waterford Institute Inc.	1590 E 9400 S	Sandy, Utah	84093	United States	(801) 576-4900	USA(801)572-1667	Dusty Heuston, Chairman of the Board	n/a
ASI Corp.	48289 Fremont Blvd.	Fremont	94538-6522	Canada	n/a	n/a	Marcel Liang, Chief Executive Officer	Chris Kelly, Chief Financial Officer
Telelogic AB	Box 4128	SE-203 12 Malmö	n/a	Sweden	n/a	n/a	Anders Lidbeck, Chief Executive Officer and President	Hakan Tjarnemo, Chief Financial Officer
SegaSoft Networks Inc.	650 Townsend St., Ste. 650	San Francisco, California	94103-4908	United States	(415) 701-6580	n/a	Gary A. Griffiths, Chief Executive Officer and President	n/a

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OHM Systems Inc.	10250 Chester Rd.	Cincinnati, Ohio	45215	United States	(513) 771-0008	USA(513)771-0101	Suresh Anbil, President	n/a
First Ecom.com Inc.	80 Gloucester Rd, 19th Fl.	Wan Chai	n/a	Hong Kong	n/a	n/a	Gregory Pek, Chief Executive Officer and President	Ken Telford, Chief Financial Officer
Symantec Corp.	20330 Stevens Creek Blvd.	Cupertino, California	95014-2132	United States	(408) 253-9600	USA(408)253-3968	John W. Thompson, Chief Executive Officer, President, Chairman of the Board	Gregory Myers, Senior Vice President, Chief Financial Officer
SAP America Inc.	3999 Westchester Pike	Newtown Square, Pennsylvania	19073	United States	(610) 661-1000	(610)355-3106	Hasso Plattner, Chief Executive Officer	Werner Brandt, Chief Financial Officer
Rational Software Corp.	18880 Homestead Rd.	Cupertino, California	95014-0721	United States	(408) 863-9900	USA(408)863-4120	Paul Levy, Chairman of the Board	Timothy Brennan, Senior Vice President, Chief Financial Officer
Lotus Software for IBM	55 Cambridge Parkway	Cambridge, Massachusetts	02142-1295	United States	(617) 577-8500	USA(617)693-3899	Al Zollar, Chief Executive Officer and President	Karen Fukama, Senior Vice President, Chief Financial Officer
Network Associates Inc.	3965 Freedom Cir.	Santa Clara, California	95054	United States	(408) 308-9960	USA(408)970-9727	George Samenuk, Chief Executive Officer, President, Chairman of the Board	Stephen C. Richards, Chief Financial Officer
Baan USA Inc.	2191 Fox Mill Rd., Ste. 500	Herndon, Virginia	20171-3242	United States	(703) 234-6000	(703)234-6001	Susan Heystee, President	Peter Vos, Chief Financial Officer
MCBA Inc.	1500 Perimeter Pkwy., Ste. 400	Huntsville, Alabama	91203	United States	(256) 890-2000	(256)722-5710	John Harkins, Chief Executive Officer	Mike Gunnells, President, Chairman of the Board
iPlanet E-Commerce Solutions	901 San Antonio Rd.	Palo Alto, California	94303	United States	(650) 960-1300	USA(650)528-4124	Mark Tolliver, President and General Manager	Edward M. Saliba, Vice President, Finance and Operations
GE Global eXchange Services	100 Edison Park Dr.	Gaithersburg, Maryland	20878	United States	(301) 340-4000	USA(301)340-4351	Harvey F. Seegers, Chief Executive Officer and President	Candy Carson, Vice President, Finance
Moody's Corp.	99 Church St.	New York, New York	10007	United States	(212) 553-0300	n/a	Clifford Alexander Jr., Chairman of the Board	Jeanne Dering, Chief Financial Officer
Network Associates	3965 Freedom Cir.	Santa Clara, California	95054	United States	(408) 988-3832	USA(408)970-9727	William L. Larson, Chief Executive Officer, Chairman of the Board	Prabhat Goyal, Chief Financial Officer
Usko Ltd.	PO Box 1770	Rivonia	2128	South Africa	n/a	n/a	n/a	n/a
Geac Computer Corporation Ltd.	4100 Yonge St., Ste. 601, Yonge	Toronto	M2P 2G2	Canada	n/a	n/a	John E. Caldwell, Chief Executive Officer and President	Paul D. Birch, Chief Financial Officer
Cap Gemini N.V.	Daltonlaan 300, Postbus 2575	Utrecht	NL-3500	Netherlands	n/a	n/a	n/a	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Mynd Corp.	1 PMSC Ctr.	Blythewood, South Carolina	29016	United States	(803) 333-4000	USA(803)333-5544	G. Larry Wilson, Chief Executive Officer, President, Chairman of the Board	Timothy V. Williams, Executive Vice President, Chief Financial Officer
Vivendi Universal Interactive Publishing	19840 Pioneer Ave.	Torrance, California	90503	United States	(310) 793-0600	USA(310)793-0601	Hubert Joly, Chief Executive Officer	Luc Vanhal, Chief Financial Officer
NCS Pearson Inc.	11000 Prairie Lakes Dr.	Eden Prairie, Minnesota	55344-3857	United States	(612) 829-3203	USA(612)829-3167	David W. Smith, Chief Executive Officer	Jeffrey W. Taylor, Vice President, Chief Financial Officer
Activision Inc.	3100 Ocean Park Blvd.	Santa Monica, California	90405	United States	(310) 255-2000	USA(310)255-2100	Robert A. Kotick, Chief Executive Officer, Chairman of the Board	William J. Chardavoyne, Executive Vice President, Chief Financial Officer
Quark Inc.	1800 Grant St.	Denver, Colorado	80203	United States	(303) 894-8888	USA(303)772-7123	Fred Ebrahimi, Chief Executive Officer and President	Janice Knapp, Chief Financial Officer
Hudson Soft Ltd.	25 Central Way	Kirkland, Washington	98033-6157	United States	(425) 889-1200	USA(425)889-4466	N. Tsuji, President	Louis Moiani, Chief Operating Officer
Sterling Commerce Inc.	PO Box 8000	Dublin, Ohio	43016-2000	United States	(614) 793-7000	USA(614)793-4040	Mark Keiffer, Chief Executive Officer and President	Thomas H. Lowe, Chief Financial Officer
Ligature Software Inc.	257 Great Rd.	Acton, Massachusetts	1720	United States	(650) 588-8627	USA(650)588-6627	Randy Green, President	n/a
Total Control Products (Canada) Inc.	2700 Oxford Tower 10235-101 Str.	Edmonton	T5J 3G1	Canada	n/a	n/a	Neil Taylor, Chief Executive Officer and President	n/a
iLogistix	48301 Lakeview Blvd.	Fremont, California	94538	United States	(510) 656-8000	USA(510)438-9486	Marta E. Weinstein, Chief Executive Officer	William P. Downey, Chief Financial Officer
Mentor Graphics Corp.	8005 SW Boeckman Rd.	Wilsonville, Oregon	97070	United States	(503) 685-7000	USA(503)685-7704	Walden C. Rhines, Chief Executive Officer, Chairman of the Board	Tony Adrian, Vice President, Controller
MICROCADAM Inc.	2255 N Ontario St., Ste. 300	Burbank, California	91504	United States	(818) 253-2200	USA(818)253-2250	Hiroshi H. Hara, Chief Executive Officer	Jack Horgan, Senior Vice President, Treasurer
Sage Group PLC	Sage House, Benton Park Rd.	Newcastle-upon-Tyne	NE7 7LZ	United Kingdom	n/a	n/a	M. E. W. Jackson, Chairman of the Board	Paul Harrison, Director of Finance
Electronics For Imaging Inc.	303 Velocity Way	Foster City, California	94404	United States	(650) 357-3500	USA(650)357-3907	Fred Rosenzweig, President and Chief Operating Officer	Joseph Cutts, Chief Financial Officer
Informix Software Inc. Workstation Products Div.	16011 College Blvd.	Lenexa, Kansas	66219	United States	(913) 599-7100	n/a	n/a	Philip A. White, President
Learning Company Inc.	500 Redwood Blvd.	Novato, California	94947	United States	(415) 382-4400	(415)382-3299	Vance Diggins, Chief Executive Officer	n/a

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OptiSystems Solutions Ltd.	3B Netanyahu St.	Or Yehuda	60376	Israel	n/a	n/a	Gerry Frankel, Chief Executive Officer, Chairman of the Board	Lawrence Bergman, Chief Financial Officer
AT and T Software Solutions	32 Avenue of the Americas	New York, New York	10013	United States	(212) 387-5400	USA(908)658-7304	C. Michael Armstrong, Chief Executive, Chairman of the Board, Treasurer	Daniel E. Somers, Chief Financial Officer
SunGard Investor Accounting Systems	595 E Swedesford Rd.	Wayne, Pennsylvania	19087	United States	(610) 975-3000	n/a	James L. Mann, Chief Executive Officer, President, Chairman of the Board	Michael J. Ruane, Vice President, Chief Financial Officer
Advanced Chemistry Development Inc.	90 Adelaide St. W., Ste. 702	Toronto	M5H 3V9	Canada	n/a	n/a	Antony Williams, Director of Business Development	n/a
GTE Data Services Inc.	PO Box 290152	Temple Terrace, Florida	33687-0152	United States	(813) 978-5163	n/a	Don A. Hayes, President	n/a
WebMD Corp.	669 River Dr., Ctr. 2	Elmwood Park, New Jersey	7407	United States	(201) 703-3400	USA(201)703-3401	Martin Wygood, Chief Executive Officer, Chairman of the Board	Anthony Vuolo, Executive Vice President, Chief Financial Officer
Hyperion Solutions Corp.	1344 Crossman Ave.	Sunnyvale, California	94089	United States	(408) 744-9500	USA(408)744-0400	Jeffrey Rodek, Chief Executive Officer, Chairman of the Board	David W. Odell, Chief Financial Officer
Fuji Soft ABC Inc.	2-13-18 Okamoto, Kamakura City	Kanagawa	247-0072	Japan	n/a	n/a	Hiroshi Nozawa, Chairman of the Board	n/a
Oracle Corp. UK Ltd.	Oracle Parkway, Thames Valley Pa	Reading	RG6 1RA	United Kingdom	n/a	n/a	n/a	Norman Green, Director of Finance
NTT Software Corp.	223-1, Yamashita-cho Naka-ku Yok	Kanagawa Pref.	231-8554	Japan	n/a	n/a	Seishiro Tsuruho, Chief Executive Officer and President	n/a
Anteon Corp.	3211 Jermantown Rd., Ste. 700	Fairfax, Virginia	22030	United States	(703) 246-0200	USA(703)246-0294	Joseph M. Kampf, Chief Executive Officer and President	Carlton B. Crenshaw, Senior Vice President, Chief Financial Officer
Stanford Technology Group Inc.	300 Lakeside Ave., Ste. 2700	Oakland, California	94612-3540	United States	(510) 628-3790	(510)835-1325	Kirill Sheynkman, President	n/a
Netscape Communications Corp.	466 Ellis Street	Mountain View, California	94043-4042	United States	(650) 254-1900	n/a	James L. Barksdale, Chief Executive Officer and President	Peter L.S. Currie, Vice President, Chief Financial Officer
DynaVox Systems L.L.C.	2100 Wharton St., Ste. 400	Pittsburgh, Pennsylvania	15203	United States	(412) 381-4883	USA(412)381-5241	Tilden Bennett, President	Matthew Ripple, Controller
NEC Soft Ltd.	1-18-6 Shin-Kiba, Koto-ku	Tokyo	136-8608	Japan	n/a	n/a	Takaaki Seki, Chairman of the Board	n/a
Mentor Graphics Corp. Embedded Software Div.	880 Ridder Park Dr.	San Jose, California	95131	United States	(408) 487-7000	USA(408)487-7001	Greg Hinckley, President and Chief Operating Officer	n/a

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NCS Recognition Products Group	4401 W. 76 St.	Lincoln, Rhode Island	02865-1105	United States	(612) 830-9600	n/a	Russell Gullotti, Chief Executive Officer and President	n/a
iGATE Capital Corp.	Foster Plz.10, 680 Andersen Dr.	Pittsburgh, Pennsylvania	15220	United States	(412) 503-4450	(412)503-4490	Sunil Wadhvani, Chief Executive Officer, Chairman of the Board	Bruce E. Haney, Chief Financial Officer
Citrix Systems Inc.	6400 NW 6th Way	Ft. Lauderdale, Florida	33309	United States	(954) 267-3000	USA(954)267-3100	Mark B. Templeton, Chief Executive Officer and President	John P. Cunningham, Senior Vice President, Chief Financial Officer
Meitec Corp.	8-5-26 Akasaka, Minato-ku	Tokyo	107-0052	Japan	n/a	n/a	Kosuke Nishimoto, Chairman of the Board	n/a
Geac Enterprise Solutions	3701 Algonquin Rd., Ste. 600	Rolling Meadows, Illinois	60008	United States	(847) 590-0299	USA(847)590-0576	Ken Briddon, Chief Executive Officer	Thomas Pippy, Senior Vice President, Finance
THQ Inc.	27001 Agoura Rd., Ste. 325	Calabasas Hills, California	91301	United States	(818) 871-5000	USA(818)591-1615	Brian J. Farrell, Chief Executive Officer, President, Chairman of the Board	Fred A. Gysi, Senior Vice President, Chief Financial Officer
Oracle Corporation Japan	4-1 Kioi-cho, Chiyoda-ku	Tokyo	102-0094	Japan	n/a	n/a	Chikara Sano, Chairman of the Board	n/a
Creo Products Inc.	3700 Gilmore Way	Burnaby	V5G4M1	Canada	n/a	n/a	Amos Michelson, Chief Executive Officer	Michael Graydon, Chief Financial Officer
Avid Technology Inc.	One Park W	Tewksbury, Massachusetts	1876	United States	(978) 640-6789	USA(978)640-1366	David Krall, Chief Executive Officer and President	Paul Milbury, Senior Vice President, Chief Financial Officer
DATEV EG	n/a	n/a	n/a	n/a	n/a	n/a	Dipl-Betw (FH) Siegbert Rudolph, Chairman of the Board	n/a
Structural Dynamics Research Corp.	2000 Eastman Dr.	Milford, Ohio	45150-2400	United States	(513) 576-2400	USA(513)576-2922	William J. Weyand, Chief Executive Officer, Chairman of the Board	Jeffrey J. Vorholt, Vice President, Chief Financial Officer and Treasurer
Software Works! International	230 N. Maryland Ave.	Glendale, California	91206-4283	United States	(818) 500-1806	USA(818)244-4882	Bill Kilpatrick, President	n/a
ICL, Retail Systems Div.	5429 LBJ Fwy.	Dallas, Texas	75240	United States	(972) 457-9900	USA(972)457-2701	Peter Kelly, President	n/a
Fonix Corp.	1225 Eagle Gate Tower, 600 ES Te	Salt Lake City, Utah	84111	United States	(801) 328-8700	USA(801)328-8778	Thomas A. Murdock, Chief Executive Officer, Chairman of the Board	Roger D. Dudley, Executive Vice President, Chief Financial Officer
Systems and Computer Technology Corp.	4 Country View Rd.	Malvern, Pennsylvania	19355	United States	(610) 647-5930	USA(610)578-6700	Michael J. Emmi, Chief Executive Officer, President, Chairman of the Board	Eric Haskell, Senior Vice President, Chief Financial Officer
Novell Ireland Software Ltd.	Treasury Bldg., Lower Grand Cana	Dublin	n/a	Ireland	n/a	n/a	n/a	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Catalina Information Resources Div.	150 N. Clinton St.	Chicago, Illinois	60661	United States	(312) 726-1221	USA(312)474-2592	Gary Hill, Chief Executive Officer	Joe Duriett, President and Chief Financial Officer
Check Point Software Technologies Ltd. (Ramat Gan, Israel)	3A Jabotinsky St., Diamond Twr.	Ramat Gan	52520	Israel	n/a	n/a	Gil Shwed, Chief Executive Officer, President, Chairman of the Board	Eyal Desheh, Chief Financial Officer
Cyber Merchants Exchange	600 S Lake Ave., Ste. 405	Pasadena, California	91106	United States	(626) 793-5000	(626)793-5096	Frank Yuan, Chief Executive Officer, Chairman of the Board	Serena Kokjer-Greening, Chief Operating Officer
Computer Aid Inc.	1390 Ridgeview Dr.	Allentown, Pennsylvania	18104	United States	(610) 530-5000	USA(610)530-5299	Anthony Salvaggio, President	n/a
BroadVision Inc.	585 Broadway	Redwood City, California	94063	United States	(650) 261-5100	USA(650)261-5900	Pehong Chen, Chief Executive Officer, President, Chairman of the Board	Randall C. Bolten, Executive Vice President, Chief Financial Officer
Macdonald, Dettwiler And Associates Ltd.	13800 Commerce Pkwy.	Richmond	V6V 2J3	Canada	n/a	n/a	Daniel Friedmann, Chief Executive Officer and President	Anil Wirasekara, Executive Vice President, Chief Financial Officer
Umax-Data Systems Inc.	1-1 Yenfa 2nd Road, Science-Bas	Hsinchu	n/a	Taiwan	n/a	n/a	Frank Huang, Chairman of the Board	n/a
Commerce One Inc.	CarrAmerica Corporate Center, 44	Pleasanton, California	94588	United States	(925) 520-6000	USA(925)520-6060	Mark B. Hoffman, Chief Executive Officer, Chairman of the Board	Peter F. Pervere, Senior Vice President, Chief Financial Officer
TKC Corp.	2-1 Ageba-cho, Shinjuku-ku	Tokyo	162-8585	Japan	n/a	n/a	Masaharu Iizuka, Chairman of the Board	n/a
CSG Systems International Inc.	7887 E. Belleview Ave., Ste. 100	Englewood, Colorado	80111	United States	(303) 796-2850	USA(303)804-4088	Neal C. Hansen, Chief Executive Officer, Chairman of the Board	Peter Kalan, Vice President, Chief Financial Officer
MKC.Stat Corp.	2-37-5 Minami-Ohtsuka, Toshima-ku	Tokyo	170-0005	Japan	n/a	n/a	Junji Kitagawa, Chairman of the Board	n/a
Cognos Corp.	67 S. Bedford St., Ste. 100W	Burlington, Massachusetts	01803-5164	United States	(781) 229-6600	USA(781)229-9844	Ron Zambonini, Chief Executive Officer and President	Robert G. Ashe, Senior Vice President, Chief Financial Officer
Covalent Corp.	47436 Fremont Blvd.	Fremont, California	94538-6503	United States	(510) 683-3900	USA(510)683-6779	Charlie Askanas, President	Bill Schwarz, Vice President, Finance
Take-Two Interactive Software Inc.	575 Broadway, 6th Fl.	New York, New York	10012	United States	(212) 334-6633	USA(212)334-6644	Ryan A. Brant, Chairman of the Board	James H. David Jr., Chief Financial Officer
Environmental Systems Research Institute Inc.	380 New York St.	Redlands, California	92373-8100	United States	(909) 793-2853	USA(909)793-5953	Jack Dangermond, President	Laura Dangermond, Vice President
Vignette Corp.	901 S Mo Pac Expwy., Bldg. 3	Austin, Texas	78746-5776	United States	(512) 306-4300	USA(512)306-4500	Gregory A. Peters, Chief Executive Officer, Chairman of the Board	Joel G. Katz, Chief Financial Officer

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MERANT	9420 Key West Ave.	Rockville, Maryland	20850	United States	(301) 838-5000	USA(301)838-5432	Gary Greenfield, Chief Executive Officer and President	Ken Sexton, Senior Vice President, Chief Financial Officer
JavaSoftware	901 San Antonio Rd.	Palo Alto, California	94303	United States	(408) 343-1400	USA(650)960-9131	Alan Baratz, President	n/a
Aztec Technology Partners Inc.	50 Braintree Hill Office Pk., St	Braintree, Massachusetts	2184	United States	(781) 849-1702	USA(781)849-1802	Ira Cohen, President and Chief Operating Officer	Ross Weintraub, Chief Financial Officer
Multum Information Services Inc.	3200 Cherry Creek South Dr., Ste	Denver, Colorado	80209	United States	(303) 733-4447	USA(303)733-4434	Robert Schrier, Chief Executive Officer	Douglas Schrier, Chief Operating Officer and Chief Financial Officer
Syseca S.A.	66-68 avenue Pierre Brossolette	Malakoff Cedex	F-92247	France	n/a	n/a	Jean-Paul Lepeytre, Chairman of the Board	Olivier Aldrin, Director of Finance
CSFBdirect Inc.	PO Box 2062	Jersey City, New Jersey	7303	United States	(201) 308-2525	(201)413-5268	K. Blake Darcy, Chief Executive Officer	n/a
Avant! Corp.	46871 Bayside Pkwy.	Fremont, California	94538-6572	United States	(510) 413-8000	USA(510)413-8080	Gerald C. Hsu, Chief Executive Officer, President, Chairman of the Board	Sam Chang, Chief Financial Officer
O'PIN Systems Inc.	2600 Eagan Woods Dr., Ste. 400	Eagan, Minnesota	55121	United States	(612) 883-2888	USA(612)854-5256	Kevin Mitchell, President	Dennis M. Morstad, Finance and Administration Manager
Information Builders Inc.	2 Penn Plz.	New York, New York	10121-2898	United States	(212) 736-4433	USA(212)967-6406	Gerald Cohen, President	Harry Lerner, Vice President, Finance
Business Objects SA	157-159 Rue Anatole	Levallois-Perret	92309	France	n/a	n/a	Bernard Liautaud, Chief Executive Officer, President, Chairman of the Board	Clifton Weatherford Jr., Senior Vice President, Chief Financial Officer
USCS International Inc.	2969 Prospect Park Dr.	Rancho Cordova, California	95670	United States	(916) 636-4500	USA(916)636-5560	James C. Castle, Chief Executive Officer, Chairman of the Board	Douglas L. Shurtleff, Senior Vice President, Chief Financial Officer
Camino Software Systems Inc.	600 Hampshire Rd., Ste. 105	Westlake Village, California	91361	United States	(805) 370-3100	(805)370-3200	Walter Kornbluh, Chief Executive Officer	Stephen Crosson, Vice President, Treasurer
GeoQuest Systems Inc.	5599 San Felipe St., Ste. 1700	Houston, Texas	77056-2722	United States	(713) 513-2000	USA(713)513-2050	Thierry Pilenko, President	David Nicholls, Controller
IDX Systems Corp.	PO Box 1070	Burlington, Vermont	05402-1070	United States	(802) 862-1022	USA(802)862-6848	Richard E. Tarrant, Chief Executive Officer	John A. Kane, Vice President, Administration and Chief Financial Officer
Structural Dynamics Research Corp. (CAMAX Division)	4233 Lexington Ave. N	Arden Hills, Minnesota	55126-6198	United States	(651) 482-2365	USA(651)482-4349	Robert J. Majteles, Chief Executive Officer and President	n/a
Candle Corp.	201 N. Douglass	El Segundo, California	90245	United States	(310) 535-3600	USA(310)727-4287	Aubrey Chernick, Chief Executive Officer	Gary Rolfes, Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Telesoft S.p.A.	Via Ardeatina km 21.800, Localit	Roma	I-00134	Italy	n/a	n/a	Alfonso Graziani, Chairman of the Board	n/a
Lotus Development Ireland	Unit 12, Airways Industrial Esta	Dublin	n/a	Ireland	n/a	n/a	n/a	Michael Shelton, Director of Finance
Midway Games Inc.	3401 N California Ave.	Chicago, Illinois	60618	United States	(773) 961-2222	USA(773)961-1099	Neil D. Nicastro, Chief Executive Officer, President, Chairman of the Board	Harold H. Bach Jr., Executive Vice President, Chief Financial Officer
Foundation Software Inc.	150 Pearl Rd.	Brunswick, Ohio	44212-1116	United States	(330) 220-8383	USA(330)220-1443	Fred Ode, Chief Executive Officer, Chairman of the Board	Matthew J. Baumgartner, President
Capcom Company Ltd.	3-1-3 Uchi-Hiranomachi, Chuo-ku	Osaka	540-0037	Japan	n/a	n/a	Kenzo Tsujimoto, Chairman of the Board	n/a
Electronic Arts Ltd.	90 Heron Drive, Langley	Slough	SL3 8XP	United Kingdom	n/a	n/a	n/a	n/a
Inter-Tel Inc.	120 N 44th St., Ste. 200	Chandler, Arizona	85034-1826	United States	(602) 302-8900	n/a	Steven G. Mihaylo, Chief Executive Officer, President, Chairman of the Board	Kurt R. Kneip, Vice President, Chief Financial Officer
MegaChips Corp.	4-1-6 Miyahara, Yodogawa-ku	Osaka	532-0003	Japan	n/a	n/a	Masahiro Shindo, Chairman of the Board	n/a
Lawson Software Inc.	380 St. Peter St.	St. Paul, Minnesota	55102	United States	(651) 767-7000	USA(651)767-7141	John J. Coughlan, Chief Executive Officer and President	Robert Barbieri, Executive Vice President, Chief Financial Officer
SRA International Inc.	4300 Fair Lakes Ct.	Fairfax, Virginia	22033-4232	United States	(703) 803-1500	USA(703)803-1509	Ernest Volgenau, Chief Executive Officer and President	Stephen C. Hughes, Chief Financial Officer
Mercury Interactive Corp.	1325 Borregas Ave., Bldg. A	Sunnyvale, California	94089	United States	(408) 822-5200	USA(408)822-5300	Amnon Landan, Chief Executive Officer, President, Chairman of the Board	Sharlene Abrams, Vice President, Chief Financial Officer
Transaction Systems Architects Inc.	224 S 108th Ave., Ste. 7	Omaha, Nebraska	68154-2684	United States	(402) 334-5101	USA(402)390-8077	Larry G. Fendley, Chief Executive Officer	Dwight G. Hanson, Executive Vice President, Chief Financial Officer
Intermedia Interactive Software	3701 Market St., Ste. 840	Philadelphia, Pennsylvania	19104	United States	(215) 387-3059	USA(215)387-3049	Sahesh Shah, Chief Executive Officer	Ashesh Shah, Chairman of the Board, Finance Officer
Cornerstone Information Systems Inc. (Bloomington, Indiana)	308 Fountain Sq.	Bloomington, Indiana	47404	United States	(812) 330-4361	USA(812)335-1454	Mat Orrego, Chief Executive Officer and President	Huff Templeton, Chief Operating Officer and Chief Financial Officer
Gnugen Inc.	777 Poplar Ave.	Boulder, Colorado	80504	United States	(303) 440-9129	USA(303)440-9134	Jan Lorck, President	Peter Hollesen, Vice President
Attachmate Corp.	PO Box 90026	Bellevue, Washington	98009-1332	United States	(425) 644-4010	USA(425)747-9924	Frank W. Pritt, Chief Executive Officer, Chairman of the Board	Jeff Libby, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Ingenix	157 Church St. 25th Fl.	New Haven, Connecticut	6510	United States	(203) 781-5100	USA(203)624-7935	Kevin Pearson, Chief Executive Officer	Michael Davis, Chief Financial Officer
Dapsco Inc.	3110 Kettering Blvd.	Dayton, Ohio	45439	United States	(937) 294-5331	USA(937)293-9591	Jack Johnston, President and Chief Financial Officer	n/a
TXbase Systems Inc.	225 E. Beaver Creek St., Ste. 20	Richmond Hill	L4B 3P4	Canada	n/a	n/a	Ray Talwar, Chief Executive Officer and President	Brian Jackson, Chief Financial Officer
MerchantOnline.com Inc.	902 Clint Moore Rd., Ste. 144	Boca Raton, Florida	33487	United States	(561) 864-6000	(561)864-6010	Jmaes Degracia, Chief Executive Officer and President	James Gitnet, Chief Operating Officer
RM PLC	New Mill House, 183 Milton Park	Abingdon	OX14 4SE	United Kingdom	n/a	n/a	John P. Leighfield, Chairman of the Board	Mike D. Greig, Director of Finance
Counterpoint Systems Ltd.	144 Camden High St.	London	NW1 0NE	United Kingdom	n/a	n/a	n/a	n/a
Answerthink Inc.	1001 Brickell Bay Dr., Ste. 3000	Miami, Florida	33131	United States	(305) -	(305)-	Ted Fernandez, Chief Executive Officer, Chairman of the Board	John Brennan, Executive Vice President, Chief Financial Officer
724 Solutions Inc.	10 York Mills Road, 3rd Fl.	Toronto	M2P 2G4	Canada	n/a	n/a	John Sims, Chief Executive Officer	Karen Basian, Chief Financial Officer
Progress Software Corp.	14 Oak Park	Bedford, Massachusetts	1730	United States	(781) 280-4000	USA(781)280-4095	Joseph W. Alsop, Chief Executive Officer and President	Norman R. Robertson, Vice President, Chief Financial Officer
Computer Engineering and Consulting Ltd.	5-1-11 Higashihara, Zama City	Kanagawa	228-8567	Japan	n/a	n/a	Hirosato Iwasaki, Chairman of the Board	n/a
FileMaker Inc.	PO Box 58168	Santa Clara, California	95052-8168	United States	(408) 987-7000	USA(408)987-3931	Dominique Philippe Goupil, President	Bill Epling, Senior Vice President, Chief Financial Officer
DreamWorks Interactive	100 Universal City Plz. Bldg. 10	Universal City, California	91608	United States	(818) 733-7000	USA(818)695-7199	n/a	n/a
RSA Security Inc.	36 Crosby Dr.	Bedford, Massachusetts	1730	United States	(781) 301-5000	USA(781)301-5170	Arthur W. Coviello, Jr., Chief Executive Officer and President	John F. Kennedy, Senior Vice President, Chief Financial Officer
Ariba Inc.	807 11th Ave.	Sunnyvale, California	94089	United States	(650) 390-1000	USA(650)930-6300	Keith J. Krach, Chief Executive Officer, Chairman of the Board	Robert M. Calderoni, Executive Vice President, Chief Financial Officer
Eidos PLC	Wimbledon Bridge House, 1 Hartfi	London	SW19 3RU	United Kingdom	n/a	n/a	Ian Livingstone, Chairman of the Board	n/a
Intervoice-Brite Inc.	17811 Waterview Pky.	Dallas, Texas	75252	United States	(972) 454-8000	USA(972)454-8781	David W. Brandenburg, Chief Executive Officer	Rob-Roy J. Graham, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Founder Holdings Ltd.	1408 Cable TV Tower, 9 Hoi Shing	Hong Kong	n/a	Hong Kong	n/a	n/a	Wang Xuan, Chairman of the Board	Sammy Fung Man Yin, Director of Finance
Digital Solutions Inc. (Altoona, Pennsylvania)	4200 Industrial Park Dr.	Altoona, Pennsylvania	16601	United States	(814) 944-0405	USA(814)949-3307	Anthony Bambocci, Chief Executive Officer	James Faith, Chief Financial Officer
XOB Systems Inc.	9420 Key West Ave.	Rockville, Maryland	20850	United States	(301) 838-5000	USA(301)838-5432	Bing Yao, Chief Executive Officer and President	n/a
Medic Computer Systems Inc.	8601 Six Forks Rd., Ste. 300	Raleigh, North Carolina	27615-2963	United States	(919) 847-8102	USA(919)846-1555	Tom Skelton, Chief Executive Officer and President	Charles Lambert, Chief Financial Officer
Aspen Technology Inc.	10 Canal Park	Cambridge, Massachusetts	02141-2200	United States	(617) 949-1000	USA(617)949-1030	Lawrence B. Evans, Chief Executive Officer, Chairman of the Board	Lisa W. Zappala, Senior Vice President, Chief Financial Officer
Portal Software Inc.	10200 S De Anza Blvd.	Cupertino, California	95014	United States	(408) 572-2000	USA(408)572-2001	John E. Little, Chief Executive Officer	Jack L. Acosta, Vice President, Chief Financial Officer
StratosWare Corp.	1756 Plymouth Rd., Ste. 1500	Ann Arbor, Michigan	48105-1890	United States	(313) 996-2944	USA(313)996-2955	n/a	n/a
Industrial and Financial Systems IFS AB	Teknikringen 5	Linkoping	SE-583 30	Sweden	n/a	n/a	Bengt Nilsson, Chief Executive Officer and President	n/a
Macromedia Inc.	600 Townsend St.	San Francisco, California	94103-4945	United States	(415) 252-2000	USA(415)626-0554	Robert K. Burgess, Chief Executive Officer, Chairman of the Board	Elizabeth A. Nelson, Senior Vice President, Chief Financial Officer
Trilogy Software Inc.	6034 W Courtyard Dr.	Austin, Texas	78730	United States	(512) 794-5900	USA(512)794-8900	Joseph Liemandt, Chief Executive Officer and President	Patrick Kelly, Executive Vice President, Chief Financial Officer
ARCHIBUS Inc.	100 Franklin St., 8th Fl.	Boston, Massachusetts	02110-1515	United States	(617) 338-1011	USA(617)338-1012	Bruce K. Forbes, Chief Executive Officer and President	Wiseman Cho, Chief Financial Officer
Groupe Steria SCA	12 rue Paul Dautier, BP 58	Velizy Cedex	F-78142	France	n/a	n/a	Francois Enaud, Chairman of the Board	Patrick Deleau, Director of Finance
Nippon System Development Co Ltd.	1-11-4 Edobori, Nishi-ku	Osaka	550-0002	Japan	n/a	n/a	Shinichiro Uchikubo, Chairman of the Board	n/a
Ares S.A.	3-9 avenue de Norvege, BP 390	Courtaboeuf 1 Cedex	F-91959	France	n/a	n/a	Maurice Bourlier, Chairman of the Board	Jean-Jacques Salomon, Director of Finance
Techdata Italia SpA	Via Tolstoj 65	San Giuliano Milanese	I-20098	Italy	n/a	n/a	Karl Pohler, Chairman of the Board	Giulia Pedrazzini, Director of Finance
Peregrine Systems Inc. (San Diego, California)	3611 Valley Center Dr.	San Diego, California	92130	United States	(858) 481-5000	USA(858)481-1751	Stephen Gardner, Chief Executive Officer, Chairman of the Board	David A. Farley, Senior Vice President, Finance and Administration

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Bentley Systems Inc.	685 Stockton Dr.	Exton, Pennsylvania	19341-1136	United States	(610) 458-5000	USA(610)458-1060	Greg Bentley, Chief Executive Officer	Paul Lamporski, Chief Financial Officer
TIBCO Software Inc.	3165 Porter Dr.	Palo Alto, California	94304	United States	(650) 846-5000	USA(650)846-1005	Vivek Y. Ranadive, Chief Executive Officer, President, Chairman of the Board	Paul G. Hansen, Executive Vice President, Chief Financial Officer
Informix Software Inc.	4100 Bohannon Dr.	Menlo Park, California	94025	United States	(650) 926-6300	USA(913)599-8429	Robert Finnocchio, Chief Executive Officer	Jean Jean-Yves Demier, Chief Financial Officer
HK Systems Inc.	PO Box 1512	Milwaukee, Wisconsin	53201-1512	United States	(262) 860-7000	USA(262)860-7014	John W. Splude, Chief Executive Officer and President	John C. Hines, Vice President, Chief Financial Officer
DVCi Technologies	44 Whippany Rd.	Morristown, New Jersey	7960	United States	(973) 775-6700	USA(973)775-6701	George Valva, Chief Executive Officer	n/a
Eclipsys Corp.	777 E. Atlantic Ave.	Delray Beach, Florida	33483	United States	(561) 243-1440	USA(561)243-3503	Harvey J. Wilson, Chief Executive Officer, Chairman of the Board	Greg Wilson, Chief Financial Officer
Chesapeake System Solutions Inc.	10220 S Dolfield Rd.	Owings Mills, Maryland	21117	United States	(410) 356-6805	USA(410)356-7625	Peter C. Vogelberger, President and Chief Financial Officer	n/a
Elix Inc.	14 Commerce Place, 5th Fl.	Nuns' Island	H3E 1T5	Canada	n/a	n/a	François Rainville, Chief Executive Officer	Pierre Myrand, Chief Financial Officer
CMG Admiral Ltd.	403 London Rd.	Camberley	GU15 3HL	United Kingdom	n/a	n/a	Clay Brendish, Chairman of the Board	n/a
Hummingbird Ltd.	1 Sparks Ave.	North York	M2H 2W1	Canada	n/a	n/a	Fred Sorkin, Chief Executive Officer, Chairman of the Board	Inder P. S. Duggal, Chief Financial Officer
Datakom Austria GmbH	Wiedner Hauptstrasse 73	Wien	A-1042	Austria	n/a	n/a	n/a	Franz Schuller, Director of Finance
Programmer's Paradise	1157 Shrewsbury Ave.	Shrewsbury, New Jersey	7702	United States	(732) 389-0037	(732)460-9321	John Broderick, Chief Executive Officer	n/a
Jorge Vismara Consultants	3013 Yale Ave.	Marina Del Rey, California	90292	United States	(310) 827-8786	n/a	n/a	n/a
3Dfx Interactive Inc.	PO Box 790	Alviso, California	95002-0790	United States	(408) 935-4400	USA(408)262-8874	Alex Leupp, Chief Executive Officer and President	Richard A. Heddleson, Chief Financial Officer
NDS Group PLC	1 London Rd., Staines	Middlesex	TW18 4EX	United Kingdom	n/a	n/a	Abraham Peled, Chief Executive Officer and President	Richard Medlock, Chief Financial Officer
Clarify Inc.	2560 Orchard Pky.	San Jose, California	95131-1033	United States	(408) 965-7000	USA(408)965-7001	Anthony Zingale, Chief Executive Officer and President	Jan A. Praisner, Senior Vice President, Chief Financial Officer

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Remedy Corp.	1505 Salado Dr.	Mountain View, California	94043-1110	United States	(650) 903-5200	USA(650)903-9001	Lawrence L. Garlick, Chief Executive Officer, Chairman of the Board	Ron J. Fior, Vice President, Chief Financial Officer
Legato Systems Inc.	2350 W El Camino Real	Mountain View, California	94040	United States	(650) 210-7000	(650)210-7032	Louis C. Cole, Chairman of the Board	Andrew Brown, Chief Financial Officer
Interactive Systems and Management Corp.	1500 Cardinal Dr.	Little Falls, New Jersey	7424	United States	(973) 256-7633	USA(973)256-3382	Alexander Phillips, President	n/a
QStar Technologies Inc.	99 NE Elgin Pky., Ste. 37	Fort Walton Beach, Florida	32548	United States	(850) 243-0900	USA(850)243-4234	Riccardo Finotti, President	n/a
MicroStrategy Inc.	1861 International Dr.	Vienna, Virginia	22182-2700	United States	(703) 848-8600	USA(703)848-8610	Michael J. Saylor, Chief Executive Officer, President, Chairman of the Board	Eric F. Brown, President and Chief Financial Officer
Fujitsu Broad Solution and Consulting Inc.	4-15-33 Shibaura, Minato-ku	Tokyo	108-8531	Japan	n/a	n/a	Koichi Onoue, Chairman of the Board	n/a
Wonderware Corp.	100 Technology Dr.	Irvine, California	92618-2401	United States	(949) 727-3200	USA(949)727-3270	Joe Cowan, Chief Executive Officer and President	Bruce Duner, Senior Vice President, Chief Financial Officer
Atos Infogerance	Immeuble Ile de France, 3 place	Paris la Defense Cedex	F-92067	France	n/a	n/a	Francis Delacourt, Chairman of the Board	Arnaud Ruffat, Director of Finance
Bally Gaming International Inc.	6601 Bermuda Rd.	Las Vegas, Nevada	89119	United States	(702) 896-7700	USA(702)896-7770	Robert Miodumski, Chief Executive Officer	Robert Saxton, Chief Financial Officer
Epicor Software Corp.	195 Technology Dr.	Irvine, California	92618-2402	United States	(949) 585-4000	USA(949)585-4091	George Klaus, Chief Executive Officer	Lee Kim, Chief Financial Officer
Check Point Software Technologies Inc. (Redwood City, California)	3 Lagoon Dr., Ste. 400	Redwood City, California	94065	United States	(650) 628-2000	USA(650)654-4233	Gill Shwed, Chief Executive Officer and President	n/a
Square Company Ltd.	1-8-1 Shimo-Meguro, Meguro-ku	Tokyo	153-8688	Japan	n/a	n/a	Tomoyuki Takechi, Chairman of the Board	n/a
Bull HN Information Systems Italia S.p.A.	Via dei Laboratori Olivetti 79	Pregnana Milanese	I-20010	Italy	n/a	n/a	Bruno Pavesi, Chairman of the Board	Jean Paul Jorland, Director of Finance
HNC Software Inc.	5935 Cornerstone Ct. W	San Diego, California	92121-3728	United States	(858) 799-3881	USA(858)799-8006	John Mutch, Chief Executive Officer and President	Kenneth Saunders, Chief Financial Officer
Dendrite International Inc.	1200 Mt. Kemble Ave.	Morristown, New Jersey	07960-6797	United States	(973) 425-1200	USA(973)425-1919	John E. Bailye, Chief Executive Officer, Chairman of the Board	Michael G. Atieh, Executive Vice President, Chief Financial Officer
QAD Inc.	6450 Via Real	Carpinteria, California	93013	United States	(805) 684-6614	USA(805)684-1890	Karl F. Lopker, Chief Executive Officer	Kathleen M. Fisher, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Nippon Systemware Company Ltd.	31-11 Sakuragaoka-cho, Shibuya-k	Tokyo	150-8577	Japan	n/a	n/a	Naoto Tada, Chairman of the Board	n/a
Medical Information Technology Inc.	Meditech Cir.	Westwood, Massachusetts	02090-1542	United States	(781) 821-3000	USA(781)821-2199	Lawrence A. Polimeno, President and Chief Operating Officer	Barbara Manzolillo, Chief Financial Officer
Trend Micro Inc.	10101 N DeAnza Blvd., Ste. 200	Cupertino, California	95014	United States	(408) 257-1500	USA(408)257-2003	Steve Chang, Chief Executive Officer, Chairman of the Board	Mahendra Negi, Chief Financial Officer
Prologue Software Group	Z.A. de courtaboeuf 12, avenue d	Les Ulis Cedex	91943	France	n/a	n/a	Georges Seban, Chief Executive Officer, President, Chairman of the Board	Ramendra Das, Director of Finance
Enix Corp.	4-31-8 Yoyogi, Shibuya-ku	Tokyo	151-8544	Japan	n/a	n/a	Yasuhiro Fukushima, Chairman of the Board	Toshio Maekawa, Director of Finance
Custima International	6521 Arlington Blvd., Ste. 300	Falls Church, Virginia	22042-3009	United States	(703) 538-2920	USA(703)538-2944	Barry Capal, Chief Executive Officer	n/a
Efficient Networks Inc.	4849 Alpha Rd.	Dallas, Texas	75244	United States	(972) 852-1000	USA(972)852-1001	Bruce W. Brown, Chief Executive Officer and President	Jill S. Manning, Chief Financial Officer
webMethods Inc.	3930 Pender Dr.	Fairfax, Virginia	22030	United States	(703) 460-2500	USA(703)460-2599	Phillip Merrick, Chief Executive Officer and President	Mary Dridi, Chief Financial Officer
AMS Services Inc.	3 Waterside Crossing	Windsor, Connecticut	06095-1561	United States	(860) 602-6000	USA(860)602-6006	Loren Parsons, President	Joseph Herzog, Executive Vice President, Chief Financial Officer
Visio Division	2211 Elliott Ave.	Seattle, Washington	98121	United States	(206) 965-6000	USA(206)956-6001	Bob Muglia, Vice President	n/a
QS/1 Richmond	4202-E Park Place Ct.	Glen Allen, Virginia	23060-3328	United States	(804) 273-1000	USA(804)346-9994	Russ Weber, Manager	Jimmy Wilson, Controller
MSC Software Corp.	815 Colorado Blvd.	Los Angeles, California	90041-1777	United States	(323) 258-9111	USA(323)259-3838	Frank Perna Jr., Chief Executive Officer, Chairman of the Board	Louis A. Greco, Chief Financial Officer
Mincom Ltd.	193 Turbot St.	Brisbane	4000	Australia	n/a	n/a	Alan J. McElrea, Chief Executive Officer	n/a
DCS Group PLC	48 George St.	London	W1U 7DY	United Kingdom	n/a	n/a	R. W. I. Lodge, Chairman of the Board	J. Lees, Director of Finance
Eurologic Systems Inc.	1300 Massachusetts Ave.	Boxborough, Massachusetts	1719	United States	(978) 266-9224	USA(978)266-9228	John Maybury, President	Ray Driscoll, Chief Financial Officer
SmartForce Public Limited Co.	900 Chesapeake Dr.	Redwood City, California	94063	United States	(650) 817-5900	USA(650)817-5902	Gregory M. Priest, Chief Executive Officer and President	David C. Drummond, Executive Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Documentum Inc.	6801 Koll Center Pkwy.	Pleasanton, California	94566	United States	(925) 600-6800	USA(925)600-6850	Jeffrey A. Miller, Chief Executive Officer and President	Bob L. Corey, Chief Financial Officer
Internet Security Systems Inc.	6303 Barfield Rd.	Atlanta, Georgia	30328	United States	(404) 236-2600	USA(404)236-2626	Thomas E. Noonan, Chief Executive Officer, President, Chairman of the Board	Richard Macchia, Vice President, Chief Financial Officer
Great Plains Software Inc.	1701 SW 38th St.	Fargo, North Dakota	58103	United States	(701) 281-6500	USA(701)281-6868	Douglas J. Burgum, Chief Executive Officer, President, Chairman of the Board	Tami Reller, Vice President, Chief Financial Officer
Plaut AG	Moserstrasse 33A	Salzburg	A-5020	Austria	n/a	n/a	n/a	n/a
Borland Software Corp.	100 Enterprise Way	Scotts Valley, California	95066-3249	United States	(831) 431-1000	USA(831)431-4141	Dale Fuller, Chief Executive Officer and President	Frederick A. Ball, Senior Vice President, Chief Financial Officer
Acclaim Entertainment Inc.	1 Acclaim Plz.	Glen Cove, New York	11542-2709	United States	(516) 656-5000	USA(516)656-2040	Gregory E. Fischbach, Chief Executive Officer, President, Chairman of the Board	Gerard F. Agoglia, Chief Financial Officer
Savvis Communications Corp.	12851 Worldgate Dr.	Herndon, Virginia	20170	United States	(703) 234-8000	(703)234-8150	Robert A. McCormick, Chief Executive Officer, Chairman of the Board	David J. Frear, Executive Vice President, Chief Financial Officer
Cincom Systems Inc.	55 Merchant St.	Cincinnati, Ohio	45246-3732	United States	(513) 612-2000	USA(513)612-2300	Thomas M. Nies, Chief Executive Officer and President	Dan Vogel, Chief Financial Officer
Computer Associates PLC	Computer Associates House, 183-1	Slough	SL1 4AA	United Kingdom	n/a	n/a	n/a	D. Outram, Director of Finance
Data Kinetics Ltd.	2460 Lancaster Rd.	Ottawa	K1B 4S5	Canada	n/a	n/a	Bill Olders, President	n/a
Autosig Systems Inc.	4425 W Airport Fwy., Ste. 350	Irving, Texas	75062	United States	(972) 258-8033	USA(972)258-1412	Jerry Zvonecek, Chief Executive Officer and President	John Harrison, Chief Financial Officer
Bethesda Softworks	1370 Piccard Dr., Ste. 120	Rockville, Maryland	20850-4304	United States	(301) 926-8300	USA(301)926-8010	Vlatko Andonov, President	Constance Gachowski, Vice President, Finance
ROI Corp.	1825 Barrett Lakes Blvd., Ste. 2	Kennesaw, Georgia	30144	United States	(770) 517-4750	USA(770)517-4760	Charles Pecchio, Chief Executive Officer	Guy Wilcox, Chief Financial Officer
Oracle France S.A.	65 rue des Trois Fontanot	Nanterre	F-92732	France	n/a	n/a	Jimmy Anidjar, Chairman of the Board	Marie-Aude Devlin, Director of Finance
Sema S.p.A.	Viale Carlo Viola 76	Pont Saint Martin	I-11026	Italy	n/a	n/a	n/a	Giancarlo Vogliotti, Director of Finance
MSC Software Corp.	2 MacArthur Pl.	Santa Ana, California	92707	United States	(714) 540-8900	(714)784-4056	Frank Perna Jr., Chief Executive Officer	Lewis A. Greco, Chief Financial Officer

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Methods and Solutions Inc.	160 W Fort Lowell Rd.	Tucson, Arizona	85705	United States	(520) 888-1800	USA(520)888-7904	Judith S. Bliss, Chief Executive Officer	n/a
Business Matters Inc.	2421 Linden Ln.	Silver Spring, Maryland	20910-1230	United States	(301) 562-8228	(301)562-8232	Jackie L. Braitman, Chief Executive Officer and President	Musisi Robert Sembajwe, Controller
PureEdge	4396 West Saanich Rd.	Victoria	V8Z 3E9	Canada	n/a	n/a	Eric Jordan, Chief Executive Officer and President	David Matthews, Chief Financial Officer
Origin UK Ltd.	420-430 London Rd.	Croydon	CR9 3QR	United Kingdom	n/a	n/a	n/a	S. P. Williams, Director of Finance
Engage Inc.	100 Brickstone Sq., 2nd Fl.	Andover, Massachusetts	1810	United States	(978) 684-3884	USA(978)684-3636	Christopher Cuddy, Chief Executive Officer and President	Robert Bartlett, Executive Vice President, Chief Financial Officer
Apollo Travel Services Partnership	9700 W. Higgins Rd., Ste. 400	Rosemont, Illinois	60018	United States	(847) 518-4000	USA(847)518-4005	Paul Blackney, Chief Executive Officer and President	Paul Bristow, Chief Financial Officer
Applied Information Group	100 Market St.	Kenilworth, New Jersey	7033	United States	(908) 241-7007	USA(908)241-6411	Mitch Rubin, Finance Manager	n/a
CEGEDIM	116 rue d'Aguesseau, BP 405	Boulogne Billancourt Cedex	F-92103	France	n/a	n/a	Jean-Claude Labrune, Chairman of the Board	Pierre Marucchi, Director of Finance
SunGard Recovery Services L.P.	1285 Drummers Ln.	Wayne, Pennsylvania	19087	United States	(610) 341-8700	USA(610)341-8739	Jim Simmons, Chief Executive Officer, Chairman of the Board	Michael J. Ruane, Senior Vice President, Chief Financial Officer
Pixar Animation Studios	1200 Park Ave.	Emeryville, California	94608	United States	(510) 752-3000	USA(510)752-3151	Steven P. Jobs, Chief Executive Officer, Chairman of the Board	Ann Mather, Executive Vice President, Chief Financial Officer
SAP Labs Inc.	3475 Deer Creek Rd.	Palo Alto, California	94304	United States	(650) 849-4000	USA(650)849-4200	Hasso Plattner, Chief Executive Officer	n/a
Ardent Software Inc.	50 Washington St.	Westboro, Massachusetts	01581-1013	United States	(508) 366-3888	USA(508)366-3669	Peter Gyenes, Chief Executive Officer, President, Chairman of the Board	Charles F. Kane, Vice President, Chief Financial Officer
MRO Software Inc.	100 Crosby Dr.	Bedford, Massachusetts	1730	United States	(781) 280-2000	USA(781)280-2225	Norman E. Drapeau Jr., Chief Executive Officer and President	Peter Rice, Executive Vice President, Chief Financial Officer
Atlas Corp.	4-8 Kagurazaka, Shinjuku	Tokyo	162-0825	Japan	n/a	n/a	Naoya Harano, Chairman of the Board	n/a
NJK Corp.	4-8-2 Naka-Meguro, Meguro-ku	Tokyo	153-8641	Japan	n/a	n/a	Naoshi Tanimura, Chairman of the Board	n/a
Art Technology Group Inc.	25 1st. St., 2nd Fl.	Cambridge, Massachusetts	2144	United States	(617) 386-1000	USA(617)386-1111	Jeet Singh, Chief Executive Officer	Edward Terino, Senior Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Euriware	14 rue du Fort Saint Cyr, Actipo	St Quentin en Yvelines Ced	F-78067	France	n/a	n/a	Philip Loeb, Chairman of the Board	Andre Larrere, Director of Finance
EASE CT Solutions	5995 Windward Pkwy., Athq5500	Alpharetta, Georgia	30005-4184	United States	(404) 338-2241	USA(404)338-2242	Carlton Carden, Chief Executive Officer and President	Art Bottoms, Controller
Ubi Soft Entertainment	28 rue Armand Carrel	Montreuil sous Bois Cedex	F-93108	France	n/a	n/a	Yves Guillemot, Chairman of the Board	Alain Martinez, Director of Finance
Corel Corp.	1600 Carling Ave.	Ottawa	K1Z 8R7	Canada	n/a	n/a	Derek J. Burney, Chief Executive Officer and President	John Blaine, Executive Vice President, Chief Financial Officer
Psygnosis Ltd.	Napier Court, Stephenson Way, Wa	Liverpool	L13 1HD	United Kingdom	n/a	n/a	n/a	n/a
IONA Technologies PLC	The IONA Bldg., Shelbourne Rd.,	Dublin 4	n/a	Ireland	n/a	n/a	Barry Morris, Chief Executive Officer	Dan Demmer, Chief Financial Officer
Manugistics Group Inc.	2115 E Jefferson St.	Rockville, Maryland	20852-4999	United States	(301) 984-5000	USA(301)984-5370	Gregory J. Owens, Chairman of the Board	Raghavan Rajaji, Executive Vice President, Chief Financial Officer
CAPE Systems Inc.	100 Allentown Pky., Ste. 218	Allen, Texas	75002-4200	United States	(972) 359-1100	USA(972)359-1106	Peter Ayling, President	n/a
Wang Ltd.	86-88 Upper Richmond Rd.	London	SW15 2UR	United Kingdom	n/a	n/a	n/a	John Walker, Director of Finance
Computer Sentry Software Inc.	475 Metroplex Dr., Ste. 104	Nashville, Tennessee	3721137064	United States	(615) 837-9191	(615)790-9051	Dyrk Halstead, Chief Executive Officer	Tim Weatherington, Chief Technical Officer
Dr Materna GmbH	Vosskuhle 37	Dortmund	D-44141	Germany	n/a	n/a	n/a	n/a
Software Engineering of America Inc.	1230 Hempstead Tpke.	Franklin Sqaure, New York	11003-1121	United States	(516) 328-7000	USA(516)354-4015	Salvatore Simeone, Chief Executive Officer and President	John Chase, Chief Financial Officer
Systems Union Inc.	1 N Lexington Ave., 10th Fl.	White Plains, New York	10601-1722	United States	(914) 948-7770	USA(914)948-7399	Paul Coleman, Chief Executive Officer and President	Bou VanKuyk, Chief Financial Officer
BNA Software	1231 25th St., NW	Washington, DC	20037	United States	(202) 728-7962	USA(202)728-7964	Paul Wojcik, Chief Executive Officer and President	George Korphage, Executive Vice President, Chief Financial Officer
Crystal Decisions	840 Cambie St.	Vancouver	V6B 4J2	Canada	n/a	n/a	Greg Kerfoot, President and Chief Operating Officer	n/a
SAP Schweiz AG	Leugenestrasse 6	Biel	CH-2500	Switzerland	n/a	n/a	Dietmar Hopp, Chairman of the Board	Marc Kraher, Director of Finance

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Ubi Soft Entertainment Inc.	625 Third St., 3rd Fl.	San Francisco, California	94107	United States	(415) 547-4000	USA(415)547-4001	Laurent Detoc, Vice President	Jennice Chiu, Controller
CAD Consulting USA	27175 Los Arboles	Carmel, California	93923	United States	(831) 262-0102	USA(831)264-6912	Horst Allwermann, President, Director of Marketing	n/a
Santa Cruz Operation Inc.	PO Box 1900	Santa Cruz, California	95061-1900	United States	(831) 425-7222	USA(831)458-4227	Douglas L. Michels, Chief Executive Officer	Randy Bresee, Senior Vice President, Chief Financial Officer
Entrust Technologies Inc.	4975 Preston Park Blvd., Ste. 40	Plano, Texas	75093-3614	United States	(972) 943-7300	USA(972)943-7305	F. William Connor, Chief Executive Officer and President	David L. Thompson, Executive Vice President, Chief Financial Officer
Rebus Group PLC	Cutlers Court, 115 Houndsditch	London	EC3A 7BR	United Kingdom	n/a	n/a	Harold Cottam, Chairman of the Board	Tim Score, Director of Finance
Indus International Inc.	60 Spear St.	San Francisco, California	94105-1506	United States	(415) 904-5000	USA(415)904-5050	Kent O. Hudson, Chief Executive Officer and President	J. Michael Highland, Executive Vice President, Chief Financial Officer
CA Computer Associates GmbH	Marienburgstr 35	Darmstadt	D-64297	Germany	n/a	n/a	n/a	Darel Casey, Director of Finance
Phoenix Technologies Ltd.	411 E Plumeria Dr.	San Jose, California	95134	United States	(408) 570-1000	USA(408)570-1001	Albert E. Sisto, Chief Executive Officer and President	John M. Greeley, Senior Vice President, Chief Financial Officer
SuSE Linux AG	Schanzackerstr.10	Nuernberg	D-90443	Germany	n/a	n/a	Roland Dryoff, Managing Director	n/a
Atos Integration	18 av d'Alsace, Tour les Miroirs	Paris La Defense Cedex	F-92926	France	n/a	n/a	n/a	Gilles Arditi, Director of Finance
eSpeed Inc.	One World Trade Center, 103 Fl.	New York, New York	10048	United States	(212) 938-3773	n/a	Howard Lutnick, Chief Executive Officer, Chairman of the Board	Jeffrey Goldflam, Senior Vice President, Chief Financial Officer
Insession Technologies Inc.	218 S 108th Ave.	Omaha, Nebraska	68154	United States	(402) 333-3322	USA(402)333-9725	Anthony J. Parkinson, Chief Executive Officer and President	Matthew R. McKain, Vice President, Chief Financial Officer
Thomson Financial Portfolio Solutions	22 Thomson Pl.	Boston, Massachusetts	2210	United States	(617) 856-2727	n/a	Jon Underhill, President	Annamarie Rogers, Chief Operating Officer
Pencom Systems Inc.	40 Fulton St., 28th Fl.	New York, New York	10038	United States	(212) 513-7777	USA(212)227-1854	Wade Saadi, President	n/a
DST Innovis Inc.	101020 Sun Center Dr.	Rancho Cordova, California	95670-6184	United States	n/a	USA(916)636-5645	Michael F. McGrail, President	Susan Dell, Vice President, Administration
SPSS Inc.	233 S Wacker Dr., Fl. 11	Chicago, Illinois	60606	United States	(312) 651-3000	USA(312)651-3668	Jack Noonan, Chief Executive Officer and President	Edward Hamburg, Executive Vice President, Finance and Operations

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Koei Company Ltd.	1-18-3 Minowa-cho, Kohoku-ku	Yokohama	223-8503	Japan	n/a	n/a	Yoichi Erikawa, Chairman of the Board	n/a
Inet Technologies Inc.	1500 N Greenville Ave.	Richardson, Texas	75081	United States	(469) 330-4000	USA(469)330-4001	Elie S. Akilian, Chief Executive Officer and President	Jeffrey A. Kupp, Vice President, Chief Financial Officer
MAPICS Inc.	1000 Windward Concourse Pkwy.	Alpharetta, Georgia	30005	United States	(678) 319-8000	USA(678)319-8467	Richard C. Cook, Chief Executive Officer and President	William J. Gilmour, Chief Financial Officer, Treasurer
Global Graphics S.A	277 Castro St.	Mountain View, California	94041-1203	United States	(650) 961-9009	n/a	Johan Volckaerts, Chief Executive Officer	Jim Freidah, Chief Operating Officer
Societa Interbancaria per l'Automazione SIA S.p.A.	Viale Certosa 218	Milano	I-20156	Italy	n/a	n/a	Roberto Mori, Chairman of the Board	Marco Rossi, Director of Finance
Teacher Support Software Inc.	3542 NW 97th Blvd.	Gainesville, Florida	32606	United States	(904) 332-6404	n/a	Joseph Domenich, Chief Executive Officer and President	Janet Rodel, Accountant
JDA Software Group Inc.	14400 N 87th St.	Scottsdale, Arizona	85260-3649	United States	(480) 308-3000	USA(480)308-3001	James D. Armstrong, Chief Executive Officer	Kristen L. Magnuson, Senior Vice President, Chief Financial Officer
Microsoft France	18 av du Quebec, Zone Artisanale	Les Ulis Cedex	F-91957	France	n/a	n/a	n/a	Philippe Pretat, Director of Finance
Vitria Technology Inc.	945 Stewart Dr.	Sunnyvale, California	94086	United States	(408) 212-2700	USA(408)212-2720	JoMei Chang, Chief Executive Officer and President	Paul R. Auvil III, Chief Financial Officer
Luminant Worldwide Corp.	13737 Noel Rd., Ste. 1400	Dallas, Texas	75240	United States	(972) 581-7000	USA(972)581-7002	James R. Corey, Chief Executive Officer and President	Tom Bevivino, Chief Financial Officer
RWD Technologies Inc.	10480 Little Patuxent Pky., Ste.	Columbia, Maryland	21044	United States	(410) 730-4377	USA(410)964-0039	Robert W. Deutsch, Chief Executive Officer, Chairman of the Board	Robert T. O'Connell, Senior Vice President, Chief Financial Officer
Surado Solutions Inc.	2060 Chicago Ave., Ste. C5	Riverside, California	92507	United States	(909) 682-4895	USA(909)682-3846	Sundip Doshi, Chief Administrative Officer	n/a
Manhattan Associates Inc.	2300 Windy Ridge Pky., Ste. 700	Atlanta, Georgia	30339	United States	(770) 955-7070	USA(770)955-0302	Richard M. Hadrill, Chief Executive Officer and President	Thomas Williams, Chief Financial Officer, Treasurer
Interwoven Inc.	1195 W. Fremont Ave., Ste. 2000	Sunnyvale, California	94087-3825	United States	(408) 774-2000	USA(408)774-2002	Martin Brauns, Chief Executive Officer and President	David Allen Sr., Vice President, Chief Financial Officer
Brio Technology Inc.	4980 Great America Pky.	Santa Clara, California	95054	United States	(408) 496-4700	USA(408)496-7420	Craig Brennan, Chief Executive Officer and President	Tara MacDuff, Executive Vice President, Chief Financial Officer
MetaSolv Software Inc.	5560 Tennyson Pky.	Plano, Texas	75024	United States	(972) 403-8300	USA(972)403-8333	James Janicki, Chief Executive Officer and President	Glen A. Etherington, Chief Financial Officer

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Right FAX Inc.	6303 E. Tanguo Verde Rd., Ste. 1	Tucson, Arizona	85715	United States	(520) 320-7000	USA(520)321-7456	Bradley Feder, President	n/a
QuadraMed Corp.	22 Pelican Way	San Rafael, California	94901-5545	United States	(415) 482-2100	USA(415)482-2110	Lawrence P. English, Chief Executive Officer	Mark N. Thomas, Chief Financial Officer
Frontstep Inc.	2800 Corporate Exchange Dr.	Columbus, Ohio	43231	United States	(614) 523-7000	USA(614)895-2504	Stephen A. Sasser, Chief Executive Officer and President	Daniel P. Buettin, Vice President, Chief Financial Officer
Marketing Services Group, Inc.	333 7th Ave, 20th Fl.	New York, New York	10001-5004	United States	(917) 339-7100	USA(917)339-7111	Jeremy Barbera, Chief Executive Officer, Chairman of the Board	Rudy Howard, Chief Financial Officer
Radiant Systems Inc.	3925 Brookside Pkwy.	Alpharetta, Georgia	30022	United States	(770) 576-6000	USA(770)754-7790	Erez Goren, Chief Executive Officer, Chairman of the Board	John H. Heyman, Executive Vice President, Chief Financial Officer
Informatica Corp.	3350 West Bayshore Rd.	Palo Alto, California	94303-4238	United States	(650) 687-6200	USA(650)687-0040	Gaurav Dhillon, Chief Executive Officer	Earl Fry, Senior Vice President, Chief Financial Officer
Software.com Inc.	525 Anacapa St.	Santa Barbara, California	93101-1603	United States	(805) 882-2470	USA(805)882-2473	John L. MacFarlane, Chief Executive Officer	Thomas D. Pickett, Chief Financial Officer
Eidos Interactive Inc.	651 Brannan St., 4th Fl.	San Francisco, California	94107	United States	(415) 547-1200	USA(415)547-1203	Robert K. Dyer, President	Kevin Weston, Chief Financial Officer
Micromuse Inc.	139 Townsend St.	San Francisco, California	94107	United States	(415) 538-9090	USA(415)538-9091	Greg Brown, Chief Executive Officer, Chairman of the Board	David Wiser, Senior Vice President, Finance
MYOB Ltd.	PO Box 371	Blackburn	VIC 3130	Australia	n/a	n/a	Craig Winkler, Chief Executive Officer	Lesley Fairhall, Controller
ACI Worldwide Inc.	330 S 108th Ave.	Omaha, Nebraska	68154-2684	United States	(402) 390-7600	USA(402)330-1528	Mark Vipond, President	Greg Duman, Executive Vice President, Chief Financial Officer
ONYX Software Corp.	3180 139th Ave. SE, Ste. 500	Bellevue, Washington	98005-4091	United States	(425) 451-8060	USA(425)990-3343	Brent Frei, Chief Executive Officer, Chairman of the Board	Amy Kelleran, Chief Financial Officer
Lightbridge Inc.	67 S Bedford St.	Burlington, Massachusetts	1803	United States	(781) 359-4000	USA(781)359-4500	Pamela D. Reeve, Chief Executive Officer and President	Harlan B. Plumley, Vice President, Chief Financial Officer
Rainbow Technologies Inc.	50 Technology Dr.	Irvine, California	92618	United States	(949) 450-7350	(949)753-9507	Walter W. Straub, Chief Executive Officer and President	Patrick E. Fevery, Vice President, Chief Financial Officer
Titus Interactive S.A.	12 rue Enrico Fermi, Parc de l'E	Lagny sur Marne Cedex	F-77462	France	n/a	n/a	Herve Caen, Chairman of the Board	Eric Levy, Director of Finance
VA Linux Systems Inc.	47071 Bayside Pkwy.	Fremont, California	94538	United States	(510) 687-7000	(510)266-8833	Larry M. Augustin, Chief Executive Officer and President	Todd B. Schull, Chief Financial Officer

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CCC Information Services Inc.	444 Merchandise Mart Plz.	Chicago, Illinois	60654-1005	United States	(312) 222-4636	USA(312)527-5482	Githesh Ramamurthy, Chief Executive Officer and President	Reid Simpson, Executive Vice President, Finance
DNASTAR Inc.	1228 S Park St.	Madison, Wisconsin	53715	United States	(608) 258-7420	USA(608)258-7439	Frederick R. Blattner, President	James Hartley, Chief Financial Officer
Bristol Babcock Inc.	1100 Buckingham St.	Watertown, Connecticut	6795	United States	(860) 945-2200	USA(860)945-2213	Gregory A. Altman, President	Richard Kaminski, Chief Financial Officer
Computer Curriculum Corp.	1287 Lawrence Station Rd.	Sunnyvale, California	94089	United States	(408) 745-6270	USA(408)745-0285	Ronald Fortune, Chief Executive Officer and President	n/a
Crowe Chizek	PO Box 7	South Bend, Indiana	46624	United States	(219) 232-3992	USA(219)236-8612	James H. Naus, Partner	n/a
SAP France S.A.	57/59 blvd Malesherbes	Paris	F-75008	France	n/a	n/a	Leo Apotheker, Chairman of the Board	Alain Martinez, Director of Finance
Fairhaven Software Products Inc.	PO Box 40087	New Bedford, Massachusetts	2744	United States	(508) 994-6464	USA(508)994-6465	Tom Joseph, President	n/a
LAWTRAC Development Corp.	185 Montague St., 12th Fl.	Brooklyn, New York	11201-3608	United States	(718) 643-9200	(718)643-9210	Frank Orzo, President	n/a
Datastream Systems Inc.	50 Datastream Plz.	Greenville, South Carolina	29605	United States	(864) 422-5001	USA(864)422-5000	Larry G. Blackwell, Chief Executive Officer, President, Chairman of the Board	C. Alex Esteves, Chief Financial Officer
Cap Gemini Div. Telecom	Tour Europlaza, 20 av Andre Prot	La Defense Cedex	F-92927	France	n/a	n/a	Jean-Francois Leprince-Ringuet, Chairman of the Board	Bruno Perigault, Director of Finance
Computer Associates S.A.	14 avenue Francois Arago, BP 313	Nanterre Cedex	F-92003	France	n/a	n/a	n/a	Sylvie Deboissy, Director of Finance
HomeProject.com Inc.	60 W. Wilmot St.	Richmond Hill	L4B 1M6	Canada	n/a	n/a	Amnon Zohar, Chief Executive Officer and President	n/a
Eagle River Agency	225 N. Michigan Ave. Ste. 2100	Chicago, Illinois	60610	United States	(312) 729-4500	USA(312)729-4540	Dave Johnson, Chief Executive Officer and President	n/a
Sage Software Inc.	56 Technology Dr.	Irvine, California	92618-2301	United States	(949) 753-1222	USA(949)753-0733	David R. Butler, President and Chief Operating Officer	James R. Eckstaedt, Senior Vice President, Chief Financial Officer
EXE Technologies Inc.	8787 Stemmons Fwy.	Dallas, Texas	75247	United States	(214) 775-6000	USA(214)775-0900	Raymond R. Hood, Chief Executive Officer and President	Michael Burstein, Senior Vice President, Chief Financial Officer
COMPANION Corp.	1831 Fort Union Blvd.	Salt Lake City, Utah	84121	United States	(801) 943-7277	USA(801)943-7752	Bill Schjelderup, President	n/a

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CCMX	18 rue Rouget de Lisle	Issy les Moulineaux Cedex	F-92137	France	n/a	n/a	Jean-Luc Lenart, Chairman of the Board	Claude Ehlinger, Director of Finance
SeeBeyond Technology Corp.	404 E Huntington Dr.	Monrovia, California	91016	United States	(626) 471-6000	USA(626)471-6104	James T. Demetriades, Chief Executive Officer, President, Chairman of the Board	Barry Plaga, Chief Financial Officer
Burnt Sand Solutions Inc.	, Ste. 1500, 1075 W. Georgia St.	Vancouver	V6E 3C9	Canada	n/a	n/a	Paul Bertin, President	Blair Baxter, Vice President, Finance
Towers Terrin	175 Bloor St. E S Tower, Ste. 15	Toront9o	MAW 3T6	Canada	n/a	n/a	Bruce Near, Managing Director	n/a
OpenText Corp.	185 Columbia St. W	Waterloo	N2L 5Z5	Canada	n/a	n/a	P. Thomas Jenkins, Chief Executive Officer	Alan Hoverd, Chief Financial Officer
Axent Technologies Inc.	2400 Research Blvd., #200	Rockville, Maryland	20850	United States	(301) 258-5043	(301)330-5756	John C. Becker, Chief Executive Officer, Chairman of the Board	Robert Edwards Jr., Chief Financial Officer
VerticalNet, Inc.	507 Prudential Rd.	Horsham, Pennsylvania	19044	United States	(215) 328-6100	USA(215)784-1968	Michael J. Hagan, Chief Executive Officer and President	Gene S. Godick, Executive Vice President, Chief Financial Officer
Alpha Systems Inc.	2-17-5 Shibuya, Shibuya-ku	Tokyo	150-0002	Japan	n/a	n/a	Yoshiaki Ishikawa, Chairman of the Board	n/a
Sage Enterprise Solutions	Sage Enterprise House Vanwall Bu	Maidenhead	5L64UB	United Kingdom	n/a	n/a	Paul Walker, Chief Executive Officer	Paul Harrison, Director of Finance and Controller
Jostens Learning Corp.	9920 Pacific Heights Blvd. Suite	San Diego, California	92121-3170	United States	(619) 587-0087	USA(619)587-1629	Terry Crane, President	Joyce Russell, Director of Finance
Sterling Commerce Inc. Communications Software Group	750 W John Carpenter Fwy.	Irving, Texas	75039	United States	(972) 868-5000	USA(469)524-2177	Warner C. Blow, Chief Executive Officer	Steven R. Shiflet, President
Anite Systems Ltd.	353 Buckingham Ave.	Slough	SL1 4PF	United Kingdom	n/a	n/a	n/a	S. Hunt, Director of Finance
F5 Networks Inc.	401 Elliott Avenue West	Seattle, Washington	98119-3908	United States	(206) 272-5555	USA(206)272-5556	John McAdam, Chief Executive Officer and President	Steven Coburn, Senior Vice President, Chief Financial Officer
Interact Commerce Corp.	8800 N. Gainey Center Dr., Ste.	Scottsdale, Arizona	85258-2163	United States	(480) 368-3700	USA(480)368-3799	Patrick M. Sullivan, Chief Executive Officer, Chairman of the Board	John Harbottle, Vice President, Chief Financial Officer
Actuate Software Corp.	701 Gateway Blvd.	S. San Francisco, California	94080	United States	(650) 837-2000	USA(650)827-1560	Pete Cittadini, Chief Executive Officer and President	Dan Gaudreau, Senior Vice President, Chief Financial Officer
Q-Matic Corp.	308 Ridgefield Ct.	Asheville, North Carolina	28806	United States	(828) 667-1000	USA(828)667-1100	Benkt Berg, President	Sandra Walker, Vice President, Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Renaissance Learning Inc.	PO Box 8036	Wisconsin Rapids, Wisconsin	54495-8036	United States	(715) 424-3636	USA(715)424-4242	Michael H. Baum, Chief Executive Officer	Steven A. Schmidt, Vice President, Chief Financial Officer
HeadStrong	3050 Chain Bridge Rd., Ste. 600	Fairfax, Virginia	22030-2834	United States	(703) 352-0900	USA(703)352-6699	Patrick Litre, Chief Executive Officer	Kersy Dastur, Chief Financial Officer
Network Commerce Inc.	411 First Ave., South, Ste. 200	Seattle, Washington	98101	United States	(206) 223-1996	USA(206)340-6787	Dwayne Walker, Chairman of the Board	Randy Cerf, Chief Financial Officer
American Software Inc.	470 E Paces Ferry Rd.	Atlanta, Georgia	30305	United States	(404) 261-4381	(404)264-5514	James C. Edenfield, Chief Executive Officer and President	Vincent Klinges, Chief Financial Officer
VIASOFT Inc.	4343 E Camelback Rd.	Phoenix, Arizona	85018	United States	(602) 952-0050	USA(602)840-4068	Arthur L. Allen, Chief Executive Officer, President, Chairman of the Board	Patrick L. Pullen, Senior Vice President, Chief Financial Officer
MathWorks Inc.	3 Apple Hill Dr.	Natick, Massachusetts	01760-2098	United States	(508) 647-7000	USA(508)647-7001	Jack Little, President	Jeanne O'Keefe, Senior Vice President, Finance and Administration
Insite Objects Inc.	10777 Westheimer, Ste. 925	Houston, Texas	77042-3460	United States	(713) 952-9822	USA(713)952-9877	David Hall, Chief Executive Officer and President	Nicholas White, Chief Financial Officer
Starpoint Solutions	115 Broadway	New York, New York	10006	United States	(212) 962-1550	USA(212)962-7175	Jeffrey Najarian, Chairman of the Board	Mark Gutterman, Chief Financial Officer
JNI Corp.	10945 Vista Sorrento Pkwy.	San Diego, California	92121	United States	(858) 523-7000	USA(858)523-7001	Neal Waddington, Chief Executive Officer and President	Gloria Purdy, Chief Financial Officer
Autometric Inc.	7700 Boston Blvd.	Springfield, Virginia	22153-3144	United States	(703) 923-4000	USA(703)923-4001	Chris Haakon, General Manager	Jim Nash, Chief Financial Officer
Red Hat Inc.	2600 Meridian Pkwy.	Durham, North Carolina	27713	United States	(919) 547-0012	USA(919)547-0024	Matthew J. Szulik, Chief Executive Officer and President	Kevin Thompson, Chief Financial Officer
Lightspan Partnership Inc.	10140 Campus Point Dr.	San Diego, California	92121-1520	United States	(858) 824-8000	(858)824--8001	John Kernan, Chief Executive Officer	Michael A. Sicuro, Chief Financial Officer
Foundation Systems Inc.	15 N State St.	Lindon, Utah	84042	United States	(801) 785-7720	(801)756-6136	Marvin R. Poulsen, President	n/a
K D Graphics Inc.	305 E. 46th St., 10th Fl.	New York, New York	10017-3058	United States	(212) 644-7108	USA(212)644-7995	Tracy Dwyer, Chief Executive Officer	Reggie Ramlall, Chief Financial Officer
Hitachi Business Solution Co Ltd.	6-90 Suehirocho, Naka-ku	Yokohama	231-0015	Japan	n/a	n/a	Kazumasa Kamogawa, Chairman of the Board	n/a
InfoCure Corp.	1765 The Exchange, Ste. 500	Atlanta, Georgia	30339	United States	(770) 221-9990	USA(770)857-1300	Joe Walsh, Chief Executive Officer and President	James A. Cochran, Senior Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Connecticut Data Systems Inc.	43 E Cedar St.	Newington, Connecticut	06111-2533	United States	(860) 666-1700	USA(860)666-1776	Kenneth A. Munson, President	n/a
Captaris Inc.	PO Box 97025	Kirkland, Washington	98083	United States	(425) 820-6000	USA(425)820-4080	David P. Anastasi, Chief Executive Officer and President	Jeffery B. deCillia, Executive Vice President, Chief Financial Officer
United American Video Corp.	2200 Carolina Pl.	Fort Mill, South Carolina	29708	United States	(803) 548-7300	USA(803)548-3335	Jerry H. Pettus Jr., Chief Executive Officer and President	n/a
Eastman Software Inc.	296 Concord Rd.	Billerica, Massachusetts	01821-3482	United States	(978) 313-7000	USA(978)313-7001	David Lakness, President	Peter Bundschuh, Director of Finance
SmartCertify Direct Inc.	25400 U.S. Hwy 19 N, Ste. 285	Clearwater, Florida	33763-2149	United States	(727) 724-8994	USA(727)726-6922	Jerry Dyas, Chief Operating Officer	n/a
Perry Johnson Inc.	26555 Evergreen, Ste. 1300	Southfield, Michigan	48076-4240	United States	(248) 356-4410	USA(248)356-4822	Perry L. Johnson, President	n/a
System Dynamics International Inc.	4815 Bradford Dr.	Huntsville, Alabama	35805	United States	(256) 895-9000	USA(256)895-9443	n/a	Joanna Jackson, Controller
Las Vegas Sports Consultants Inc.	675 Grier Dr.	Las Vegas, Nevada	89119	United States	(702) 892-0670	USA(702)892-0682	Karol Lucan, President	n/a
WayTech Development Inc.	15530 Rockfield Blvd., Ste. C	Irvine, California	92618-2723	United States	(949) 859-5580	TAIW(949)859-7730	Robert Liu, President	n/a
Aprisma Management Technologies	121 Technology Dr.	Durham, New Hampshire	03824-4716	United States	(603) 334-2100	USA(603)337-7534	Mike Skubisz, President	Katrinka McCallum, Senior Vice President, General Manager
Ryomo Systems Company Ltd.	3-4025 Hirosawa-cho, Kiryu City	Gunma	376-8502	Japan	n/a	n/a	Mikio Abe, Chairman of the Board	n/a
Adept Technology Inc.	150 Rose Orchard Way	San Jose, California	95134	United States	(408) 432-0888	USA(408)434-6267	Brian R. Carlisle, Chief Executive Officer, Chairman of the Board	Michael W. Overby, Vice President, Chief Financial Officer
Kewill ERP Inc.	1065 E Hillsdale Blvd.	Foster City, California	94044	United States	(650) 345-6000	USA(650)345-3079	Geoffrey Finlay, Chief Executive Officer and President	Barbara Moorhouse, Director of Finance
Mercator Software Inc.	45 Danbury Rd.	Wilton, Connecticut	6897	United States	(203) 761-8600	USA(203)762-9677	James P. Schadt, Chief Executive Officer, Chairman of the Board	Richard M. Applegate, Chief Financial Officer
Walker Richer and Quinn Inc.	1500 Dexter Ave. N	Seattle, Washington	98109	United States	(206) 217-7100	USA(206)217-7515	Doug Walker, Chief Executive Officer	Ron Tilden, Vice President, Chief Financial Officer and Treasurer
DELTEK Systems Inc.	8280 Greensboro Dr.	McLean, Virginia	22102-3841	United States	(703) 734-8606	USA(703)734-1146	Kenneth E. DeLaski, Chief Executive Officer and President	Lori Becker, Chief Financial Officer

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Greenbrier and Russel Inc.	1450 E. American Ln.	Schaumburg, Illinois	60173	United States	(847) 706-4000	USA(847)706-4020	Eric Warner, Chief Executive Officer	Howard Blietz, Chief Financial Officer
Hudson Soft Co Ltd.	5-4-22 Hiragishi-Sanjo, Toyohira	Sapporo	062-8622	Japan	n/a	n/a	Hiroshi Kudo, Chairman of the Board	Tsuji Naoyuki, Director of Finance
PC TEL Inc.	1331 California Cir.	Milpitas, California	95035-3021	United States	(408) 965-2100	USA(408)941-0483	Peter Chen, Chief Executive Officer	Andrew D. Wahl, Vice President, Chief Financial Officer
3D Systems Corp.	26081 Avenue Hall	Valencia, California	91355	United States	(661) 295-5600	USA(661)294-8406	Brian K. Service, Chief Executive Officer and President	H. Michael Hogan III, Senior Vice President, Chief Financial Officer
Intraware Inc.	25 Orinda Way, Ste. 101	Orinda, California	94563	United States	(925) 253-4500	USA(925)253-4599	Peter H. Jackson, Chief Executive Officer	Donald M. Freed, Executive Vice President, Chief Financial Officer
Multimedia Games Inc.	8900 Shoal Creek Blvd., Ste. 300	Austin, Texas	78757	United States	(512) 371-7100	USA(512)371-7114	Gordon T. Graves, Chief Executive Officer, Chairman of the Board	Frank W. Rehanek Jr., Chief Financial Officer
SmartDisk Corp.	3506 Mercantile Ave.	Naples, Florida	34104	United States	(941) 436-2500	(941)436-2553	Addison M. Fischer, Chairman of the Board	Michael R. Mattingly, Chief Financial Officer
Verity Inc.	894 Ross Dr.	Sunnyvale, California	94089	United States	(408) 541-1500	USA(408)541-1600	Anthony J. Bettencourt, President	James E. Ticehurst, Vice President, Finance and Administration
MIS AG	Landwehrstr. 50	Darmstadt	64293	Germany	n/a	n/a	Peter Raue, Chief Executive Officer	Christophe Heymann, Chief Financial Officer
x-rite	4040 Civic Center Dr.Ste. 4	San Rafael, California	94903	United States	(415) 446-4200	USA(415)492-8011	Glenn Larson, General Manager	n/a
Sage	Immeuble Le Colisee II, 10 rue F	Paris	F-75017	France	n/a	n/a	Guy Berruyer, Chairman of the Board	Fabrice Verniere, Director of Finance
Accelio Corp.	560 Rochester St.	Ottawa	K1S 5K2	Canada	n/a	n/a	A. Kevin Francis, Chief Executive Officer and President	Jeff McMullen, Vice President, Chief Financial Officer
Davox Corp.	6 Technology Park Dr.	Westford, Massachusetts	01886-3140	United States	(978) 952-0200	USA(978)952-0201	David M. Sample, Chief Executive Officer and President	Michael J. Provenzano III, Vice President, Chief Financial Officer
Applied Communications Inc. Ltd.	59 Clarendon Rd.	Watford	WD1 1LA	United Kingdom	n/a	n/a	n/a	Ian Windley, Director of Finance
Infinium Software Inc.	25 Communications Way	Hyannis, Massachusetts	2601	United States	(508) 778-2000	USA(508)775-3764	James E. McGowan, Chief Executive Officer and President	William B. Gerraughty Jr., Senior Vice President, Chief Financial Officer
Trilog Inc.	680 Town Clock Plz.	Dubuque, Iowa	52001	United States	(319) 557-6600	USA(319)557-6631	Todd Perala, President	Mike McDonough, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Kumaran Systems Inc.	701 Evans Ave., Ste. 509	Toronto	M9C 1A3	Canada	n/a	n/a	Mohan Subramanyam, Chief Executive Officer and President	n/a
Blackbaud Inc.	2000 Daniel Island Dr.	Charleston, South Carolina	29492-7541	United States	n/a	(843)216-6100	Robert J. Sywolski, Chief Executive Officer and President	Timothy Smith, Vice President, Finance and Administration
Tenfold Corp.	180 W Election Rd., Ste. 100	Draper, Utah	84020	United States	(801) 495-1010	USA(801)495-0353	Nancy Harvey, Chief Executive Officer and President	Martin Petersen, Chief Financial Officer
Q-Media Services Corp.	13566 Maycrest Way	Richmond	V6V 2J7	Canada	n/a	n/a	Robert Lawrie, Chief Executive Officer and President	John E. Longley, Vice President, Chief Financial Officer
MICROSOFT Gesellschaft mbH	ADA-Christen-Gasse 4	Wien	A-1100	Austria	n/a	n/a	n/a	Martin Holub, Director of Finance
Marasco Newton Group Ltd.	2801 Clarendon Blvd.	Arlington, Virginia	22201	United States	(703) 516-9100	USA(703)516-9108	Amy Marasco, Chief Executive Officer	n/a
Cyber Power Systems Inc.	1157 Valley Park Dr.,	Shakopee, Minnesota	55379	United States	(612) 403-9500	n/a	Robert Lovett, President	Jason Lee, Chief Financial Officer
Retek Inc.	801 Nicollet Mall	Minneapolis, Minnesota	55402	United States	(612) 630-5700	USA(612)630-5710	John Buchanan, Chief Executive Officer, Chairman of the Board	Greg Effertz, Chief Financial Officer
Sapiens Americas Inc.	2000 CentreGreen Way	Cary, North Carolina	27513	United States	(919) 405-1500	USA(919)405-1700	Yitzhak Sharir, Chief Executive Officer and President	Lauri Hanover, Chief Financial Officer
Trident Data Systems	5933 W Century Blvd., Ste. 700	Los Angeles, California	90045	United States	(310) 645-6483	USA(310)670-5121	Art Davis, President	Dave Muckley, Chief Financial Officer
Best Software Inc.	11413 Isaac Newton Sq.	Reston, Virginia	20190	United States	(703) 709-5200	USA(703)709-9359	Jim Foster, President and Chief Operating Officer	Karen Mortham, Chief Financial Officer
Dynamic Object Language Labs	2 Parsonage Hill	Haverhill, Massachusetts	1832	United States	(978) 372-7635	USA(978)372-7635	Paul Robertson, President	n/a
Jenark Business Systems Inc.	849-F Quince Orchard Blvd.	Gaithersburg, Maryland	20878	United States	(301) 840-6292	USA(301)990-2294	n/a	n/a
Innovative Interfaces Inc.	5850 Shellmound Way	Emeryville, California	94608-1901	United States	(510) 655-6200	USA(510)450-6350	Gerald Kline, Chief Executive Officer and President	Jim Hofbauer, Vice President, Chief Financial Officer
Travelpoint Software Inc.	2003 Western Ave., Ste. 445	Seattle, Washington	98121	United States	(206) 467-0396	n/a	Greg Arne, President	n/a
Accelrys	575 Science Dr.	Madison, Wisconsin	53711	United States	(608) 231-5200	USA(608)231-5202	Michael Stapleton, Chief Operating Officer	n/a

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Parish Data Systems Inc.	14425 N 19th Ave.	Phoenix, Arizona	85023-6702	United States	(602) 789-0595	USA(602)789-0597	Michael J. Boyle, President	n/a
NetMedia Inc.	10940 N Stallard Pl.	Tucson, Arizona	85737	United States	(520) 544-4567	(520)544-0800	C. John Schoof II, Chief Executive Officer and President	Carolyn Dupont, Chief Financial Officer
Obvious Professional Services	69 John St. S, Ste. 304	Hamilton	L8N 2B9	Canada	n/a	n/a	Derek James Ritz, President	Clare St. Pierre, Chief Financial Officer
Microsys Computing Inc.	790 Boardman-Canfield Rd.	Youngstown, Ohio	44512	United States	(330) 758-8832	USA(330)758-0182	John Soan Ajit, President	n/a
Exactis.com Inc.	717 17th St.	Denver, Colorado	80202	United States	(303) 675-2300	USA(303)675-2399	E. Thomas Detmer Jr., Chief Executive Officer and President	Kenneth W. Edwards Jr., Chief Financial Officer, Treasurer
SSI Group Inc.	4721 Morrison Dr.	Mobile, Alabama	33610	United States	(334) 345-0100	USA(334)345-0000	Bobby E. Smith, Chief Executive Officer and President	Jim Lyons, Chief Financial Officer
Open Market Inc.	1 Wayside Rd.	Burlington, Massachusetts	1803	United States	(781) 359-3000	USA(781)359-8111	Harland LaVigne, Chief Executive Officer and President	Edward M. Durkin, Chief Financial Officer, Treasurer
Visual Networks Inc.	2092 Gaither Rd.	Rockville, Maryland	20850	United States	(301) 296-2300	USA(301)296-2301	Scott E. Stouffer, Chief Executive Officer, President, Chairman of the Board	Peter J. Minihane, Executive Vice President, Chief Financial Officer
Kalamazoo Computer Group PLC	Kalamazoo Works, Mill Lane, Nort	Birmingham	B31 2RW	United Kingdom	n/a	n/a	R. Jordan, Chairman of the Board	M. E. Ashworth, Director of Finance
Boll Weevil Inc.	7080 Miramar Rd., Ste C	San Diego, California	92121	United States	(858) 695-7072	USA(858)695-1910	Brenda Richardson, Chief Executive Officer and Chief Financial Officer	n/a
Village Software Inc. (Boston, Massachusetts)	186 Lincoln St., 4th Fl.	Boston, Massachusetts	02111-2403	United States	(617) 695-9332	USA(617)695-1935	Ford D. Cavallari, Chief Executive Officer and President	n/a
Walker Interactive Systems Inc.	303 2nd St., 3 N	San Francisco, California	94107	United States	(415) 495-8811	USA(415)957-1711	Frank M. Richardson, Chief Executive Officer	Stanley Vogler, Chief Financial Officer
Mensch und Maschine Software AG	Argelsrieder Feld 5	Wessling	D-82234	Germany	n/a	n/a	n/a	Peter Schutzenberger, Director of Finance
Computer Associates SpA	Palazzo Leonardo, Via F Sforza 3	Basiglio	I-20080	Italy	n/a	n/a	n/a	Marilena Marzi, Director of Finance
Applied Systems Inc. (University Park, Illinois)	200 Applied Pkwy.	University Park, Illinois	60466	United States	(708) 534-5575	USA(708)534-2266	James P. Kellner, Chief Executive Officer and President	Timothy J. McIntyre, Chief Financial Officer
Morneau Sobeco Inc.	1500 Don Mills Rd., Ste. 500	Toronto	M3B 3K4	Canada	n/a	n/a	Bill Morneau, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
MDL Information Systems Inc.	14600 Catalina St.	San Leandro, California	94577	United States	(510) 895-1313	USA(510)483-4738	Patricia Rougeau, Chief Executive Officer and President	Carmel Drudy, Senior Vice President, Chief Financial Officer
Harte-Hanks Data Technologies Inc.	25 Linnell Cir.	Billerica, Massachusetts	01821-3928	United States	(978) 663-9955	USA(978)667-7297	Dick Wai-Cheong Man, President	Syd Hoffman, Chief Financial Officer
Levi, Ray and Shoup Inc.	2401 W Monroe St.	Springfield, Illinois	62704	United States	(217) 793-3800	USA(217)787-9433	Richard Levi, Chief Executive Officer and President	Ed Hohenstein, Chief Financial Officer
Better On-line Solutions Ltd.	Teradyon Industrial Pk., 100 BOS	Teradyon	20179	Israel	n/a	n/a	Israel Gal, Chief Executive Officer and President	Zvi Brandstein, Vice President, Chief Financial Officer
YBM Magnex Inc.	110 Terry Dr.	Newtown, Pennsylvania	18940-1850	United States	(215) 579-0400	USA(215)579-3444	Jacob Bogatin, Chief Executive Officer and President	Daniel Gatti, Chief Financial Officer
Pentafour Software and Exports Ltd.	Soft Towers, 1 First Main Road,	Chennai	600 024	India	n/a	n/a	V. Chandrasekaran, Chairman of the Board	S. Chandrasekaran, Director of Finance
Information Technology Inc.	1345 Old Cheney Rd.	Lincoln, Nebraska	68512-1266	United States	(402) 423-2682	USA(402)421-4236	Michael Young, Chief Executive Officer and President	Kurt Kuhl, Senior Vice President, Administration
Praxier Inc.	39 Old Ridgeberry Rd.	Denver, Connecticut	80201	United States	(203) 837-2000	n/a	Paul Bilek, President	Robert Vipond, Controller
eShare Technologies Inc.	5051 Peachtree Corners Cir.	Norcross, Georgia	30092-2500	United States	(770) 239-4000	USA(770)239-4444	Aleksander Szlam, Chief Executive Officer	Glen Shipley, Chief Financial Officer
RDA Inc.	1540 Greenspring Dr., Ste. 700	Timonium, Maryland	21093	United States	(410) 308-9300	USA(410)308-9600	Don Awalt, Chief Executive Officer, Chairman of the Board	Stephen Kupress, Chief Financial Officer
Systems Union Group Ltd.	1 Hammersmith Broadway	London	W6 9DL	United Kingdom	n/a	n/a	n/a	N. Hancock, Director of Finance
Retek Retail Systems	801 Nicollet Mall	Minneapolis, Minnesota	55402	United States	(612) 630-5700	USA(612)630-5710	Gordon Masson, President	Greg Effertz, Chief Financial Officer
Level 8 Systems Inc.	8000 Regency Pky.	Cary, North Carolina	27511	United States	(919) 380-5000	USA(919)469-1910	Arik Kilman, Chief Executive Officer, Chairman of the Board	Renee Fulk, Chief Financial Officer
Tanning Technology Corp.	4600 S Syracuse St., Ste. 1200	Denver, Colorado	80237	United States	(303) 220-9944	USA(303)220-9958	Larry G. Tanning, Chief Executive Officer, President, Chairman of the Board	Henry F. Skelsey, Executive Vice President, Chief Financial Officer
Market Scan Information Systems Inc.	31416 Agoura Rd., Ste. 205	Westlake Village, California	91361	United States	(818) 575-2000	USA(818)707-8339	Russell West, President	n/a
Group 1 Software Inc.	4200 Parliament Pl, Ste. 600	Lanham, Maryland	20706-1844	United States	(301) 731-2300	USA(301)731-0360	Robert S. Bowen, Chief Executive Officer	Mark D. Funston, Chief Financial Officer

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Creative Solutions Inc.	7322 Newman Blvd.	Dexter, Michigan	48130-1557	United States	(734) 426-5860	USA(734)426-5946	Jon Baron, Chief Executive Officer and President	William Pressprich, Director of Finance
SilverStream Software Inc.	2 Federal St.	Billerica, Massachusetts	01821-3559	United States	(978) 262-3000	USA(978)262-3499	David A. Litwack, Chief Executive Officer and President	Craig A. Dynes, Vice President, Chief Financial Officer
System Software Associates Ltd.	Building 400, Frimley Business P	Camberley	GU16 5SG	United Kingdom	n/a	n/a	n/a	n/a
Satyam Computer Services Ltd.	Mayfair Centre 1st Fl., 1-8-303/	Secunderabad	500 003	India	n/a	n/a	B. Ramalinga Raju, Chairman of the Board	V. Srinivas, Director of Finance
Ross Systems Inc.	2 Concourse Pkwy., Ste. 800	Atlanta, Georgia	30328	United States	(770) 351-9000	USA(770)351-0036	J. Patrick Tinley, Chief Executive Officer and President	Robert B. Webster, Executive Vice President, Chief Financial Officer
UNIBOL Inc.	1850 Parkway Pl. SE, Ste. 920	Marietta, Georgia	30067	United States	n/a	USA(770)424-9123	Pat Henry, President	Joachim Kellner, Finance Manager
NextCard Inc.	595 Market St., Ste. 1800	San Francisco, California	94105	United States	(415) 836-9700	(415)836-9701	Jeremy Lent, Chairman of the Board	Bruce Rigione, Chief Financial Officer
BISYS Inc.	11 Greenway Plz., #300	Houston, Texas	77046-1102	United States	(713) 622-8911	n/a	Lynn J. Mangum, Chief Executive Officer, Chairman of the Board	Robert J. McMullan, Senior Vice President, Chief Financial Officer
Focus Systems Corp.	2-7-8 Higashi-Gotanda, Shinagawa	Tokyo	141-0022	Japan	n/a	n/a	Masatoshi Ishibashi, Chairman of the Board	n/a
NetManage Inc.	10725 N. De Anza Blvd.	Cupertino, California	95014	United States	(408) 973-7171	USA(408)257-6405	Zvi Alon, Chief Executive Officer, President, Chairman of the Board	Michael Peckham, Senior Vice President, Chief Financial Officer
Lilly Software Associates Inc.	500 Lafayette Rd.	Hampton, New Hampshire	3842	United States	(603) 926-9696	USA(603)929-9698	Richard T. Lilly, Chief Executive Officer and President	Richard English, Comptroller
Smallworld Systems Inc.	5600 Greenwood Plaza Blvd.	Englewood, Colorado	80111-2313	United States	(303) 779-6980	n/a	Mark Jacobstein, Chief Executive Officer, Chairman of the Board	Dalia Cohen, Chief Financial Officer
Creo Company Ltd.	3-19-22 Takanawa, Minato-ku	Tokyo	108-0074	Japan	n/a	n/a	Takehiko Ohtani, Chairman of the Board	n/a
I.S.G. Technologies Inc.	6509 Airport Rd.	Mississauga	L4V 1S7	Canada	n/a	n/a	n/a	n/a
Geac Computer Software	66 Perimeter Ctr. E	Atlanta, Georgia	30346-1805	United States	(404) 239-2000	USA(404)239-2404	John E. Caldwell, Chief Executive Officer	Jim McDevitt, Chief Financial Officer
About Learning	1251 Old Rand Rd.	Rauconda, Illinois	60084	United States	(847) 382-7272	USA(847)487-1811	Bernice McCarthy, Chief Executive Officer and President	Susan Rossie, Vice President

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Admiral Computing Ltd.	Admiral House, 192-199 London Rd	Camberley	GU15 3JT	United Kingdom	n/a	n/a	C. M. Brendish, Chairman of the Board	A. Auer, Director of Finance
ChannelPoint Inc.	5825 Mark Doblin Blvd.	Colorado Springs, Colorado	80919	United States	(719) 260-1232	USA(719)260-9776	Ken Hollen, Owner	Timothy D. Hoogheem, Senior Vice President, Chief Financial Officer
Consist International Inc.	10 E 53rd St., 27th Fl.	New York, New York	10022-5244	United States	(212) 759-2100	USA(212)751-3643	Natalio S. Friedman, Chief Executive Officer and President	n/a
AccessData Corp.	2500 N University Ave., Ste. 200	Provo, Utah	84604-3864	United States	(801) 377-5410	USA(801)377-5426	Eric Thompson, President	Rich Sharp, Chief Financial Officer
Companion Technologies Corp.	1-20 East at Alpine Rd.	Columbia, South Carolina	29219	United States	(803) 699-8626	USA(803)699-8626	Bob Higgins, Chief Executive Officer	Teresa Kinard, Director of Finance
Savvion Inc.	5000 Old Ironsides Dr.	Santa Clara, California	95054	United States	(408) 330-3400	USA(408)330-3444	Mohammad Ketabchi, Chief Executive Officer	n/a
Roxio Inc.	461 S Milpitas Blvd.	Milpitas, California	95035	United States	(408) 259-7694	n/a	Wm. Christopher Gorog, Chief Executive Officer and President	R. Elliot Carpenter, Vice President, Controller
Pegasystems Inc.	101 Main St.	Cambridge, Massachusetts	02142-1590	United States	(617) 374-9600	USA(617)374-9620	Alan Trefler, Chief Executive Officer, President, Chairman of the Board	James P. O'Halloran, Senior Vice President, Chief Financial Officer
AppliedTheory Corp.	1500 Broadway, 3rd Fl.	New York, New York	10036	United States	(212) 398-7070	USA(212)398-5985	Danny E. Stroud, Chief Executive Officer and President	Angelo A. Gencarelli III, Senior Vice President, Chief Financial Officer
Resource Information Management Systems Inc.	PO Box 3094	Naperville, Illinois	60566-3094	United States	(630) 369-5300	USA(630)369-5168	Thomas H. Heimsoth, Chief Executive Officer, Chairman of the Board	Jerome Horwitz, Chief Financial Officer
Hardis International	Cityparc 34 rue de la Tuilerie	Grenoble	38176	France	n/a	n/a	Christian Balmain, Director	Denis Vedda, Director
Star Data Systems Inc.	, Commerce Ct. S, 30 Wellington	Toronto	M5L 1G1	Canada	n/a	n/a	Phillip Doherty, Chairman of the Board	n/a
Avid Technology Inc., Digidesign Division	3401-A Hillview Ave.	Palo Alto, California	94304-1348	United States	(650) 842-7900	USA(650)842-7999	David A. Krall, Chief Executive Officer	Paul Milbury, Vice President, Chief Financial Officer
Byers Engineering Co.	6285 Barfield Rd.	Atlanta, Georgia	30328-4322	United States	(404) 843-1000	USA(404)843-2278	Kenneth G. Byers Jr., Chief Executive Officer and President	Denise Demick, Chief Financial Officer
Simulation Sciences Inc.	601 S Valencia Ave., Ste.100	Brea, California	92823-6346	United States	(714) 579-0412	USA(714)579-7927	Brian Ahern, President	Robert E. Grice Jr., Chief Financial Officer
TIBCO Finance Technology Inc.	3165 Porter Dr.	Palo Alto, California	94304	United States	(650) 846-5000	USA(650)846-5005	Vivek Ranadive, Chief Executive Officer and President	John Lambert, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Industri-Matematik International Corp.	PO Box 15044	Stockholm	SE-10465	Sweden	n/a	n/a	Stig G. Durlow, Chief Executive Officer and President	Karl Asp, Chief Financial Officer, Treasurer
Fininfo	91-93 avenue Francois Arago	Nanterre Cedex	F-92017	France	n/a	n/a	Gerard Jeulin, Chairman of the Board	Andre Renaison, Director of Finance
MatrixOne Inc.	2 Executive Dr.	Chelmsford, Massachusetts	1824	United States	(978) 322-2000	USA(978)441-0071	Mark F. O'Connell, Chief Executive Officer and President	Maurice L. Castonguay, Vice President, Chief Financial Officer and Treasurer
ANSYS Inc.	275 Technology Dr.	Canonsburg, Pennsylvania	15317	United States	(724) 746-3304	USA(724)514-9494	James E. Cashman, III, Chief Executive Officer and President	Maria T. Shields, Vice President, Chief Financial Officer
MapInfo Corp.	1 Global Vw	Troy, New York	12180	United States	(518) 285-6000	(518)285-6060	John C. Cavalier, Chief Executive Officer and President	D. Joseph Gersuk, Executive Vice President, Chief Financial Officer
Blue Martini Software Inc.	411 Borel Ave., Ste. 300	San Mateo, California	94402	United States	(650) 356-4000	USA(650)356-7702	Monte Zweben, Chief Executive Officer, President, Chairman of the Board	John E. Calonico Jr., Vice President, Chief Financial Officer and Treasurer
DataVantage Corp.	6573 Cochran Rd., Ste. L	Solon, Ohio	44139	United States	(440) 498-4414	USA(440)498-4430	Marvin L. Lader, Chief Executive Officer, Chairman of the Board	Jim Wizherington, Chief Financial Officer
Yantra Corp.	1 Park West	Tewksbury, Massachusetts	1876	United States	(978) 513-6000	USA(978)513-6006	Devdutt Yellurkar, Chief Executive Officer	Mark Gallagher, Chief Financial Officer
Sema Group Telecom	16/18 rue Barbes	Montrouge Cedex	F-92126	France	n/a	n/a	n/a	n/a
EarthWeb Inc.	3 Park Ave., Ste. 335PS	New York, New York	10016-5902	United States	(212) 725-6550	USA(212)725-6559	Scot A. Melland, Chief Executive Officer and President	Michael P. Durney, Senior Vice President, Chief Financial Officer
Atos Multimedia	Immeuble Ile de France, 3 place	Paris la Defense Cedex	F-92067	France	n/a	n/a	n/a	n/a
T-NETIX Inc.	67 Innverness Dr. E	Englewood, Colorado	80112	United States	(303) 790-9111	USA(303)790-9540	Thomas Larkin, Chief Executive Officer and President	John Giannaula, Vice President, Finance
Blizzard Entertainment	PO Box 18979	Irvine, California	92623	United States	(949) 955-1380	USA(949)737-2000	Michael Morhaim, President	Christina Cade, Director of Finance
Sapiens International Corporation N.V.	PO Box 2211	Rehovot	76120	Israel	n/a	n/a	Yitzhak Sharir, Chief Executive Officer and President	Lauri Hanover, Executive Vice President, Chief Financial Officer
Matra Datavision S.A.	31 av de la Baltique, Parc d'Act	Les Ulis Cedex	F-91954	France	n/a	n/a	Hugues Rougier, Chairman of the Board	Thierry Gerville-Reache, Director of Finance
Epsilon	50 Cambridge St.	Burlington, Massachusetts	1803	United States	(781) 273-0250	USA(781)685-0819	Corey V. Torrence, Chief Executive Officer and President	Michael Iaccarino, Executive Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Asahi Intelligence Service Company Ltd.	1-17-24 Shinkawa, Chuo-ku	Tokyo	104-0033	Japan	n/a	n/a	Takashi Otsuki, Chairman of the Board	n/a
Quality Software Products Holdings PLC	Talipot House, 5th Av Bus Pk, Te	Gateshead	NE11 0XA	United Kingdom	n/a	n/a	Ian Stewart, Chairman of the Board	Steve Nelson, Director of Finance
ILOG Inc.	1080 Linda Vista Ave.	Mountain View, California	94043	United States	(650) 567-8000	USA(650)567-8001	Pierre Haren, Chief Executive Officer, Chairman of the Board	Roger Friedberger, Chief Financial Officer
InnovMetric Software Inc.	2014 Jean-Talon Nord, Ste 310	Sainte-Foy	G1N 4N6	Canada	n/a	n/a	Marc Soucy, President	n/a
ILOG S.A.	9 rue de Verdun, BPO 85	Gentilly Cedex	F-94253	France	n/a	n/a	Pierre Haren, Chairman of the Board	Roger Friedberger, Director of Finance
Quest Software Inc.	8001 Irvine Center Dr.	Irvine, California	92618	United States	(949) 754-8000	USA(949)754-8999	Vincent C. Smith, Chief Executive Officer, Chairman of the Board	John J. Laskey, Vice President, Chief Financial Officer
Engineering Animation Inc.	2321 N. Loop Dr.	Ames, Iowa	50010-8281	United States	(515) 296-9908	USA(515)296-7025	Matthew M. Rizai, Chief Executive, Chairman of the Board, Treasurer	Michael O'Gara, Vice President, Chief Financial Officer
Lacerte Software Inc.	13155 Noel Rd., Ste. 2200	Dallas, Texas	75240	United States	(972) 490-8500	USA(972)770-8689	Allen Harris, Chief Executive Officer and President	Lori Houser, Controller
Sierra On-Line Inc.	3060 139th Ave. SE, Ste. 500	Bellevue, Washington	98005	United States	(425) 649-9800	(425)649-0340	David Grenewetzki, President	n/a
ExpressPoint Technology Services Inc.	1109 Zane Ave. N	Golden Valley, Minnesota	55422	United States	(612) 543-6000	USA(612)543-5900	Mike Cibulka, Chief Executive Officer and President	Frank Hallowell, Vice President, Chief Financial Officer
McHugh Software International Inc.	20700 Swenson Dr.	Waukesha, Wisconsin	53186	United States	(262) 317-2000	USA(262)312-2001	Ritch Durheim, Chief Executive Officer	Kevin Shanahan, Executive Vice President, Chief Financial Officer
Artemis Management Systems	6260 Lookout Rd.	Boulder, Colorado	80301	United States	(303) 531-3145	USA(303)305-4125	Steve Yager, President	Michael Hirano, Chief Financial Officer
Perceptron Inc.	47827 Halyard Dr.	Plymouth, Michigan	48170-2461	United States	(734) 414-6100	USA(734)414-4700	Alfred Pease, Chief Executive Officer, President, Chairman of the Board	John J. Garber, Vice President, Chief Financial Officer
Acclaim Entertainment Ltd.	Moreau House, 112-120 Brompton R	London	SW3 1JJ	United Kingdom	n/a	n/a	n/a	A. Sheldon, Director of Finance
Fourth Shift Corp.	2 Meridian Crossing, Ste. 800	Minneapolis, Minnesota	55423	United States	(612) 851-1500	USA(612)851-1560	Marion M. Stuckey, Chief Executive Officer, Chairman of the Board	David G. Latzke, Vice President, Chief Financial Officer
eXcelon Corp.	25 Mall Rd.	Burlington, Massachusetts	01803-4194	United States	(781) 674-5000	USA(781)674-5010	Robert N. Goldman, Chief Executive Officer, President, Chairman of the Board	Lacey P. Brandt, Chief Financial Officer

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Munis	370 US Rt. 1	Falmouth, Maine	04105-1308	United States	(207) 781-2260	(207)781-3585	John S. Marr, President	n/a
Adero Inc.	170 Tracer Ln.	Waltham, Massachusetts	2451	United States	(781) 466-5000	(781)466-5001	Jonathan C. Crane, Chief Executive Officer and President	Herb Weiner, Controller
Openwave Systems Inc.	800 Chesapeake Dr.	Redwood City, California	94063	United States	(650) 562-0200	USA(650)817-1499	Don Listwin, Chief Executive Officer and President	Alan Black Sr., Senior Vice President, Chief Financial Officer
PEC Solutions Inc.	12750 Fair Lakes Cir.	Fairfax, Virginia	22033	United States	(703) 679-4900	USA(703)679-4901	David C. Karlgaard, Chief Executive Officer, President, Chairman of the Board	Stuart R. Lloyd, Senior Vice President, Chief Financial Officer
Cylink Corp.	PO Box 54952	Santa Clara, California	95056-0952	United States	(408) 855-6000	USA(408)855-6100	William Crowell, Chief Executive Officer and President	Christopher Chillingworth, Vice President, Chief Financial Officer
PROS Strategic Solutions Inc.	3223 Smith St., Ste. 100	Houston, Texas	77006	United States	(713) 523-5151	USA(713)523-8144	Burt Winemilles, President	Scott Cook, Controller
BindView Development Corp.	5151 San Felipe, Fl 21	Houston, Texas	77056-3607	United States	(713) 561-4000	USA(713)881-9200	Richard P. Gardner, Chief Executive Officer, Chairman of the Board	E Plantowsky, Vice President, Chief Financial Officer
Multi-Ad Services Inc.	PO Box 786	Peoria, Illinois	61652	United States	(309) 692-1530	(309)693-1648	Larry Clore, Chief Executive Officer	Bruce Taylor, Chief Financial Officer
Concord Communications Inc.	600 Nickerson Rd.	Malborough, Massachusetts	1752	United States	(508) 460-4646	USA(508)481-9772	Jack Blaeser, Chief Executive Officer and President	Gary Haroian, Vice President, Chief Financial Officer and Treasurer
Objective Systems Integrators Inc.	101 Parkshore Dr.	Folsom, California	95630	United States	(916) 353-2400	USA(916)353-2424	Tom L. Johnson, Chief Executive Officer	Lawrence F. Fiore, Vice President, Chief Financial Officer
System Resources Corp.	700 Technology Park Dr.	Billerica, Massachusetts	1821	United States	(978) 663-6600	USA(978)663-8357	Earl Portieur, Chief Executive Officer and President	Scott McKelvey, Vice President, Operations
A.M. Best Co.	Ambest Rd.	Oldwick, New Jersey	08858-0000	United States	(908) 439-2200	USA(908)439-3296	Arthur Snyder II, Chief Executive Officer and President	David Nazeruck, Chief Financial Officer
3DO Co.	100 Cardinal Way	Redwood City, California	94063	United States	(650) 385-3000	USA(650)385-3120	W.M. Hawkins III, Chief Executive Officer, Chairman of the Board	Kathleen McElwee, Senior Vice President, Chief Financial Officer
All Phase Computer Systems Inc.	7500 S.W. Tech Center Dr., Ste.	Tigard, Oregon	97223	United States	(503) 624-7447	n/a	Dennis Solheim, Chief Executive Officer and President	Pam Jones, Chief Financial Officer
Ixchange Technology Holdings Ltd.	PO Box 76080	Wendywood	2144	South Africa	n/a	n/a	Daniel J. Buys, Chairman of the Board	Julian Pienaar, Director of Finance
SS and C Technologies Inc.	80 Lamberton Rd.	Windsor, Connecticut	6095	United States	(860) 298-4500	USA(860)298-4900	William C. Stone, Chief Executive Officer, President, Chairman of the Board	Anthony R. Guarascio, Senior Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Sherwood International PLC	120 Old Broad St.	London	EC2N 1AR	United Kingdom	n/a	n/a	Ken Andrew, Chairman of the Board	Richard Brooman, Director of Finance
Computing Services For Industry Ltd.	Mayesbrook House, Redvers Close,	Leeds	LS16 6QY	United Kingdom	n/a	n/a	n/a	M. J. Henderson, Director of Finance
Northern Computers Inc.	5007 S Howell Ave.	Milwaukee, Wisconsin	53207-6157	United States	(414) 769-5980	USA(414)769-5989	Joel Konicek, President	Sean Maddock, Accountant
ARM Group	350 Fifth Ave., Ste. 7916	New York, New York	10118	United States	(212) 594-6999	n/a	Alan D. Mazursky, Chief Executive Officer and President	n/a
Autonomy Inc.	301 Howard St., Fl. 22nd	San Francisco, California	94105-2252	United States	(415) 243-9955	USA(415)243-9984	Michael Lynch, Chief Operating Officer	Ralph Harms, Chief Financial Officer
2Way Corp.	101 Elliott Ave. W, Ste. 430	Seattle, Washington	98119	United States	(206) 284-2929	USA(206)216-0116	Tom Butler, Chief Executive Officer and President	Saiesh Reddy, Chief Financial Officer
Corex Technologies Corp.	810 Memorial Dr., 3rd Fl.	Cambridge, Massachusetts	2139	United States	(617) 492-4200	SING(617)492-6659	Jonathan Stern, Chief Executive Officer and President	Mark Girolamo, Vice President, Chief Financial Officer
Autonomy Corporation PLC	St. John's Innovation Centre, Co	Cambridge	CB4 OWS	United Kingdom	n/a	n/a	Michael Lynch, Chief Executive Officer	Ralph Harms, Chief Financial Officer
BuyMedia Inc.	411 Airport Blvd.	Burlingame, California	94010	United States	n/a	(650)548-2295	Mike Jackson, Chief Executive Officer	Don Hansen, Executive Vice President, Finance
eBT International Inc.	299 Promenade St.	Providence, Rhode Island	2908	United States	(401) 752-4400	USA(401)752-4444	James M. Ringrose, Chief Executive Officer and President	Cristopher M. Burns, Vice President, Chief Financial Officer and Treasurer
Bruker Daltronics Inc.	15 Fortune Dr.	Billerica, Massachusetts	1821	United States	(978) 663-3660	USA(978)667-0985	Frank H. Laukien, Chief Executive Officer, President, Chairman of the Board	David E. Plunkett, Director of Finance
Mediaplex Inc.	177 Steuart St., Ste. 200	San Francisco, California	94105	United States	(415) 808-1900	USA(415)808-1901	Gregory R. Raifman, Chief Executive Officer, Chairman of the Board	Francis Patchel, Chief Financial Officer
H.T.E. Inc.	1000 Business Center Dr.	Lake Mary, Florida	32746	United States	(407) 304-3235	USA(407)304-1005	Joseph Loughry III, Chief Executive Officer and President	Susan D. Falotico, Senior Vice President, Chief Financial Officer
BSQUARE Corp.	3150 139th Ave. SE, Ste. 500	Bellevue, Washington	98005-4081	United States	(425) 519-5900	USA(425)519-5999	William T. Baxter, Chief Executive Officer, Chairman of the Board	Leila L. Kirske, Vice President, Finance
Peachtree Software Inc.	1505 Pavilion Pl.	Norcross, Georgia	30093-3221	United States	(770) 724-4000	USA(770)806-5166	Douglas G. Meyer, President and Chief Operating Officer	Teri McElivly, Senior Vice President, Chief Financial Officer
OpenTV Corp.	401 E Middlefield Rd.	Mountain View, California	94043	United States	(650) 429-5500	USA(650)237-0808	Jan Steenkamp, Chief Executive Officer	Scot H. Ray, Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
SunGard Trading and Risk Systems	560 Lexington Ave., 9th Fl.	New York, New York	10022	United States	(212) 371-1116	USA(212)371-1148	Ron Lang, Chief Executive Officer and President	David Jeffers, Vice President, Finance
DHI Computing Service Inc.	1525 W. 820 North	Provo, Utah	84601	United States	(801) 373-8518	USA(801)374-5316	Earl Jorgensen, President	n/a
Teamware Group Oy	PO Box 135	FIN-00381 Helsinki	n/a	Finland	n/a	n/a	Rauno Toivonen, Chief Executive Officer and President	Juha Kiljunen, Vice President, Administration and Chief Financial Officer
Comtec Inc.	North 10th Floor, 1-2-1 Shibaura	Tokyo	105-6791	Japan	n/a	n/a	Yoshinori Ikura, Chairman of the Board	Michio Tsuchiya, Director of Finance
Cryptologic Inc.	, 7th Fl., 1867 Yonge St.	Toronto	M4S 1Y5	Canada	n/a	n/a	Jean Noelting, Chief Executive Officer and President	Harvey Solorsh, Chief Financial Officer
Value Line Publishing Inc.	220 E. 42nd St.	New York, New York	10017-5806	United States	(212) 907-1500	USA(212)907-1913	Jean Bernhard Buttner, Chief Executive Officer, Chairman of the Board	David T. Henigson, Vice President, Treasurer
Rockwell Software Inc.	2424 S 102nd St.	West Allis, Wisconsin	53227	United States	(414) 321-8000	USA(414)321-2211	Richard Ryan, Chief Executive Officer and President	n/a
PowerQuest Corp.	PO Box 1911	Orem, Utah	84059-1911	United States	(801) 437-8900	USA(801)226-8941	Paul T. Winn, Chief Executive Officer and President	Ron Hammond, Senior Vice President, Chief Financial Officer
FirePond Inc.	890 Winter St.	Waltham, Massachusetts	2451	United States	(781) 487-8400	USA(781)487-8450	Klaus B. Besier, Chief Executive Officer, President, Chairman of the Board	Paul K. McDermott, Chief Financial Officer
SmartPipes Inc.	555 Twin Dolphin Dr., Ste. 650	Redwood City, California	94065	United States	(650) 232-1700	(650)232-1799	Hank Nothhaft, Chief Executive Officer and President	n/a
Softscience Inc.	2-3-5 Minatomirai, Nishi-ku	Yokohama	220-6218	Japan	n/a	n/a	Noriyuki Sakamoto, Chairman of the Board	n/a
Comshare Inc.	PO Box 1588	Ann Arbor, Michigan	48108	United States	(734) 994-4800	USA(734)769-6943	Dennis G. Ganster, Chief Executive Officer and President	Kathryn A. Jehle, Senior Vice President, Chief Financial Officer
Hasbro Interactive Worldwide	50 Dunham Rd.	Beverly, Massachusetts	1915	United States	(978) 927-7600	USA(978)921-3704	Tom Dusenberry, President	Ron Parkinson, Vice President, Finance
WebTrends Corp.	851 SW 6th Ave., Ste. 1200	Portland, Oregon	97204-1349	United States	(503) 294-7025	USA(503)294-7130	Ching-Fa Huang, Chief Executive Officer	James A. Barth, Senior Vice President, Chief Financial Officer
SIRS MandarinInc.	PO Box 272348	Boca Raton, Florida	33427-2348	United States	(561) 994-0079	USA(561)994-4704	Elliot Goldstein, President	Gerri McBride, Vice President, Finance
CADIX Inc.	2F&4F CADIX Building, 2-11-5 Sak	Setagaya-ku, Tokyo	154-0015	Japan	n/a	n/a	Masakazu Ono, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
AG Solutions Ltd.	51 Homer Rd.	Solihull	B91 3QJ	United Kingdom	n/a	n/a	M. R. Alexander, Chairman of the Board	I. Jacques, Director of Finance
Tele Atlas N.V.	Reitscheweg 7F	S'Hertogenbosch	NL-5232 BX	Netherlands	n/a	n/a	Alain De Taeye, Chief Executive Officer	Hans van Hoorn, Chief Financial Officer
WatchGuard Technologies Inc.	505 Fifth Avenue S, Ste.500	Seattle, Washington	98104	United States	(206) 521-8340	USA(206)521-8342	Christopher G. Slatt, Chief Executive Officer and President	Steven Moore, Vice President, Chief Financial Officer
Mobius Management Systems Inc.	120 Old Post Rd.	Rye, New York	10580	United States	(914) 921-7200	USA(914)921-1360	Mitchell Gross, Chief Executive Officer, President, Chairman of the Board	David Gordon, Chief Financial Officer
Analytical Surveys Inc.	941 N Meridian St.	Indianapolis, Indiana	46204	United States	(317) 634-1000	USA(317)532-3440	Norman Rokosh, Chief Executive Officer	Micheal Renninger, Chief Financial Officer
Primavera Systems Inc.	3 Bala Plaza West, Ste. 700	Bala Cynwyd, Pennsylvania	19004	United States	(610) 667-8600	USA(610)667-7894	Joel M. Koppelman, Chief Executive Officer and President	Mitchell T. Codkind, Vice President, Chief Financial Officer
Ellis Enterprises Inc.	4205 McAuley Blvd., Ste. 385	Oklahoma City, Oklahoma	73120	United States	(405) 749-0273	USA(405)751-5168	John W. Ellis, Chief Executive Officer and President	Cindy L. Gillis, Chief Financial Officer
Certain Teed Corp.	PO Box 860	Valley Forge, Pennsylvania	19482	United States	(610) 341-7000	USA(610)553-1911	Jean-Francois Phelizon, Chief Executive Officer and President	George Amoss, Chief Financial Officer
Ret-Tech Software Inc.	26185 N. Twin Ponds Rd.	Barrington, Illinois	60010-1112	United States	(847) 382-3903	n/a	David Rettger, President	n/a
Future Graph Inc.	75 James Way	Southampton, Pennsylvania	18966-3858	United States	(215) 396-0720	USA(215)396-0724	Steve Boymel, President	n/a
Caine, Farber and Gordon Inc.	1010 E. Union St. Ste. 205	Pasadena, California	91106-1756	United States	(626) 449-3070	n/a	Stephen Caine, President	n/a
First National Systems Corp.	PO Box 1390	Cotuit, Massachusetts	02635-1390	United States	(508) 428-3600	USA(508)428-7495	Norman E. Weill, President	n/a
Healthcare Management Systems Inc.	PO Box 932	Port Lavaca, Texas	77979	United States	(512) 552-2373	n/a	Diane Mahon, President	n/a
InfoSource Corp.	3220 Riverside Dr.	Columbus, Ohio	43221-1736	United States	(614) 487-1200	USA(614)487-1259	Cliff Walters, Chief Executive Officer and President	n/a
TBS Automation Systems Inc.	1 Keystone Ave., Bldg. 36, Ste.	Cherry Hill, New Jersey	08003-1600	United States	(856) 424-3247	USA(856)489-0657	James Anthony, President	n/a
Pindar Systems Inc.	414 N Orleans St., Ste. 708	Chicago, Illinois	60610	United States	(312) 828-1111	USA(312)828-1195	Paul O'Sullivan, Chief Executive Officer	n/a

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Microhard Technologies Inc.	600 Enterprise Dr., Ste. 222	Oak Brook, Illinois	60523	United States	(630) 571-0000	USA(630)572-9800	Parmod Soni, President	n/a
IBM Pittsburgh Lab	11 Stanwix St.	Pittsburgh, Pennsylvania	15222-1312	United States	(412) 667-4400	USA(412)667-6977	Lorene Steffef, President	n/a
mpct Solutions Corp.	2 Prudential Plz., 42nd Fl.	Chicago, Illinois	60601-6715	United States	(312) 540-0100	USA(312)540-0118	W. Ron Mahoney, Chief Executive Officer and President	Janine Conder, Chief Financial Officer
Interplay Productions	16815 Von Karman Ave.	Irvine, California	92606-6038	United States	(949) 553-6655	(949)252-2820	Brian Fargo, Chief Executive Officer	Jim Madden, Chief Financial Officer
Mass Systems Company Inc.	14 Douglas Rd.	Lexington, Massachusetts	02451-7131	United States	(781) 674-1055	USA(781)674-2032	Gerry Cohn, President	n/a
Peripheral Devices Corp.	1002 W. 9th Ave., Continental Pl	King of Prussia, Pennsylvania	19406	United States	(610) 265-3300	USA(610)265-2165	Bob Bonocore, President	Frank Healy, Controller
Intrusion.com	1101 E. Arapaho Rd.	Richardson, Texas	75081	United States	(972) 664-8090	n/a	Tim Kinnear, Chief Executive Officer and President	Jay Weddig, Vice President, Chief Financial Officer
Teletron Inc. (USA)	1801 Liberty Dr.	Bloomington, Indiana	47403	United States	(812) 336-3000	n/a	Tim Lybrook, President	n/a
Track Data Corp.	56 Pine St.	New York, New York	10005	United States	(212) 943-4555	USA(212)612-2014	Barry Hertz, Chief Executive Officer, Chairman of the Board	Martin Kaye, Executive Vice President, Chief Financial Officer
UNILOG Regions SA	113 blvd la Bataille de Stalingr	Villeurbanne	F-69100	France	n/a	n/a	Didier Herrmann, Chairman of the Board	n/a
Square D Software Ltd.	G R Complex 4th Floor, 407-408 M	Chennai	600 035	India	n/a	n/a	M. G. Ghouse, Chairman of the Board	n/a
ImageMax Inc.	455 Pennsylvania Ave, Ste. 128	Fort Washington, Pennsylvania	19034	United States	(215) 628-3600	USA(215)628-9920	David C. Carney, Chairman of the Board	David B. Walls, Chief Financial Officer
TeleCommunication Systems Inc.	275 West St.	Annapolis, Maryland	21401	United States	(410) 263-7616	USA(410)263-7617	Maurice B. Tose, Chief Executive Officer, President, Chairman of the Board	Thomas A. Brandt Jr., Senior Vice President, Chief Financial Officer
Microsoft Great Plains Solomon	PO Box 414	Findlay, Ohio	45839-0414	United States	(419) 424-0422	USA(419)424-3400	Eric S. Kurjan, General Manager	n/a
DisCopyLabs Inc.	48641 Millmont Dr.	Fremont, California	94538	United States	(510) 651-5100	USA(510)651-2261	Norman Tu, Chief Executive Officer, Chairman of the Board	Peter Lee, Controller
JL Systems Inc.	4312 Evergreen Ln., Ste. A	Annandale, Virginia	22003	United States	(703) 941-0077	USA(703)941-2575	Larry Danforth, President	Jacqueline Danforth, Vice President

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
AXS-One Inc.	301 Rte. 17 N	Rutherford, New Jersey	7070	United States	(201) 935-3400	USA(201)935-7678	John Rade, Chief Executive Officer	Michael R. Jorgensen, Vice President, Chief Financial Officer
Cedar Group PLC	Cedar House, 78 Portsmouth Rd.	Cobham	KT11 1HY	United Kingdom	n/a	n/a	Michael G. Harrison, Chief Executive Officer	Michael D. Hosie, Director of Finance
Financial Models Company Inc.	5255 Orbitor Dr.	Mississauga	L4W 4Y8	Canada	n/a	n/a	Stamos Katotakis, Chief Executive Officer and President	Gordon Sunderland, Chief Financial Officer
SAP Espana y Portugal Sistemas Aplicaciones y Productos en la	Edificio Torre Picasso-planta 4,	Madrid	E-28020	Spain	n/a	n/a	n/a	Johannes Saverwald, Director of Finance
Concerto Inc.	6300 Bridgepoint Pkwy., Bldg. 3,	Austin, Texas	78730	United States	(512) 343-6666	USA(512)343-9650	Timothy D. Webb, Chief Executive Officer and President	Keith D. Thatcher, Senior Vice President, Chief Financial Officer
SunGard Bi-Tech Inc.	890 Fortress St.	Chico, California	95973	United States	(530) 891-5281	USA(530)891-5011	Aaron Johnson, President	Bruce Langston, Vice President, Finance
Navisys	499 Thornall St.	Edison, New Jersey	8837	United States	n/a	USA(732)549-5445	Michael A. Roe, Chief Executive Officer and President	Martin A. Veilleux, Vice President, Chief Financial Officer
Personic Inc.	1000 Marina Blvd., 5th Fl.	Brisbane, California	94005	United States	(650) 829-6800	USA(650)829-6801	Lewis Stanton, Chief Executive Officer	John Floisand, President
Entegrity Solutions Corp.	2077 Gateway Pl., Ste. 200	San Jose, California	95110	United States	(408) 487-8600	USA(408)487-8610	David N. Martin, Chief Executive Officer, President, Chairman of the Board	Robert Howells, Senior Vice President, Finance and Administration
DataCore Software Corp.	6261 Northwest 6th Way, Ste. 110	Ft. Lauderdale, Florida	33309	United States	(954) 267-1620	USA(954)938-7953	George S. Teixeira, Chief Executive Officer and President	Marc-Andre Boisseau, Vice President, Finance
Outsourced Administrative Systems Inc.	4550 Victory Ln.	Indianapolis, Indiana	46203	United States	(317) 614-2000	n/a	Russell Sherlock, Chief Executive Officer and President	n/a
Sanchez Computer Associates Inc.	40 Valley Stream Pkwy.	Malvern, Pennsylvania	19355	United States	(610) 296-8877	USA(610)296-7371	Frank R. Sanchez, Chief Executive Officer	Thomas F. McElwee, Senior Vice President, Chief Financial Officer
CAE-Link Corp. Training Systems Div.	PO Box 1237	Binghamton, New York	13902	United States	(607) 721-5465	USA(607)721-4877	n/a	Jeff Thomas, Chief Financial Officer
MAI Systems Corp.	9601 Jeronimo Rd.	Irvine, California	92618	United States	(949) 598-6000	USA(949)598-6391	Brian Kretzmer, Chief Executive Officer	James W Dolan, Chief Financial Officer
Microsoft S.p.A.	Centro Direzionale San Felice, V	Segrate	I-20090	Italy	n/a	n/a	Umberto Paolucci, Chairman of the Board	n/a
Plato Learning Inc.	10801 Nesbitt Ave. S	Bloomington, Minnesota	55437	United States	(952) 832-1000	USA(952)832-1200	John Murray, Chief Executive Officer and President	John M. Buske, Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Risk Management Solutions Inc.	149 Commonwealth Dr.	Menlo Park, California	94025	United States	(650) 617-6500	USA(650)617-6565	G. Thompson Hutton, Chief Executive Officer and President	n/a
Landmark Systems Corp.	12700 Sunrise Valley Dr.	Reston, Virginia	20190-5804	United States	(703) 464-1300	USA(703)464-4918	Katherine K. Clark, Chief Executive Officer and President	Frederick S. Rolandi III, Vice President, Chief Financial Officer
Mainframe Entertainment, Inc.	, Ste. 500, 2025 W Broadway	Vancouver	V6J 1Z6	Canada	n/a	n/a	Ian Pearson, Chief Executive Officer and President	Brett Gannon, Chief Financial Officer
New World Systems Corp.	888 W Big Beaver Rd., Ste. 1100	Troy, Michigan	48084	United States	(248) 269-1000	USA(248)269-1020	Larry D. Leinweber, President	n/a
e-Travel Inc.	1000 Winter St., Ste. 4200	Waltham, Massachusetts	2451	United States	(781) .62-2.5905	n/a	Scott Gutz, Chief Executive Officer and President	n/a
Applix Inc.	112 Turnpike Rd.	Westborough, Massachusetts	1581	United States	(508) 870-0300	USA(508)366-2278	Alan Goldsworthy, President	Edward Terino, Senior Vice President, Chief Financial Officer
Equitrac Corp.	836 Ponce de Leon Blvd.	Coral Gables, Florida	33134-3063	United States	(305) 442-2060	USA(305)442-0687	George P. Wilson, Chief Executive Officer and President	Scott J. Modist, Senior Vice President, Chief Financial Officer
Cedara Software Corp.	6509 Airport Rd.	Mississauga	L4V 1S7	Canada	n/a	n/a	Micheal M. Greenberg, Chief Executive Officer, Chairman of the Board	Robert J. Dietrich, Vice President, Chief Financial Officer
Bacon and Woodrow Ltd.	St Olaf House, London Bridge Cit	London	SE1 2PE	United Kingdom	n/a	n/a	n/a	John Oliver, Director of Finance
Innelec Multimedia	Centre d'Activites de l'Ourcq, 4	Pantin Cedex	F-93692	France	n/a	n/a	Denis Thebaud, Chairman of the Board	Sylvina Baptista, Director of Finance
Teco Information Systems Europe Ltd.	Teco Building, Marshall Stevens	Manchester	M17 1PP	United Kingdom	n/a	n/a	n/a	M. Hall, Director of Finance
Timberline Software Corp.	15195 NW Greenbrier Pkwy.	Beaverton, Oregon	97006-5701	United States	(503) 690-6775	USA(503)439-5049	Curtis L. Peltz, Chief Executive Officer and President	Carl C. Asai, Vice President, Chief Financial Officer
REAL Software Systems Inc.	21051 Warner Center Ln.	Woodland Hills, California	91367-6509	United States	(818) 313-8000	USA(818)313-8095	David E. Harmon, Chief Executive Officer and President	Brian Ofria, Chief Financial Officer
Kirchman Corp.	711 E. Altamonte Dr.	Altamonte Springs, Florida	32701	United States	(407) 831-3001	USA(407)831-2572	Kenneth P. Kirchman, Chief Executive Officer	Nestor De Armas, Chief Financial Officer
Macro 4 PLC	The Orangery-Turners Hill Road,	Crawley	RH10 4SS	United Kingdom	n/a	n/a	Bert Morris, Chairman of the Board	John L. Foster, Director of Finance
Rogue Wave Software Inc.	5500 Flatiron Pky.	Boulder, Colorado	80301	United States	(303) 473-9118	USA(303)473-9137	Jack Iacobucci, Chief Executive Officer	Merle A. Waterman, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Iris Associates	5 Technology Park Dr.	Westford, Massachusetts	1886	United States	(978) 692-2800	n/a	n/a	n/a
Players Computer Inc.	20 Constance Ct.	Hauppauge, New York	11788	United States	(516) 582-2650	USA(516)582-2767	Skip Powul, Chief Executive Officer	n/a
Etak Inc.	1605 Adams Dr.	Menlo Park, California	94025-1432	United States	(650) 328-3825	USA(650)328-3148	Richard J. Selmeier, President and Chief Operating Officer	n/a
Atos Segif	Immeuble Ile de France, 3 Place	Paris La Defense	F-92067	France	n/a	n/a	n/a	n/a
Fukui Computer Inc.	1-250-1 Takagi-Chuo	Fukui City	910-8521	Japan	n/a	n/a	Makoto Kobayashi, Chairman of the Board	n/a
Internet Pictures Corp.	1009 Commerce Park Dr., Ste 100	Oak Ridge, Tennessee	37830	United States	(423) 482-3000	USA(423)482-5447	Donald Strickland, Chief Executive Officer and President	Paul Farmer, Executive Vice President, Chief Financial Officer
Staffware PLC	Staffware House-3 The Switchback	Maidenhead	SL6 7RJ	United Kingdom	n/a	n/a	John A. O'Connell, Chairman of the Board	Jennifer Cope, Director of Finance
Computerland UK PLC	The Albert Einstein Centre, High	Nottingham	NG7 2TN	United Kingdom	n/a	n/a	Graham Gilbert, Chairman of the Board	Michael Kent, Director of Finance
TradeStation Group Inc.	8700 W Flagler St., Ste. 250	Miami, Florida	33174	United States	(305) 485-7000	(305)485-7300	William L. Cruz, Chief Executive Officer, Chairman of the Board	David H. Fleischman, Vice President, Chief Financial Officer
Euronet Services Inc.	4601 College Blvd., Ste. 300	Leawood, Kansas	66211	United States	(913) 327-4200	(913)327-1921	Michael Brown, Chief Executive Officer, Chairman of the Board	Kendall Coyne, Chief Financial Officer
DocuCorp International	5910 N Central Expwy., Ste 800	Dallas, Texas	75206-5140	United States	(214) 891-6500	USA(214)987-8187	Michael Andereck, Chief Executive Officer and President	John H. Gray, Chief Financial Officer
Pervasive Software Inc.	12365 Riata Trace Pky, Bldg 2	Austin, Texas	78727-6422	United States	(512) 231-6000	USA(512)231-6010	Ron R. Harris, Chief Executive Officer and President	James R. Offerdahl, Chief Operating Officer and Chief Financial Officer
HNC Insurance Solutions	110 Theory	Irvine, California	92612	United States	(949) 655-3200	USA(949)655-3210	Sean M. Downs, President	John Falliers, Chief Financial Officer
Advance Inc.	PO Box 20082	Washington, DC	20041-2082	United States	(703) 968-2900	USA(703)968-8867	James J. Heigl, President and Chief Operating Officer	Steve Larkins, Controller
SoftAd Inc.	100 Shoreline Hwy., Bldg. B, Ste	Mill Valley, California	94941	United States	(415) 332-4704	USA(415)332-1635	Paula George-Tompkins, Chief Executive Officer	Gregory Panawek Jr., Chief Financial Officer
Disney Interactive	500 S Buena Vista St.	Burbank, California	91521-0001	United States	(818) 560-1000	USA(818)553-4265	Jan Smith, President	Gary Sproule, Vice President, Chief Financial Officer

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Pivotal Corp.	260 W Esplanade, Ste. 300	North Vancouver	V7M3M7	Canada	n/a	n/a	Bo Manning, Chief Executive Officer and President	Divesh Sisodraker, Chief Financial Officer
Brain Force Software AG	Gumpendorferstrasse 83	Wien	A-1060	Austria	n/a	n/a	n/a	Daniela Kellner, Director of Finance
Riverdeep Group PLC	8th Fl., Apollo House, Tara St.	Dublin 2	n/a	Ireland	n/a	n/a	Barry OCallaghan, Chief Executive Officer	William H. Burke, Chief Financial Officer
Quintus Corp.	47212 Mission Falls Ct.	Fremont, California	94539	United States	(510) 624-2800	USA(510)770-1377	Alan Anderson, Chief Executive Officer, Chairman of the Board	Susan Salversen, Chief Financial Officer
Caminus Corp.	825 3rd Ave., 28th Fl.	New York, New York	10022	United States	(212) 515-3600	(212)888-0691	Lawrence D. Gilson, Chairman of the Board	n/a
Convera	1921 Gallows Rd., Ste. 200	Vienna, Virginia	22182-3900	United States	(703) 761-3700	(703)761-1990	Patrick C. Condo, Chief Executive Officer and President	James H. Buchanan, Chief Financial Officer
Convera Corp.	1921 Gallows Rd., Ste. 200	Vienna, Virginia	22182	United States	(703) 761-3700	(703)761-1990	Ronald J. Whittier, Chairman of the Board	James H. Buchanan, Chief Financial Officer
Novadigm Inc.	1 International Blvd., Ste. 200	Mahwah, New Jersey	7495	United States	(201) 512-1000	USA(201)512-1001	Albion J. Fitzgerald, Chief Executive Officer, Chairman of the Board	Wallace D. Ruiz, Vice President, Chief Financial Officer
CrossWorlds Software Inc.	577 Airport Blvd., Ste. 800	Burlingame, California	94010-2024	United States	(650) 685-9000	USA(650)685-9960	Alfred J. Amaroso, Chief Executive Officer and President	James Budge, Senior Vice President, Chief Financial Officer
Centura Software Corp.	975 Island Dr.	Redwood Shores, California	94065	United States	(650) 596-3400	USA(650)596-4900	Scott R. Broomfield, Chief Executive Officer, President, Chairman of the Board	Richard Lucien, Senior Vice President, Chief Financial Officer
Transentric	7930 Clayton Rd.	St. Louis, Missouri	63117	United States	(314) 768-6800	USA(314)768-5820	George Gagen, President	Gregory C. Kowert, Chief Financial Officer
QNX Software Systems Ltd.	175 Terence Matthews Cres.	Kanata	K2M 1W8	Canada	n/a	n/a	Greg Bergsma, Vice President, Operations	n/a
Eltrax Systems Inc.	2000 Town Center, Ste. 690	Southfield, Michigan	48075	United States	(248) 358-1699	(248)358-2743	William P. O'Reilly, Chairman of the Board	William Fielder III, Chief Financial Officer
Digital Technology International	1180 N Mountain Springs Pkwy.	Springville, Utah	84663-3007	United States	(801) 853-5000	USA(801)853-5001	Don A. Oldham, Chief Executive Officer	Steve Oldham, Chief Financial Officer
P.E. Informatics	3833 N 1st St.	San Jose, California	95134-1701	United States	(408) 577-2200	USA(408)894-9307	Robert C. Jones, Chief Executive Officer	Mike Booth, Controller
Vertex Inc.	1041 Old Cassatt Rd.	Berwyn, Pennsylvania	19312-1195	United States	(610) 640-4200	USA(610)640-5892	Jeffrey Westphal, President	n/a

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Compuware NuMega Lab	9 Townsend W	Nashua, New Hampshire	03063-1217	United States	(603) 889-2386	USA(603)578-8401	Franklin Grossman, President	n/a
Paysys International Inc.	1 Meca Way, Ste. 150	Norcross, Georgia	30093-2919	United States	(770) 564-8000	USA(770)564-8001	Stephen B. Grubb, Chief Executive Officer and President	Harvey A. Wagner, Executive Vice President, Chief Financial Officer
Princeton Softech Inc.	111 Campus Dr.	Princeton, New Jersey	08540-6400	United States	(609) 688-5000	USA(609)627-7799	Lisa Cash, President	Louis Desiderio, Chief Financial Officer
Computer Guidance Corp.	15035 N 75th St.	Scottsdale, Arizona	85260	United States	(602) 444-7000	n/a	Roger Kirk, Chief Executive Officer and President	Low Halpert, Chief Financial Officer
Goldmine Software Corp.	17383 Sunset Blvd., Ste. 301	Pacific Palisades, California	90272	United States	(310) 454-6800	USA(310)454-4848	Dana Buys, Chief Executive Officer	John W. Hillyward, Chief Financial Officer
Datatel Inc. (Fairfax, Virginia)	4375 Fair Lakes Ct., Ste. 3000	Fairfax, Virginia	22033-4234	United States	(703) 968-9000	USA(703)968-4573	Russ Griffith, Chief Executive Officer and President	n/a
Design Strategy Corp.	600 3rd Ave., 25th Fl.	New York, New York	10016-2001	United States	(212) 370-0000	USA(212)949-3648	Marsh Newmark, President	Jay Sherwood, Vice President, Finance
NxTrend Technology Inc.	5555 Tech Center Dr., Ste. 300	Colorado Springs, Colorado	80919-2309	United States	(719) 590-8940	USA(719)528-1465	Mike Cornell, Chief Executive Officer and President	n/a
Aces Research Inc.	46750 Fremont Blvd.	Fremont, California	94538	United States	(510) 683-8855	USA(510)683-8875	Allan H. Kwang, President	n/a
Fame Information Services Inc.	888 7th Ave., 12th Fl.	New York, New York	10106-0001	United States	(212) 506-0300	USA(212)977-7144	Gerald Mintz, Chief Executive Officer and President	Jim Perry, Chief Financial Officer
Footprint Software Inc.	53 Yonge St., 4th Fl.	Toronto	M5E 1J3	Canada	n/a	n/a	Jay Cashmore, President	n/a
Zuken USA Inc.	2041 Mission College Blvd., Ste.	Santa Clara, California	95054	United States	(408) 562-0177	USA(408)562-0165	John Sliney, President	Eric Fan, Controller
Real Media Inc.	260 Fifth Ave.	New York, New York	10001	United States	(212) 725-4537	USA(212)725-4573	Walter Annasohn, Chief Executive Officer and President	Norman Blashka, Executive Vice President, Finance
Bottomline Technologies Inc.	155 Fleet St.	Portsmouth, New Hampshire	03801-4050	United States	(603) 436-0700	USA(603)436-0300	Daniel M. McGurl, Chief Executive Officer, Chairman of the Board	Robert A. Eberle, Chief Financial Officer, Treasurer
Communications Software Consultants Inc.	8 Southwoods Blvd.	Albany, New York	12211	United States	(518) 431-7500	USA(518)427-1642	Larry Davis, Chairman of the Board	n/a
Dragon Systems Inc.	320 Nevada St.	Newtonville, Massachusetts	2460	United States	(617) 965-5200	USA(617)527-0372	Donald L. Waite, Chief Executive Officer	Ellen Chamberlain, Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
S2 Systems Inc.	4965 Preston Pk. Blvd., Ste. 800	Plano, Texas	75093	United States	(972) 599-5600	USA(972)599-5610	Stephen J. Clark, Chief Executive Officer and President	Brian Healy, Chief Financial Officer
Intellution Inc.	325 Foxborough Blvd.	Foxborough, Massachusetts	2035	United States	(508) 698-3322	USA(508)698-8391	Stephen E. Rubin, Chief Executive Officer	Donald A. Simoneau, Vice President, Finance
American Society of Health-System Pharmacists	7272 Wisconsin Ave.	Bethesda, Maryland	20814	United States	(301) 657-3000	USA(301)664-8877	Bruce R. Canaday, Chairman of the Board	David A. Zilz, Treasurer
Science and Engineering Associates Inc.	PO Box 3722	Albuquerque, New Mexico	87190-3722	United States	(505) 884-2300	USA(505)346-0642	Robert Savoie, President	n/a
StarPlay Productions Inc.	5188 Sunshine Canyon Dr.	Boulder, Colorado	80302	United States	(303) 447-9562	USA(303)447-2739	Scott Mesch, President	Maria Reller, Chief Financial Officer
Construction Systems Software Inc.	7300 Blanco Rd., Ste. 606	San Antonio, Texas	78216	United States	(210) 979-6494	USA(210)979-0007	Alex Drabant, President	n/a
Ontario Systems Corp.	1150 W Kilgore Ave.	Muncie, Indiana	47305	United States	(765) 751-7000	USA(765)751-7099	Wilbur R. Davis, President	n/a
Software Composers	4500 Newcombe Dr.	Plano, Texas	75093	United States	(972) 985-9198	n/a	Bill Binkley, President	n/a
Social Software	Box 472, Times Sq.	New York, New York	10108-0472	United States	(212) 983-3022	USA(212)956-2904	Isabel Wedemeyer, Chief Executive Officer and President	n/a
NettIQ Corp.	5410 Betsy Ross Dr.	Santa Clara, California	95054-1101	United States	(408) 330-7000	USA(408)330-0979	Ching-Fa Hwang, Chief Executive Officer and President	James A. Barth, Vice President, Chief Financial Officer
Vertex Interactive Inc.	PO Box 996	Clifton, New Jersey	7014	United States	(973) 777-3500	USA(973)472-0814	Hugo H. Biermann, Chief Executive Officer, Chairman of the Board	Raymond Broek, Chief Financial Officer
Primus Knowledge Solutions Inc.	1601 5th Ave., Ste. 1900	Seattle, Washington	98101	United States	(206) 292-1000	USA(206)292-1825	Michael Brochu, Chief Executive Officer, President, Chairman of the Board	Ronald Stevens, Chief Financial Officer
Keane Ltd.	Lion House, Oscott Road, Witton	Birmingham	B6 7UH	United Kingdom	n/a	n/a	n/a	n/a
Computer Institute of Japan Ltd.	1-2-24 Hiranuma, Nishi-ku	Yokohama	220-0023	Japan	n/a	n/a	Shozo Nakano, Chairman of the Board	n/a
Mid-Comp International Pty. Ltd.	97 Camberwell Rd.	Hawthorn	3122	Australia	n/a	n/a	Carson Thompson, Chief Executive Officer and President	Stuart Mackay, Director of Finance
SLMsoft.com (Canada)	1 Yorkdale Rd., Ste. 600	Toronto	M6A 3A1	Canada	n/a	n/a	Govin Misir, Chief Executive Officer, Chairman of the Board	Dev Misir, Chief Financial Officer

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NexGen SI Inc.	30 Corporate Park Plz., #410	Irvine, California	92606	United States	(949) 476-4097	n/a	Rick Dutta, President	Gregory Grabar, Chief Financial Officer
Portera Systems Inc.	1688 Dell Ave.	Campbell, California	95008	United States	(408) 364-3600	USA(408)341-1830	Gary L. Steele, Chief Executive Officer	Noel Hirst, Vice President, Finance
Microforum Inc.	150 Ferrand Dr., Ste. 1200	Toronto	M3C 3E5	Canada	n/a	n/a	Rick Segal, Chief Executive Officer and President	Owen Menzel, Chief Financial Officer
SkyStream Networks Inc.	455 DeGuigne Dr.	Sunnyvale, California	94085-3890	United States	(408) 616-3300	(408)616-3400	James D. Olson, Chief Executive Officer and President	Roger George, Chief Financial Officer
XRT-CERG S.A.	Tour Eve, Place Sud, La Defense	Puteaux Cedex	F-92806	France	n/a	n/a	Alain Fraiberger, Chairman of the Board	Frederic Commandeur, Director of Finance
Osiatis France	1 rue du Petit Clamart, Batiment	Velizy Cedex	F-78142	France	n/a	n/a	Robert Aydabirian, Chairman of the Board	n/a
INTERSHOP Communications Inc.	303 2nd St. 10th Fl. N	San Francisco, California	94107-1329	United States	(415) 844-1500	USA(415)844-3800	Stephan Schamback, Chief Executive Officer	Phil Oreste, Vice President, Finance
CommVault Systems Inc.	PO Box 900	Oceanport, New Jersey	07757-0900	United States	(732) 870-4000	USA(732)870-4525	Bob Hammer, Chief Executive Officer, President, Chairman of the Board	Lou Miceli, Chief Financial Officer
Open Software Foundation Inc.	11 Cambridge Ctr.	Cambridge, Massachusetts	2142	United States	(617) 621-8700	USA(617)621-0799	Joseph Defeo, Chief Executive Officer and President	Martin Ford, Chief Financial Officer
CCD Online Systems Inc.	41 W Santa Clara St.	Arcadia, California	91007	United States	(626) 821-0188	USA(626)821-8648	Jim McGovern, President	n/a
Wolfram Research Inc.	100 Trade Center Dr.	Champaign, Illinois	61820-7237	United States	(217) 398-0700	USA(217)398-0747	Stephen Wolfram, Chief Executive Officer and President	Becky Porth, Chief Financial Officer
Lightbulb Factory Inc.	511 Canal, 4th Fl.	New York, New York	10013	United States	(212) 925-4755	USA(212)966-4130	Nicolas Cianca, President	n/a
e-MedSoft.com	1300 Marsh Landing Pkwy., Ste. 1	Jacksonville Beach, Florida	32250	United States	(904) 543-1000	(904)543-1071	John F. Andrews, Chief Executive Officer, President, Chairman of the Board	Margaret Harris, Chief Financial Officer
ePresence Inc.	PO Box 5013	Westboro, Massachusetts	01581-5013	United States	(508) 898-1000	USA(508)898-1755	William P. Ferry, Chief Executive Officer and President	Richard M. Spaulding, Senior Vice President, Chief Financial Officer
Technology Venture Holdings Ltd.	8/F Kantone Centre, 1 Ning Foo S	Hong Kong	n/a	Hong Kong	n/a	n/a	Ron Chan Tze-Ngon, Chairman of the Board	Cliff Chow Siu-Lam, Director of Finance
Ecometry Corp.	1615 S Congress Ave.	Delray Beach, Florida	33445-6368	United States	(561) 265-2700	USA(561)265-2566	John Marrah, President and Chief Operating Officer	Marty Weinbaum, Vice President, Chief Financial Officer

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CCAI Consulting Inc.	5800 Landerbrook Dr.	Mayfield Hgts., Ohio	44124-4083	United States	(440) 684-6600	USA(440)684-6700	Nicholas A. Canitano, Chief Executive Officer, Chairman of the Board	Eric Glassman, Vice President, Finance and Treasurer
PCA Corp.	1-2-21 Fujimi, Chiyoda-ku	Tokyo	102-8171	Japan	n/a	n/a	Masao Kawashima, Chairman of the Board	n/a
OpenText Corp.	21700 Northwestern Hwy.	Southfield, Michigan	48075	United States	(734) 542-5955	USA(248)559-1034	P. Thomas Jenkins, Chief Executive Officer	Jennifer Konitsney, Chief Financial Officer
Alias/Wavefront Inc.	210 King St. E	Toronto	M5A 1J7	Canada	n/a	n/a	Doug Walker, President	Joanne Rusnell, Chief Financial Officer
Digital Insurance Systems Corp.	1840 Zollinger Rd.	Columbus, Ohio	43221	United States	(614) 488-2325	(614)457-7369	Mike Wright, Chief Executive Officer	Frank Reilly, Vice President, Finance
OSI Software Inc.	777 Davis St.	San Leandro, California	94577	United States	(510) 895-9003	(510)357-8136	J. Patrick Kennedy, President	Louise Zivnuska, Controller
Serif Inc.	PO Box 803	Nashua, New Hampshire	03061-0803	United States	(603) 889-8650	USA(603)886-3537	Mark Leininger, Chief Executive Officer	Michael J. LaRocque, Chief Financial Officer
Medical Systems Management Inc.	200 Quannapowitt Pkwy.	Wakefield, Massachusetts	1880	United States	(781) 942-1700	USA(781)942-0917	Raymond W. Forgit, Chief Executive Officer	n/a
White Systems Inc.	PO Box 100	Kenilworth, New Jersey	7033	United States	(908) 272-6700	USA(908)272-5920	Charles Clark, Chief Executive Officer and President	John Molloy, Chief Financial Officer
Aonix Corp.	5040 Shoreham Pl.	San Diego, California	92122	United States	(858) 457-2700	USA(858)824-0212	Ben Goodwin, Chief Executive Officer and President	Mike Hirano, Chief Financial Officer
Computer Technology Associates Inc.	12550 Park Lawn Dr., Ste. 300	Rockville, Maryland	20852	United States	(301) 581-3200	USA(301)581-3700	Carmelo E. "Tom" Velez, Chief Executive Officer and President	Gregory H. Wagner, Executive Vice President, Chief Financial Officer
Psygnosis US	989 E Hillsdale Blvd.	Foster City, California	94404-2189	United States	(650) 287-6500	USA(650)655-8001	Ray Sangster, Chief Executive Officer	Derek Quackenbush, Controller
Delta Health Systems	PO Box 1824	Altoona, Pennsylvania	16603	United States	(814) 944-1651	USA(814)942-0125	Neil Port, President	William Gicking, Chief Financial Officer
Marimba Inc.	440 Clyde Ave.	Mountain View, California	94043	United States	(650) 930-5282	USA(650)930-5600	Rich Wyckoff, Chief Executive Officer and President	Ken Owyang, Chief Financial Officer
Dentrix Dental Systems Inc.	727 E Utah Valley Dr., Ste. 500	American Fork, Utah	84003-9904	United States	(801) 763-9300	USA(801)763-9336	Kimball Wirig, President	Larry Blake, Chief Financial Officer
Melillo Consulting Inc.	285 Davidson Ave., Ste. 202	Somerset, New Jersey	8873	United States	(732) 563-8400	USA(732)563-8450	Mark J. Melillo, Chief Executive Officer and Chief Financial Officer	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Open Systems Inc. (Shakopee, Minnesota)	1157 Valley Park Dr., Ste. 105	Shakopee, Minnesota	55379	United States	(612) 496-2465	USA(612)496-2495	Michael Bertini, Chief Executive Officer and President	Jody Flatebo, Controller
SWAN International Inc.	Executive Twr., 61 Spit Brook Rd	Nashua, New Hampshire	3060	United States	(603) 888-9964	USA(603)888-9967	Marc Duthoit, Chief Executive Officer, Chairman of the Board	n/a
enherent Corp.	80 Lamberton Rd.	Windsor, Connecticut	6095	United States	(860) 687-2200	(860)687-2210	Daniel S. Woodward, Chief Executive Officer and President	Jack D. Mullinax, Executive Vice President, Chief Financial Officer
Witness Systems Inc.	300 Colonial Center Pkwy.	Roswell, Georgia	30076	United States	(770) 754-1900	(770)754-1888	David Gould, Chief Executive Officer and President	Jon Ezrine, Senior Vice President, Chief Financial Officer
OTG Software Inc.	6701 Democracy Blvd., Ste 800	Bethesda, Maryland	20817	United States	(301) 897-1400	USA(301)897-3753	Richard Kay, Chief Executive Officer, President, Chairman of the Board	Ronald Kaiser, Chief Financial Officer, Treasurer
Descartes Systems Group Inc.	120 Randall Dr.	Waterloo	N2V 1C6	Canada	n/a	n/a	Peter Schwartz, Chief Executive Officer, Chairman of the Board	Colley Clarke, Executive Vice President, Chief Financial Officer
Daleen Technologies Inc.	1750 Clint Moore Rd.	Boca Raton, Florida	33487	United States	(561) 999-8000	USA(561)999-8001	James Daleen, Chief Executive Officer, Chairman of the Board	Stephen M. Wagman, Chief Financial Officer, Treasurer
Corio Inc.	959 Skyway Rd., Ste. 100	San Carlos, California	94070	United States	(650) 232-3000	USA(650)232-3200	George Kadifa, Chief Executive Officer and President	Barbara J. Posch, Executive Vice President, Chief Financial Officer
Xchange Inc.	One Lincoln Plaza, 89 South St.	Boston, Massachusetts	2111	United States	(617) 737-2244	USA(617)443-9143	Andrew Frawley, Chief Executive Officer, Chairman of the Board	George Abatjoglou, Chief Financial Officer
Icode Inc.	10304 Eaton Pl.	Fairfax, Virginia	22030--2213	United States	n/a	USA(703)934-4708	Bijal Mehta, Chief Executive Officer	Sanjay Shaw, Chief Financial Officer
Advent Net Inc.	6830 Via Del Oro, Ste. 210	San Jose, California	95119	United States	(408) 578-8700	USA(408)578-8730	Tony Thomas, Chief Executive Officer and President	n/a
AdKnowledge Inc.	1808 Embarcadero	Palo Alto, California	94303	United States	(650) 842-6500	n/a	Scott Kaufman, Chief Executive Officer and President	Kim Finder, Director of Finance
IPNet Solutions Inc.	4100 Newport Pl., Ste. 800	Newport Beach, California	92660	United States	(949) 476-4455	USA(949)476-4454	Donald E. Willis, Chief Executive Officer	Robert E. Grice, Senior Vice President, Chief Financial Officer
Magic Solutions International Inc.	3965 Freedom Cir.	Santa Clara, California	95054	United States	n/a	USA(972)308-9960	Les Vaughn, President	n/a
Omega Research Inc.	8700 W Flagler St.	Miami, Florida	33174-2428	United States	(305) 485-7000	USA(305)485-7300	William R. Cruz, Chief Executive Officer	Gregg F. Stewart, Chief Financial Officer
Healthaxis Inc.	2500 DeKalb Pike	East Norriton, Pennsylvania	19404	United States	(610) 275-3800	(610)275-2646	Michael Ashker, Chairman of the Board	John M. Carradine, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Thinkpath Inc.	55 University Ave., Ste. 505	Ontario	M5J 2H7	Canada	n/a	n/a	DeClan French, Chief Executive Officer, Chairman of the Board	Kelly Hankinson, Chief Financial Officer
Erisco Inc.	1700 Broadway, 26th Fl.	New York, New York	10019	United States	(212) 765-8500	USA(212)582-8030	Anthony Bellomo, President	Joseph Postuszny, Senior Vice President, Chief Financial Officer
Newmarket International Inc.	135 Commerce Way, Ste. 300	Portsmouth, New Hampshire	03801-3200	United States	(603) 436-7500	USA(603)436-1826	Steve Giblin, Chief Executive Officer and President	Tom Gaillard, Chief Financial Officer
Magee Enterprises Inc.	PO Box 1587	Norcross, Georgia	30091	United States	(770) 446-6611	USA(770)368-0719	Marshall Magee, Owner	n/a
Professional Solutions Inc.	660 Village Trace	Marietta, Georgia	30067	United States	(404) 250-8080	n/a	Kenneth Leebow, President	n/a
Opto 22	43044 Business Park Dr.	Temecula, California	92590	United States	(909) 695-3000	USA(909)695-2712	Robert Engman, President	Mary Jane Engman, Vice President, Finance
EWB and Associates Inc.	500 North Akard, Ste. 4500	Dallas, Texas	75201	United States	(214) 756-7000	USA(214)756-7001	Chris Walker, Chief Executive Officer, Chairman of the Board	n/a
Staffware Corp.	202 E Border	Arlington, Texas	76010	United States	(817) 277-3000	USA(817)274-6700	Kuljit Bawa, Chief Executive Officer	Gary Lawrence, Chief Financial Officer
PayPlus Software Inc.	PO Box 293	Whippany, New Jersey	7981	United States	(215) 653-0850	USA(908)904-0715	Vinnie Moreno, General Manager	Vince Kim, Controller
PharmEase Inc.	N 225 Ella Rd., Bldg A., Ste. 12	Spokane, Washington	99212	United States	(509) 921-0296	USA(509)921-0299	Peter J. Ficalora, Chief Executive Officer and President	Duane Harney, Chief Financial Officer
NEC Systems Inc.	110 Rio Robles Dr.	San Jose, California	95134	United States	(408) 434-7100	USA(408)433-1498	Kozo Kuriyama, Chief Executive Officer and President	n/a
Watchfire Corp.	1 Hines Rd.	Kanata	K2K 3C7	Canada	n/a	n/a	Michael Weider, President	Russ Jones, Chief Financial Officer
Vocaltec Communications Ltd.	2 Maskit St.	Herzliyya	46773	Israel	n/a	n/a	Elon A. Ganor, Chief Executive Officer, Chairman of the Board	Hugo Goldman, Chief Financial Officer
Xavier Computer Group PLC	Systems House-Foundry Ct., Gogmo	Chertsey	KT16 9AP	United Kingdom	n/a	n/a	B. C. Beverley, Chairman of the Board	S. D. Beart, Director of Finance
Definition Ltd. (Lake Park, Florida)	334 South Killian Dr.	Lake Park, Florida	33403	United States	(561) 840-0556	USA(561)840-6757	Danna Anderson, Chief Executive Officer and President	n/a
XRT	Tour Eve-Place Sud, La Défense 9	Puteaux Cedex	92806	France	n/a	n/a	Eric Blot-Lefevre, Chief Executive Officer and President	Frederic Commandeur, Chief Financial Officer

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Knowledge Adventure Inc.	19840 Pioneer Ave.	Torrance, California	90503	United States	(818) 246-4400	USA(818)246-4032	Peter Doctorow, Chief Executive Officer and President	Jay Meschel, Chief Financial Officer
Lotus Development Corp. Messaging and Collaboration Unit	55 Cambridge Pkwy.	Cambridge, Massachusetts	2142	United States	(617) 577-8500	n/a	Al Zollar, Chief Executive Officer and President	n/a
MDSI Mobile Data Solutions Inc.	10271 Shellbridge Way	Richmond	V6X 2W8	Canada	n/a	n/a	Kenneth Miller, Chief Executive Officer	Vern Pecho, Chief Financial Officer
Knorr Associates Inc.	PO Box 400	Butler, New Jersey	07405-0400	United States	(973) 492-8500	USA(973)492-0453	Norman Dotti, President	n/a
Motive Communications Inc.	12515 Research Blvd., Bldg. 5	Austin, Texas	78759-2220	United States	(512) 339-8335	USA(512)339-9040	Scott Harmon, Chief Executive Officer and President	Logan Wray, Executive Vice President, Chief Financial Officer
KCE Tokyo Inc.	3-25 Kanda-Jinbocho, Chiyoda-ku	Tokyo	101-0051	Japan	n/a	n/a	Michihiro Ishizuka, Chairman of the Board	n/a
Catalyst International Inc.	8989 N Deerwood Dr.	Milwaukee, Wisconsin	53223	United States	(414) 362-6800	USA(414)362-6794	Sean P. McGowan, Chief Executive Officer and President	Timothy Sherlock, Vice President, Chief Financial Officer
InterWorld Corp.	395 Hudson St., 6th Fl.	New York, New York	10014-3669	United States	(212) 301-2500	USA(212)301-2345	Michael J. Donahue, Chief Executive Officer and President	Steven L. Korby, Executive Vice President, Chief Financial Officer
Mechanical Dynamics Inc.	2301 Commonwealth Blvd.	Ann Arbor, Michigan	48105	United States	(734) 994-3800	USA(734)994-6418	Michael E. Korybalski, Chief Executive Officer, Chairman of the Board	David Peralta, Vice President, Chief Financial Officer
Mortice Kern Systems Inc.	410 Albert St.	Waterloo	N2L 3V3	Canada	n/a	n/a	Philip C. Deck, Chief Executive Officer	Stephanie Ratzka, Vice President, Finance
Digital Impact Inc.	177 Bovet Rd.	San Mateo, California	94402	United States	(650) 356-3400	USA(650)356-3410	William Park, Chief Executive Officer, President, Chairman of the Board	David Oppenheimer, Senior Vice President, Chief Financial Officer
Check Solutions Co.	3400 Players Club Park Way , Ste	Memphis, Tennessee	38125-1731	United States	(901) 252-2500	USA(901)252-2800	Joseph Rowell, President	Paul Lechtenberg, Chief Financial Officer
Agris Corp.	300 Grimes Bridge Rd.	Roswell, Georgia	30075	United States	(770) 587-3324	USA(770)238-5205	Tom Taylor, Chief Executive Officer, Chairman of the Board	n/a
Mortice Kern Systems US Inc.	2500 South Highland Ave., Ste. 2	Lombard, Illinois	60148	United States	(630) 495-2108	USA(630)495-3591	Randall J. Howard, Chairman of the Board, Chief Operating Officer	Eric Palmer, Chief Financial Officer
NETg	1751 W Diehl Rd., 2nd Fl.	Naperville, Illinois	60563-9099	United States	(630) 369-3000	USA(630)983-4877	Gary Lopez, Chief Executive Officer and President	n/a
CP Software Group Inc.	715 Sutter St.	Folsom, California	95630	United States	(916) 985-4445	USA(916)985-3557	David Saykally, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Soft Computer Consultants Inc.	34350 US Hwy 19 N	Palm Harbor, Florida	34684	United States	(813) 789-0100	USA(813)789-0110	Gilbert Hakim, Chief Executive, Chairman of the Board, Finance Officer	Jean F. Hakim, President
Altra Energy Technologies Inc.	1221 Lamar St., Ste. 950	Houston, Texas	77008	United States	(713) 210-8000	USA(713)210-8001	Paul Bourke, Chief Executive Officer and President	John Bakewell, Vice President, Chief Financial Officer
Evolutionary Technologies International Inc.	816 Congress Ave., Ste. 1300	Austin, Texas	78701-2443	United States	(512) 383-3000	USA(512)383-3300	Katherine Hammer, Chief Executive Officer and President	Glenn Rau, Chief Financial Officer
eToll Inc.	PO Box 16407	Pittsburgh, Pennsylvania	15220	United States	(412) 921-2900	USA(412)921-3619	Sergei Radovcic, Chief Executive Officer	Jeffrey Gronbreck, Chief Financial Officer
Geac Computer Corp. - Publishing Systems Div. and Geac Public Safety	3707 W Cherry St.	Tampa, Florida	33607-2528	United States	(813) 872-9990	USA(813)878-2751	John E. Caldwell, Chief Executive Officer and President	Thomas Pippy C.A., Chief Financial Officer
Think3 Inc.	2880 Lakeside Dr., Ste. 250	Santa Clara, California	95054-2818	United States	(408) 987-2200	USA(408)727-0237	Joseph B. Costello, Chief Executive Officer	Robert J. Habig, Chief Financial Officer
Icarion Inc.	555 N Mathilda Ave.	Sunnyvale, California	94085	United States	(408) 743-5700	USA(408)878-6001	Ed Koepfore, Chief Executive Officer and President	Laura Perrone, Vice President, Chief Financial Officer
SeeCommerce	3420 Hillview Ave., Lobby 8	Palo Alto, California	94304-1320	United States	(650) 213-1800	USA(650)812-3990	Paul Albright, Chief Executive Officer, President, Chairman of the Board	n/a
Mediascience	39 rue des Peupliers	Boulogne Billancourt Cedex	F-92773	France	n/a	n/a	Jean-Luc Deback, Chairman of the Board	n/a
Elastic Networks Inc.	6120 Windward Pky., Ste. 100	Alpharetta, Georgia	30005	United States	(678) 297-3100	USA(678)297-3110	Guy D. Gill, Chief Executive Officer and President	Kevin D. Elop, Chief Financial Officer, Treasurer
ShowCase Corp.	4115 Hwy 52 N, Ste. 300	Rochester, Minnesota	55901-0144	United States	(507) 288-5922	USA(507)287-2803	Kenneth H. Holec, Chief Executive Officer and President	Craig W. Allen, Chief Financial Officer
Unify Corp.	100 Century Center Ct.	San Jose, California	95112	United States	(408) 451-2000	USA(408)451-2007	Reza Mikaili, Chief Executive Officer and President	Gary Pado, Vice President, Chief Financial Officer
Secure Computing Corp.	4810 Harwood Rd.	San Jose, California	95124	United States	(408) 918-6100	USA(408)918-6101	John McNulty, Chief Executive Officer, Chairman of the Board	Timothy Steinkopf, Senior Vice President, Chief Financial Officer
J.S. Paluch Company Inc.	3825 N. Willow Rd.	Schiller Park, Illinois	60176	United States	(847) 678-9300	USA(847)671-5715	William Rafferty, President	Pete Pellegrino, Chief Financial Officer
GERS Inc.	10431 Wateridge Cir.	San Diego, California	92121	United States	(619) 457-3888	USA(619)457-2145	Jim Henderson, Chief Executive Officer and President	Mike Larkin, Executive Vice President, Chief Financial Officer
Steltor Inc.	200 Peel St., 4th Fl.	Montreal	H3A 2W5	Canada	n/a	n/a	André Courtmanche, Chief Executive Officer, President, Chairman of the Board	Patrick Bertrand, Chief Financial Officer

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Datasul S.A.	Av Eng Luis Carlos Berrini 550,	Sao Paulo	SP 04571-000	Brazil	n/a	n/a	Miguel Abuhab, Chairman of the Board	Paulo Sergio Caputo, Director of Finance
Fluent Inc. (Lebanon, New Hampshire)	10 Cavendish Ct., Centerra Pk.	Lebanon, New Hampshire	03766-1441	United States	(603) 643-2600	USA(603)643-3967	Bharatan Patel, Chief Executive Officer	Peter Christie, Chief Financial Officer
Interactive Intelligence Inc.	8909 Purdue Rd., Ste. 300	Indianapolis, Indiana	46268	United States	(317) 872-3000	USA(317)872-3000	Donald E. Brown, Chief Executive Officer, President, Chairman of the Board	Micheal J. Tavlin, Chief Financial Officer
Oracle Belgium Bvba	Vuurberg 80	Diegem	1831	Belgium	n/a	n/a	n/a	n/a
Clarus Corp.	3970 Johns Creek Ct., Ste. 100	Suwanee, Georgia	30024	United States	(770) 291-3900	USA(770)291-8599	Steve Jeffrey, Chief Executive Officer, President, Chairman of the Board	James McDevitt, Vice President, Chief Financial Officer
Hartley Courseware Inc.	9920 Pacific Heights Blvd., #500	San Diego, California	92121-4330	United States	(619) 587-0087	USA(619)587-1629	Marty Kenny, Chief Executive Officer	Mary Wallace, Sales Manager
First American Excelis	8435 Stemmons Frwy.	Dallas, Texas	75247	United States	(214) 879-5000	USA(214)879-4672	Clark Riffe, President	Ray Abide, Chief Financial Officer
SDRC - Metaphase Technology Inc.	4233 Lexington Ave. N, Ste. 3290	Arden Hills, Minnesota	55126	United States	(612) 482-4219	USA(612)482-4348	William Weyand, Chief Executive Officer, Chairman of the Board	n/a
daly.commerce	1 Bank Boston Plz., 21st Fl.	Providence, Rhode Island	02903-2448	United States	(401) 351-8400	USA(401)351-0132	Terrance J. Daly, Chief Executive Officer, Chairman of the Board	Jeffrey P. Dallas, Vice President, Chief Technical Officer
Kewill Electronic Commerce	100 Nickerson Rd.	Marlborough, Massachusetts	01752-4685	United States	(508) 229-4400	USA(508)229-4404	Geoffrey Finley, Chief Executive Officer	Steve Black, Chief Financial Officer
Clinsoft Corp.	10 Maguire Rd., Ste. 110	Lexington, Massachusetts	2421	United States	(781) 778-3700	USA(781)778-3800	Philip Lee, President	n/a
Incentive Systems Inc.	100 Crosley Dr., Ste. 301	Bedford, Massachusetts	1730	United States	(781) 685-0100	USA(781)276-7889	Michael B. Byers, Chief Executive Officer and President	Diane M. Marcou, Chief Financial Officer
Cooper and Chyan Technology Inc.	1601 S. De Anza Blvd.	Cupertino, California	95014	United States	(408) 366-6966	USA(408)252-9565	John R. Harding, Chief Executive Officer and President	n/a
Infogrames Ltd.	The Green House, 33 Bowden St.	Sheffield	S1 4HA	United Kingdom	n/a	n/a	Christopher H. B. Honeyborne, Chairman of the Board	P. Storey, Director of Finance
Baltimore Technologies	The Square, Basing View	Basingstoke	RG21 4EG	United Kingdom	n/a	n/a	Fran Rooney, Chief Executive Officer	Paul Sanders, Chief Financial Officer
Ariane II SA	rue Bosquet 2A	Bruxelles	B-1060	Belgium	n/a	n/a	Marc Feard, Chairman of the Board	Jean-Louis Amphoux, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Automated Financial Systems Inc.	123 Summit Dr.	Exton, Pennsylvania	19341	United States	(610) 524-9300	USA(610)524-1032	John H. Shain, Chief Executive Officer and President	Dominic Clute Jr., Chief Financial Officer
Macola Inc.	PO Box 1824	Marion, Ohio	43301-1824	United States	(740) 382-5999	USA(740)382-0239	Bruce A. Hollinger, Chief Executive Officer and President	Dale G. Haddad, Vice President, Finance and Operations
Continuous Software Corp.	9401 Jeronimo Rd.	Irvine, California	92618-1908	United States	(949) 453-2200	USA(949)453-2276	John Wark, Chief Executive Officer, Chairman of the Board	Steve Johnson, Vice President, Chief Financial Officer
Cyborg Systems Inc.	120 S Riverside Plaza, 17th Fl.	Chicago, Illinois	60606	United States	(312) 279-7000	USA(312)279-7000	Michael D. Blair, Chief Executive Officer, Chairman of the Board	Sean Blair, Vice President, Finance
Follett Software Co.	1391 Corporate Dr.	McHenry, Illinois	60050-7041	United States	(815) 344-8700	USA(815)344-8774	Tom Schenck, President	Peter Lamone, Chief Financial Officer
Princeton Financial Systems Inc.	600 College Rd. E	Princeton, New Jersey	08540-6636	United States	(609) 987-2400	USA(609)987-9320	James Russo, Chief Executive Officer	Antonio Nunes, Chief Financial Officer
ACR Systems Inc.	7751 Belfort Pkwy.	Jacksonville, Florida	32256-6943	United States	(904) 296-8554	(904)332-0100	John Huffman, Chief Executive Officer and President	Gene Michaud, Chief Financial Officer
JSI FundRaising Systems	44 Farnsworth St.	Boston, Massachusetts	2210	United States	(617) 482-2110	USA(617)482-0617	Jeff Shy, President	n/a
ShopNow.com Inc.	411 W 1st Ave., S., Ste. 200	Seattle, Washington	98104-2860	United States	(206) 223-1996	USA(206)223-2324	Dwayne Walker, Chief Executive Officer and President	Alan D. Koslow, Chief Financial Officer
I-many Inc.	537 Congress St., Ste. 500	Portland, Maine	04101-3353	United States	(207) 774-3244	USA(207)772-8579	A. Leigh Powell, Chief Executive Officer and President	Phillip St. Germaine, Chief Financial Officer
Authentica Inc.	170 Tracer Ln.	Waltham, Massachusetts	02451-1300	United States	(781) 487-2600	(781)290-0424	Lance Urbas, Chief Executive Officer and President	n/a
Advanced Switching Communications Inc.	8330 Boone Blvd., 8th Fl.	Vienna, Virginia	22182	United States	(703) 448-5540	USA(703)448-5590	Asghar Mostafa, Chief Executive Officer, President, Chairman of the Board	Harry D'Andrea, Chief Financial Officer
ISI Inc.	1051 Perimeter Dr. Ste. 200	Schaumburg, Illinois	60173	United States	(847) 995-0002	USA(847)995-0003	Richard Wilkus, President	n/a
VisionShift Div.	3707 W Cherry St.	Tampa, Florida	33607-2528	United States	(813) 872-9990	USA(813)878-2751	Warren Fletcher, General Manager	Lisa Milan, Controller
InstallShield Software Corp.	900 National Pkwy., Ste. 125	Schaumburg, Illinois	60173-5108	United States	(847) 240-9111	(847)619-0788	Viresh Bhatia, Chief Executive Officer	Tyler Sheffield, Chief Financial Officer
Micrografx Inc.	8144 Walnut Hill Ln., Ste. 1050	Dallas, Texas	75231	United States	(469) 232-1000	USA(469)232-1194	James L. Hopkins, Chief Executive Officer, President, Chairman of the Board	John M. Carradine, Chief Financial Officer, Treasurer

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LucasArts Entertainment Company L.L.C.	PO Box 10307	San Rafael, California	94912	United States	(415) 472-3400	n/a	Simon Jeffery, President	Mike Nelson, Vice President, Finance and Administration
SVI Solutions Inc.	12707 High Bluff Rd., Ste. 335	San Diego, California	92130	United States	(858) 481-4404	(858)481-8557	Barry M. Schechter, Chairman of the Board	David L. Reese, Chief Financial Officer
TALX Corp.	1850 Borman Ct.	St. Louis, Missouri	63146	United States	(314) 214-7000	USA(314)214-7588	William W. Canfield, Chief Executive Officer, President, Chairman of the Board	Craig N. Cohen, Chief Financial Officer
SolutionsIQ Inc.	1260 116th Ave. NE	Bellevue, Washington	98004-3816	United States	(425) 451-2727	USA(425)990-3279	Douglas D. Wright, President	John Drevniak, Chief Financial Officer
StreamLogic Corp.	8450 Central Ave.	Newark, California	94560	United States	(510) 608-4000	USA(510)608-4010	Michael O. Preletz, Chief Executive Officer, President, Finance Officer	Barbara V. Scherer Sr., Chief Financial Officer, Treasurer
Advanced Systems and Designs Inc.	1100 Owendale	Troy, Michigan	48083	United States	(248) 616-9818	USA(248)689-8811	Paul Mychalowych, President	n/a
Structural Dynamics Res Corp.	PO Box 1172	Exton, Pennsylvania	19341-0966	United States	(610) 458-3660	USA(610)458-3665	n/a	George Rudy, Manager
Process Control Technology Inc.	4335 Piedras Dr., Ste. 175	San Antonio, Texas	78228	United States	(210) 735-9141	USA(210)735-9775	Don W. Haynes, Chief Executive Officer and President	Catherine Haynes, Chief Financial Officer
Institute for Healthcare Quality Inc.	10900 Hampshire Ave. S	Minneapolis, Minnesota	55438	United States	(952) 829-3500	USA(952)829-3506	Marlene Travis, President	Thomas P. Clark, Senior Vice President, Chief Financial Officer
Medical Software L.L.C.	6043 Hudson Rd., Ste.380	Woodbury, Minnesota	55125	United States	(612) 730-6600	USA(612)730-4334	Keith L. Avise, President	n/a
Conversational Computing Corp.	15375 NE 90th St.	Redmond, Washington	98052	United States	(425) 895-1800	USA(425)861-8664	Matt Scheuing, Chief Executive Officer and President	Michael Castle, Vice President, Chief Financial Officer
Wang Canada Ltd.	150 Middlefield Rd.	Scarborough	M1S 4L6	Canada	n/a	n/a	Robert Curtis, President	n/a
Kintana Inc.	1314 Chesapeake Ter.	Sunnyvale, California	94089	United States	(408) 543-4400	USA(408)752-8460	Bryan Plug, Chief Executive Officer	Paul McFeeters, Chief Financial Officer
Calico Commerce Inc.	333 W San Carlos St., Ste. 300	San Jose, California	95110	United States	(408) 975-7400	USA(408)975-7410	Alan P. Naumann, Chief Executive Officer and President	Arthur F. Knapp Jr., Chief Financial Officer
Stratasys Inc.	14950 Martin Dr.	Eden Prairie, Minnesota	55344-2020	United States	(952) 937-3000	USA(952)937-0070	S. Scott Crump, Chief Executive Officer, President, Chairman of the Board	Thomas W. Stenoien, Chief Financial Officer
Information Creative Co Ltd.	4-10-27 Higashi-Shinagawa, Shina	Tokyo	140-0002	Japan	n/a	n/a	Takao Saito, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Information Management Consultants Inc.	7915 Westpark Dr.	McLean, Virginia	22102-4201	United States	(703) 893-3100	USA(703)893-0489	Sudhakar V. Shenoy, Chairman of the Board	n/a
Molecular Simulations Inc.	9685 Scranton Rd.	San Diego, California	92121-3752	United States	(619) 458-9990	USA(619)458-0136	Joseph Mollica, Chief Executive Officer, Chairman of the Board	Bruce Meyers, Senior Vice President, Finance
Prologic Management Systems Inc.	3708 E Columbia St., Ste. 110	Tucson, Arizona	85714	United States	(520) 747-4100	USA(520)747-4900	James M. Heim, Chief Executive, Chairman of the Board, Finance Officer	n/a
Groupe Sinorg	12 rue Rouget de Lisle	Issy Les Moulineaux Cedex	F-92442	France	n/a	n/a	Pierre Chiarelli, Chairman of the Board	Freddy Attali, Director of Finance
Cencentrex	115 Corporate Dr.	Trumbull, Connecticut	6611	United States	(203) 452-2600	USA(203)452-8700	Paul D. Harrison, President and Chief Operating Officer	Mark Smith, Chief Financial Officer
DataEase International Inc.	7 Cambridge Dr.	Trumbull, Connecticut	6611	United States	(203) 374-8000	USA(203)365-2317	Stephen R. Page, Chief Executive Officer	Joseph Gersuk, Chairman of the Board, Finance Officer
RealPage Inc.	4000 International Pky.	Carrollton, Texas	75007	United States	(972) 820-3000	USA(972)820-3036	Jim Melson, Chief Executive Officer	n/a
PowerCerv Technologies Corp.	400 N. Ashley Dr.,	Tampa, Florida	33602	United States	(813) 226-2600	USA(813)222-0886	Marc J. Fratello, Chief Executive Officer	Lawrence J. Alves, Chief Financial Officer
Metiom Inc.	One Liberty Plaza - 22nd Fl.	New York, New York	10006-1404	United States	(212) 813-3500	USA(212)813-3555	Chris Wagner, Chief Executive Officer and President	Lowell C. Freiberg, Chief Financial Officer
DTS Software Latin America Inc.	80 SW 8th St., 20th Fl.	Miami, Florida	33130	United States	(305) 381-6311	n/a	Fernando Parra, Chief Executive Officer	n/a
Pandesic L.L.C.	990 Almanor Ave.	Sunnyvale, California	94086	United States	(408) 616-1900	USA(408)616-1910	Harold E. Hughes Jr., Chief Executive Officer, Chairman of the Board	Paul Larose, Chief Financial Officer
CTR Systems Inc.	555 Keystone Dr.	Warrendale, Pennsylvania	15086	United States	(724) 772-2400	USA(724)772-3750	Dan Duffy, President	n/a
Click2learn.com Inc.	110-110th Avenue NE, Ste. 700	Bellevue, Washington	98004	United States	(425) 462-0501	USA(425)637-1504	Kevin M. Oakes, Chief Executive Officer and President	John D. Atherly, Chief Financial Officer
Innoveda Inc.	293 Boston Post Rd. W	Marlboro, Massachusetts	1752	United States	(508) 480-0881	USA(508)480-0882	William J. Herman, Chief Executive Officer, President, Chairman of the Board	Kevin P. O'Brien, Chief Financial Officer
Quintessent Communications Inc.	18200 NE Union Hill Rd. Ste. 200	Redmond, Washington	98052	United States	(425) 897-6500	USA(425)897-6800	Brian Vincent, Chief Executive Officer	n/a
NetObjects Inc.	301 Galveston Dr.	Redwood City, California	94063	United States	(650) 482-3200	USA(650)562-0288	Samir Arora, Chief Executive Officer, Chairman of the Board	Russell F. Surmanek, Executive Vice President, Finance and Operations

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Inspire Insurance Solutions	PO Box 819	Sheboygan, Wisconsin	53082-0819	United States	(920) 459-7999	USA(920)459-9123	George Dunham, President	Patrick E. Grady, Chief Financial Officer
LapLink Inc.	18702 N Creek Pkwy.	Bothell, Washington	98011-8019	United States	(425) 483-8088	USA(425)487-1284	Mark Eppley, Chief Executive Officer, President, Chairman of the Board	n/a
SunGard Asset Management Systems	210 Automation Way	Birmingham, Alabama	35210	United States	(205) 956-7570	n/a	Phil Dowd, Chief Executive Officer	Ron Lantrip, Chief Financial Officer
Concur Technologies Inc.	6222 185th Ave. NE	Redmond, Washington	98052	United States	(425) 702-8808	USA(425)702-8828	Steve Singh, Chief Executive Officer, Chairman of the Board	John Adair, Chief Financial Officer
Key Voice Technologies Inc.	106 Cattleman Rd.	Sarasota, Florida	34232	United States	(941) 922-3800	USA(941)925-7278	Nick Branica, President	Kay Carter, Controller
Masterpack International Inc.	5901 Peachtree-Dunwoody Rd., Bld	Atlanta, Georgia	30328	United States	(770) 671-8690	USA(770)671-1299	Sam Kaye, President	n/a
AEC Design Group	13 First Field Rd.	Gaithersburg, Maryland	20878	United States	(301) 840-2220	USA(301)840-7370	Connie Fagan, President	n/a
Visual Insights Inc.	215 Shuman Blvd., Ste. 200	Naperville, Illinois	60563-8495	United States	(630) 753-8600	(630)753-8670	Douglas A. Cogswell, Chief Executive Officer and President	Mike Profita, Chief Financial Officer
Protel International Ltd.	Level 3 12A Rodborough Rd.	Frenchs Forest	NSW 2086	Australia	n/a	n/a	Kayvan Oboudiyat, Chief Executive Officer	Darren Charles, Director of Finance
Keynote Systems Inc.	2855 Campus Dr.	San Mateo, California	94403-2510	United States	(650) 522-1000	USA(650)522-1099	Umang Gupta, Chief Executive Officer, Chairman of the Board	John Flavio, Vice President, Chief Financial Officer
Chordiant Software Inc.	20400 Stevens Creek Blvd., Ste.	Cupertino, California	95014-2217	United States	(408) 517-6100	USA(408)517-0270	Sam Spadafora, Chief Executive Officer, Chairman of the Board	Steve G. Vogel, Senior Vice President, Chief Financial Officer
Ansoft Corp.	4 Station Sq., Ste. 200	Pittsburgh, Pennsylvania	15219-1119	United States	(412) 261-3200	USA(412)471-9427	Nicholas Csendes, Chief Executive Officer and President	Anthony L. Ryan, Chief Financial Officer
Photron Ltd.	1-9-8 Shibuya, Shibuya-ku	Tokyo	150-0002	Japan	n/a	n/a	Tomohiko Nagase, Chairman of the Board	M. Arimatsu, Director of Finance
Scitor Corp.	2411 Dulles Corner Park, Ste. 20	Herndon, Virginia	20171	United States	(703) 713-1800	USA(703)713-1801	Roger Meade, Chief Executive Officer	n/a
Estimark Corp.	285 Reflections Dr., Apt 23	San Ramon, California	94583	United States	(480) 941-2585	USA(480)941-9456	Jim Loucks, President	n/a
Astea International Inc.	455 Business Center Dr.	Horsham, Pennsylvania	19044	United States	(215) 682-2500	USA(215)682-2515	Zack B. Bergreen, Chairman of the Board	Rick Elskovitz, Chief Financial Officer, Treasurer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Fujitsu Software Corp.	3055 Orchard Dr.	San Jose, California	95134	United States	(408) 432-1300	USA(408)456-7050	Shizuo Inagaki, President and Chief Operating Officer	Thomas M. Duffy, Vice President
Black Oak Computer Services Inc.	Sandy Brae Industrial Park , 104	Newark, Delaware	19713	United States	(302) 737-3258	USA(302)737-7764	Craig S. Linthicum, Chief Executive Officer	n/a
Infogrames Inc.	417 5th Ave.	New York, New York	10016	United States	(212) 726-6500	USA(212)679-3424	Bruno Bonnell, Chief Executive Officer, Chairman of the Board	David Fremed, Chief Financial Officer
Executive Software International Inc.	7590 N Glenoaks Blvd.	Burbank, California	91504	United States	(818) 771-1600	USA(818)545-9241	Craig Jensen, Chief Executive Officer, Chairman of the Board	Trish Quigley, Chief Financial Officer
Alliant Defense Electronics Systems Inc.	PO Box 4648	Clearwater, Florida	33758	United States	(727) 572-1900	USA(727)572-2184	Bill Wilson, President	Henderson Griffiths, Chief Financial Officer
QSP Inc.	3200 Atlantic Ave., Ste. 100	Raleigh, North Carolina	27604	United States	(919) 872-4100	USA(919)872-4015	Roy Stoves, Chief Executive Officer	n/a
IT Co.	Ul. Krzhizhanovskogo 21A	Moscow	117218	Russia	n/a	n/a	Tagir G. Yapparov, Chairman of the Board	n/a
Tallan Inc.	628 Hebron Ave., Bldg. 2, Ste. 5	Glastonbury, Connecticut	6033	United States	(860) 633-3693	USA(860)633-5361	Doug Rivard, Chief Operating Officer	n/a
EPOS Corp.	177 Technology Pkwy.	Auburn, Alabama	368830	United States	(334) 321-3767	(334)321-7285	Michael Lawler, President	Michael Lightfoot, Controller
Made2Manage Systems Inc.	9002 Purdue Rd.	Indianapolis, Indiana	46268	United States	(317) 532-7000	USA(317)872-6454	David B. Wortman, Chief Executive Officer, President, Chairman of the Board	Traci M. Dolan, Chief Financial Officer
BVRP Software	1 bis rue Collange, Levallois	Perret Cedex	92593	France	n/a	n/a	Bruno Vanryb, Chief Executive Officer	Thierry Bonnefoi, Chief Financial Officer
Ci Technologies Inc.	4828 Parkway Plaza Blvd., Ste. 1	Charlotte, North Carolina	28217-1958	United States	(704) 329-3838	USA(704)329-3839	Richard Bailey, President	n/a
Logility Inc.	470 E Paces Ferry Rd. NE	Atlanta, Georgia	30305	United States	(404) 261-9777	USA(404)238-8450	J. Michael Edenfield, Chief Executive Officer and President	Vincent C. Klinges, Chief Financial Officer
Agile Software Corp.	1 Almaden Blvd.	San Jose, California	95113-2211	United States	(408) 975-3900	USA(408)271-4862	Bryan D. Stolle, Chief Executive Officer, President, Chairman of the Board	Thomas Shanahan, Executive Vice President, Chief Financial Officer
Cybersurf Corp.	, Ste. 300, 1144-29 Ave. NE.	Calgary	T2E 7P1	Canada	n/a	n/a	Paul Mercia, Chief Executive Officer and President	Carmen Morris, Vice President, Finance
Origin Systems Inc.	5918 W Courtyard Dr.	Austin, Texas	78730-5037	United States	(512) 434-4263	USA(512)795-8014	Jack Heistand, Senior Vice President, General Manager	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Computer Generation Inc.	5775 Peachtree Dunwoody Rd., Bld	Atlanta, Georgia	30342	United States	(404) 705-2800	USA(404)705-2805	Jackie Ward, President	n/a
Computer Packages Inc.	414 Hungerford Dr., Ste 300	Rockville, Maryland	20850	United States	(301) 424-8890	USA(301)762-8663	Jerrold Van Winter Sr., President	Frances Renehan, Vice President, Finance
Multiactive Software Corp.	11465 Johns Creek Pkwy., Ste. 10	Duluth, Georgia	30097	United States	(770) 409-1595	USA(770)409-8483	John Kellet, President	John Caputo, Chief Financial Officer
CMS Manufacturing Systems Inc.	131 Belle Forest Cir., Ste. 230	Nashville, Tennessee	37221	United States	(615) 662-3102	USA(615)662-3103	Rudy Joss, President	n/a
Geac AEC Business Solutions (Irving, Texas)	3150 Premier Dr., Ste. 128	Irving, Texas	75063	United States	(972) 550-7827	USA(972)714-9420	John E. Caldwell, Chief Executive Officer and President	Thomas Pippy, Senior Vice President, Finance
Xelus Inc.	290 Woodcliff Dr.	Fairport, New York	14450	United States	(716) 248-9600	USA(716)248-9199	Michael Fabiaschi, Chief Executive Officer and President	Larry Herb, Chief Financial Officer
Provia Software Inc.	5460 Corporate Grove Blvd. SE	Grand Rapids, Michigan	49512	United States	(616) 285-3311	USA(616)285-3312	Kenneth W. Lewis, Chief Executive Officer and President	Joe Stojak, Vice President, Chief Financial Officer
Air Academy Associates L.L.C.	1650 Telstar Dr., Ste. 110	Colorado Springs, Colorado	80920	United States	(719) 531-0777	USA(719)531-0778	Richard Murrow, Chief Executive Officer	n/a
MatchLogic Inc.	7233 Church Ranch Blvd.	Westminster, Colorado	80021	United States	(303) 222-2000	USA(303)222-2001	Timothy M. Prunk, President	Curtis Crozier, Director of Finance
Hip Interactive Corp.	, 99 Ingram Dr.	Toronto	M6M 2L7	Canada	n/a	n/a	David Hill, President	Jerry Friedberg, Chief Financial Officer
Graphisoft R and D Rt.	Graphisoft Pk., Zahony utca 7	Budapest	1031	Hungary	n/a	n/a	Gabor Bojar, Chief Executive Officer and President	Sandor Bihai, Vice President, Chief Financial Officer
TECSYS Inc. (Canada)	87 Prince St., 5th Fl.	Montreal	H3C 2M7	Canada	n/a	n/a	Peter Brereton, Chief Executive Officer and President	Berty Ho-Wo- Cheong, Vice President, Chief Financial Officer
Tridex Corp.	61 Wilton Rd.	Westport, Connecticut	6880	United States	(203) 226-1144	USA(203)226-8806	Seth M. Lukash, Chief Executive Officer, President, Chairman of the Board	William A. Beebe, Vice President, Chief Financial Officer
TREEV Inc.	13900 Lincoln Park Dr.	Herndon, Virginia	20171-3244	United States	(703) 478-2260	USA(703)478-0147	Thomas A. Wilson, Chief Executive Officer and President	Brian H. Hajost, Executive Vice President, Finance
Baan UK Ltd.	Apex Plaza, Forbury Rd.	Reading	RG1 1AX	United Kingdom	n/a	n/a	n/a	Peter Vos, Director of Finance
Apropos Technology Inc.	1 Tower Ln., 28th Fl.	Oakbrook Terrace, Illinois	60181	United States	(630) 472-9600	USA(630)472-9745	Kevin G. Kerns, Chief Executive Officer and President	Frank Leonard, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
DCM Technologies Inc.	39675 Cedar Blvd., Ste. 220	Newark, California	94560	United States	(510) 623-8826	USA(510)353-9617	Hermant Berthram, President	n/a
NetGuru Inc.	22700 Savi Ranch Pkwy.	Yorba Linda, California	92887-4608	United States	(714) 974-2500	USA(714)974-4771	Amrit K. Das, Chief Executive Officer, Chairman of the Board	Wayne Blair, Chief Financial Officer, Treasurer
eBusiness Technologies	299 Promenade St.	Providence, Rhode Island	2908	United States	(401) 752-4400	USA(401)752-4444	James Ringrose, President	Christopher M. Burns, Vice President, Finance
Tranzact Technologies Inc.	8201 W 183rd St, Ste. E	Tinley Park, Illinois	60477	United States	(708) 802-7930	n/a	Michael Regan, President	Jean Regan, Vice President, Finance
First DataBank Inc.	1111 Bayhill Dr., Ste. 350	San Bruno, California	94066	United States	(650) 588-5454	USA(650)588-4003	Joseph L. Hirschmann, President	Joseph Palermo, Controller
Expert Software Inc.	1104 S Walton Blvd.	Bentonville, Arizona	72712-6291	United States	(501) 254-0500	n/a	Ken P. Currier, Chief Executive Officer	Larry Forman, Chief Financial Officer, Treasurer
Information Management Research Inc.	6025 S Quebec St., Ste. 260	Englewood, Colorado	80111-4550	United States	(303) 689-0022	USA(303)689-0055	Robert Drucker, Chief Executive Officer	Peter Galligan, Chief Financial Officer
Dazel Corp.	301 Congress Ave., Ste. 1100	Austin, Texas	78701	United States	(512) 494-7300	USA(512)494-7394	Joe Corso, President and Chief Operating Officer	Kyle Cleverly, Chief Financial Officer
Analytical Group Inc.	8687 E Via de Ventura	Scottsdale, Arizona	85258	United States	(480) 483-2700	USA(480)905-1416	Jack Pollack, President	n/a
MetaCommunications Inc.	1210 S Gilbert St.	Iowa City, Iowa	52240	United States	(319) 337-8599	USA(319)337-3635	Bill Bywater, President	n/a
Accu-Med Services Inc.	300 Technecenter Dr., Ste. A	Milford, Ohio	45150	United States	(513) 831-1207	USA(513)831-1370	Thomas W. Ludeke, Chief Executive Officer and President	Bill Oakley, Chief Financial Officer
ON Technology Corp.	880 Winter St., Bldg. 4	Waltham, Massachusetts	02451-1449	United States	(781) 487-3300	USA(781)487-3301	Robert L. Doretti, Chief Executive Officer, President, Chairman of the Board	Stephen R. Wasserman, Vice President, Chief Financial Officer
Puma Technology Inc. (San Jose, California)	2550 N 1st St., Ste. 500	San Jose, California	95131	United States	(408) 321-7650	USA(408)453-2212	Bradley A. Rowe, Chief Executive Officer and President	Kelly Hicks, Vice President, Chief Financial Officer
Puma Technology Inc. (Nashua, New Hampshire)	2550 N. Fort Street Suite 500	San Jose, California	95131	United States	(408) 321-7650	USA(408)433-2212	Brad Rowe, Chief Executive Officer	Kelly Hicks, Chief Financial Officer
TECSYS Inc. (Schaumburg, Illinois)	1515 E. Woodfield Rd. Ste. 850	Schaumburg, Illinois	60173	United States	(847) 969-8800	USA(847)969-0380	Peter Brereton, Chief Executive Officer and President	Berty Ho-Wo-Cheong, Vice President, Chief Financial Officer
Puma Technology Inc.	2250 N 1st St., Ste. 500	San Jose, California	95131	United States	(408) 321-7650	USA(408)443-2212	Bradley A. Rowe, Chief Executive Officer and President	Kelly Hicks, Vice President, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Cryo Interactive Entertainment	24 rue Marc Seguin	Paris	F-75018	France	n/a	n/a	Jean-Marcel Lefranc, Chairman of the Board	Patrick Malka, Director of Finance
Optibase Ltd.	PO Box 2170	Herziya	46120	Israel	n/a	n/a	Ran Eisenberg, Chairman of the Board	Zvi Halperin, Chief Financial Officer
Delano Technology Corp.	302 Town Centre Blvd.	Markham	L3R 0E8	Canada	n/a	n/a	John Foresi Foresi, Chief Executive Officer and President	Thomas Hearne, Chief Financial Officer
Datasul SA	Av Santos 831	Joinville	SC 89222-900	Brazil	n/a	n/a	Miguel Abuhab, Chairman of the Board	Paulo Sergio Caputo, Director of Finance
Acuity Corp.	11100 Metric Blvd.	Austin, Texas	78758	United States	(512) 425-2200	USA(512)719-8225	Mark W. Saul, Chief Executive Officer and President	Reg McHone, Chief Financial Officer
Interpose Inc.	901 N Lake Destine Rd.	Maitland, Florida	32751-4878	United States	(407) 737-4700	USA(407)260-6983	Thomas Pisello, President	Carol Besch, Chief Financial Officer
Applied Terravision Systems Inc.	800 5th Ave. SW, Ste. 900	Calgary	T2P 3T6	Canada	n/a	n/a	Robert W. Tretiak, Chief Executive Officer and President	Warren Coles, Chief Financial Officer, Treasurer
CrossKeys Systems Corp.	350 Terry Fox Dr.	Kanata	K2K 2W5	Canada	n/a	n/a	Ian MacLaren, Chief Executive Officer and President	David Greenwood, Vice President, Chief Financial Officer
Albacomp Szamitastechnikai Rt	Martirok utja 9	Szekesfehervar	8000	Hungary	n/a	n/a	Imre Gyulyas, Chairman of the Board	n/a
ORGA Gesellschaft fur automatische Datenverarbeitung mbH	Postfach 41 08 70	Karlsruhe	D-76208	Germany	n/a	n/a	n/a	n/a
ABAS Software AG	Sudendstrasse 42	Karlsruhe	D-76135	Germany	n/a	n/a	n/a	n/a
McGlen Internet Group Inc.	3002 Dow Ave., Ste. 212	Tustin, California	92780	United States	(949) 851-8078	(949)851-8025	Mike Chen, Chief Executive Officer	Grant Trexler, Chief Financial Officer
Bradford Information Systems Inc.	6010 Long Champ Dr., Ste. 111	Austin, Texas	78746-1169	United States	(512) 328-1966	USA(512)459-8999	Bud Bradford, President	n/a
Breakthrough Productions	15903 Shannon way	Nevada City, California	95959-8945	United States	(530) 477-8685	USA(530)477-9276	Gregg Sanderson, President	n/a
Peerless Systems Inc.	2381 Rosencrans Ave.	El Segundo, California	90245	United States	(310) 536-0908	USA(310)536-0058	Howard J. Nellor, Chief Executive Officer and President	William R. Neil, Vice President, Chief Financial Officer
CAT Links Inc.	2100 N. Broadway	Santa Ana, California	92706-2624	United States	(714) 834-0563	(714)543-2123	Cary A. Sarnoff, Owner	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Isogon Corp.	330 7th Ave.	New York, New York	10001	United States	(212) 376-3200	USA(212)376-3280	Robert Barritz, Chief Executive Officer and President	Bruce Rudin, Vice President, Administration and Chief Financial Officer
PentaSafe Security Technologies Inc.	Park Towers North, 1233 West Loo	Houston, Texas	77007	United States	(713) 523-1992	USA(713)523-6393	Douglas J. Erwin, Chief Executive Officer	Kevin M. Klausmeyer, Vice President, Chief Financial Officer
Cilantro Computing Services Inc.	12237 Wood Lake Dr.	Burnsville, Minnesota	55337-1526	United States	(952) 895-3588	n/a	Kevin McMahon, President	n/a
Multimedia Library Inc.	37 Washington Sq. W	New York, New York	10011	United States	(212) 674-1958	USA(212)674-1958	Diana Schwartz, President	n/a
Lumina Decisions Systems Inc.	PO Box 320126	Los Gatos, California	95030-0102	United States	(408) 354-1841	USA(408)354-9562	Thomas Tomasetti, Chief Executive Officer	Thomas Tomasetti, Chief Executive Officer
ProCard Inc.	1819 Denver West. Dr. Bldg. 26,	Golden, Colorado	80401	United States	(303) 279-2255	n/a	Dale Browning, President	Fred Waugh, Chief Financial Officer
Document Solutions Inc. (Birmingham, Alabama)	2188 Parkway Lake Dr.	Birmingham, Alabama	35244	United States	(205) 733-1182	(205)314-1500	Scott Zust, President	n/a
Management Reports International	23945 Mercantile Rd.	Cleveland, Ohio	44122	United States	(216) 464-3225	USA(216)464-5488	Robert P. Lasser, President	Mark Royle, Controller
TEdec System Inc.	207 Court St.	Little Valley, New York	14755-1001	United States	(716) 938-9137	USA(716)938-6155	Teddar S. Brooks, Chief Executive Officer and President	n/a
Numetrix Inc.	101 Merritt 7, 2nd Fl.	Norwalk, Connecticut	6851	United States	(203) 847-3452	USA(203)846-3537	Josef Schengili, Chief Executive Officer and President	Gary Brown, Vice President, Finance
Visibility Inc.	100 Fordham Rd.	Wilmington, Massachusetts	01887-2154	United States	(978) 694-8000	USA(978)694-8010	Stephen E. Carson, Chief Executive Officer and President	Ken Stone, Chief Financial Officer
Wayne McCall and Associates	281 Oak Rd.	Santa Barbara, California	93108-0242	United States	(805) 969-3153	n/a	Michael R. McCall, President	Julia Szerdy, Vice President
Vivid Interactive	15127 Califa St.	Van Nuys, California	91411	United States	(818) 908-9663	USA(818)908-1234	Rochelle Zawodny, President	n/a
Enterprise Computer Systems Inc.	PO Box 2383	Greenville, South Carolina	29602-2383	United States	(864) 234-7676	USA(864)987-6400	Jim Sobeck, Chief Executive Officer and President	n/a
Delmia Corp.	PO Box 214687	Auburn Hills, Michigan	48321-4687	United States	(248) 267-9696	USA(248)267-8585	Rakesh Mahajan, Chief Executive Officer	n/a
HealthIS	2 N Plains Industrial Rd.	Wallingford, Connecticut	6426	United States	(203) 949-6290	USA(203)949-6299	Scott Palmer, Chief Executive Officer	Richard L. Lieberfarb, Executive Vice President, Chief Financial Officer

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SpeechWorks International Inc.	695 Atlantic Ave.	Boston, Massachusetts	2111	United States	(617) 428-4444	USA(617)428-1122	Stuart R. Patterson, Chief Executive Officer	Richard J. Westelman, Chief Financial Officer
MODCOMP Inc.	PO Box 6099	Fort Lauderdale, Florida	33310	United States	(954) 974-1380	USA(954)977-1900	Alex Lupinetti, Chief Executive Officer and President	Faustino Mora, Chief Financial Officer
CMD Systems	145 King St. W	Toronto	M5H1V8	Canada	n/a	n/a	W. R. Cross, Chief Executive Officer and President	n/a
Thermo MeasureTech	2555 N IH-35	Round Rock, Texas	78664	United States	(512) 388-9100	USA(512)388-9200	Mark Whitman, President	Doug Arnold, Comptroller
iManage Inc.	2121 S El Camino Real, Ste. 400	San Mateo, California	94403	United States	(650) 356-1166	USA(650)627-8751	Max Panjwani, Chief Executive Officer and President	Mark Culhane, Chief Financial Officer
Cybersoft Co.	1508 Butler Pike	Conshohocken, Pennsylvania	19428	United States	(610) 825-4748	USA(610)825-6785	Peter Radatti, President	n/a
Neon Systems Inc.	14100 Southwest Frwy., Ste. 500	Sugar Land, Texas	77478	United States	(281) 491-4200	USA(281)242-3880	Steve Odom, Chief Operating Officer and Chief Financial Officer	Leslie Willard, Vice President, Chief Financial Officer and Treasurer
Signalsoft Corp.	1495 Canyon Blvd.	Boulder, Colorado	80302	United States	(303) 381-3000	USA(303)381-3001	David Hose, Chief Executive Officer and President	Andy Murray, Senior Vice President, Chief Financial Officer
Multi-Systems Inc.	1825 E Northern Ave.	Phoenix, Arizona	85020	United States	(602) 870-4200	USA(602)861-3711	Richard Munson, President	Mark Houser, Chief Financial Officer
Carnegie Group Inc.	5 PPG Pl.	Pittsburgh, Pennsylvania	15222-5405	United States	(412) 642-6900	USA(412)642-6906	Dennis Yablonsky, Chief Executive Officer and President	John W. Manzetti, Executive Vice President, Chief Financial Officer
VantageMed Corp.	3017 Kilgore Rd., Ste. 180	Rancho Cordova, California	95670	United States	(916) 638-4744	n/a	James L. Seiler, Chief Executive Officer	Paul W. Souza, Chief Financial Officer
ServiceWare Technologies Inc.	333 Allegheny Ave.	Oakmont, Pennsylvania	15139-2066	United States	(412) 826-1158	USA(412)826-0577	Mark Tapling, Chief Executive Officer and President	Mark Finkel, Chief Financial Officer
SunGard Corbel	PO Box 47470	Jacksonville, Florida	32247-7470	United States	(904) 399-5888	USA(904)399-5551	Donald Mackanos, President	David Verre, Vice President, Controller
Information Spectrum Inc.	7611 Little River Turnpike, Ste.	Annandale, Virginia	22003	United States	(703) 354-3737	n/a	Mark Green, Chief Executive Officer and President	Jackson Maslin, Chief Financial Officer
Virgin Interactive Entertainment Inc.	74 A Charlotte St.	London	W1P 1LR	United Kingdom	n/a	n/a	Herve Caen, Chairman of the Board	Richard Clark, Director of Administration
Auto-Soft Corp.	5245 Yeager Rd.	Salt Lake City, Utah	84116	United States	(801) 322-2069	USA(801)322-1846	Dean Jolley, President	Mark Elwood, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
A.R. Group Inc.	2925 Briarpark Dr.	Houston, Texas	77042	United States	(713) 430-7200	USA(713)430-7016	Rudy Fabre, President	Robert Engleton, Chief Financial Officer
Edify Corp.	2840 San Tomas Expwy.	Santa Clara, California	95051	United States	(408) 982-2000	USA(408)982-0777	Joseph G. Brown, Chief Executive Officer and President	n/a
Midas-Kapiti International Inc.	45 Broadway	New York, New York	10006	United States	(212) 898-9500	USA(212)898-9510	Richard Rosenthal, President	n/a
Portland Cement Association	5420 Old Orchard Rd.	Skokie, Illinois	60077-1083	United States	(847) 966-6200	USA(847)966-8389	John Gleason, President	James Rappel, Vice President, Finance and Administration
Capcom Digital Studios Inc.	475 Oakmead Pkwy.	Sunnyvale, California	94085-4709	United States	(408) 774-0500	USA(408)774-3994	Tim Harada, Chief Executive Officer and President	Koko Ishikawa, Vice President, Finance
Chromatic Research Inc.	615 Tasman Dr.	Sunnyvale, California	94089	United States	(408) 752-9100	USA(408)752-9101	Wes Patterson, Chief Executive Officer and President	Judy David, Chief Financial Officer
Geac Computer Corporation Ltd. (Library Systems Div.)	120 Turnpike Rd., 2nd Fl.	Southborough, Massachusetts	01772-2104	United States	(508) 871-5000	USA(508)871-6850	Bill Milton, President	n/a
Inxight Software Inc.	3260 Jay St.	Santa Clara, California	95054	United States	(408) 969-7200	USA(408)969-7203	Robert Lee, Chief Executive Officer and President	Jean-Louis Casabonne, Vice President, Chief Financial Officer
Ceragon Networks Ltd.	24 Raoul Wallenberg St.	Tel Aviv	69719	Israel	n/a	n/a	Shraga Katz, Chief Executive Officer and President	Ran Oz, Chief Financial Officer

Annex A.3: Top 1,000 Companies in Apparel Manufacturing

Annex A.3: Top 1,000 Companies in Apparel and other Finished Products Made from Fabrics and Similar Materials, SIC Code 23, By Revenue/Sales

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Rennoc Corp.	3501 South East Blvd.	Vineland, New Jersey	08360-7780	United States	(856) 327-5400	USA(856)327-0197	Richard Conner, Chief Executive Officer and President	Michael Bruzzese, Executive Vice President, Finance
Melka Confeccoos Ltda.	Desvio a R. Elias Garcia	Cacem	P-2735	Portugal	n/a	n/a	n/a	n/a
VF Corp.	PO Box 21488	Greensboro, North Carolina	27420	United States	(336) 547-6000	USA(336)547-7630	Mackey J. McDonald, Chief Executive Officer and President	Robert K. Shearer, Vice President, Chief Financial Officer
Levi Strauss and Co.	PO Box 7215	San Francisco, California	94120	United States	(415) 501-6000	USA(415)501-3939	Philip Marineau, Chief Executive Officer and President	William B. Chiasson, Chief Financial Officer
adidas AG	Adi-Dassler-Str. 1-2	Herzogenaurach	D-91074	Germany	n/a	n/a	Herbert Hainer, Chairman of the Board	Robin Stalker, Director of Finance
Oficinas Gerais de Fardamento e Equipamento	Campo de Santa Clara	Lisbon	P-1147 651	Portugal	n/a	n/a	n/a	n/a
Jones Apparel Group Inc.	250 Rittenhouse Cir.	Bristol, Pennsylvania	19007	United States	(215) 785-4000	USA(215)785-1795	Sidney Kimmel, Chief Executive Officer, Chairman of the Board	Wesley R. Card, Chief Financial Officer
Liz Claiborne Inc.	1441 Broadway	New York, New York	10018	United States	(212) 354-4900	USA(212)626-3416	Paul R. Charron, Chief Executive Officer, Chairman of the Board	Michael Scarpa, Vice President, Chief Financial Officer
Wing Tai Garment Manufacturing Pte. Ltd.	107 Tampines Rd.	Singapore	535129	Singapore	n/a	n/a	n/a	James Lee, Director of Finance
Holding di Partecipazioni Industriali S.p.A.	Via Turati 16/18	Milano	I-21021	Italy	n/a	n/a	Nicolo Nefri, Chairman of the Board	n/a
Kellwood Co.	PO Box 14374	St. Louis, Missouri	63178	United States	(314) 576-3100	USA(314)576-3434	Hal J. Upbin, Chief Executive Officer, President, Chairman of the Board	W. Lee Capps III, Vice President, Chief Financial Officer
Warnaco Group Inc.	90 Park Ave.	New York, New York	10016	United States	(212) 661-1300	USA(212)687-0480	Linda J. Wachner, Chief Executive Officer, President, Chairman of the Board	Philip Terenzio, Senior Vice President, Chief Financial Officer
Cintas Corp.	PO Box 625737	Cincinnati, Ohio	45262	United States	(513) 459-1200	USA(513)573-4130	Robert J. Kohlhepp, Chief Executive Officer	William C. Gale, Vice President, Chief Financial Officer
Forward Corporation Ltd.	PO Box 65081	Benmore	2010	South Africa	n/a	n/a	C. Jowell, Chairman of the Board	S. J. M. Goodburn, Director of Finance
Fila Holding S.p.A.	Viale Cesare Battisti 26	Biella	13900	Italy	n/a	n/a	Michele Scannavini, Chief Executive Officer and President	Euro Trapani, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Tommy Hilfiger Corp.	6/F, Precious Industrial Ctr., 1	Kowloon	n/a	Hong Kong	n/a	n/a	Joel J. Horowitz, Chief Executive Officer and President	Benjamin M. T. Ng, Executive Vice President, Chief Financial Officer
WestPoint Stevens Inc.	PO Box 71	West Point, Georgia	31833	United States	(706) 645-4000	USA(706)645-4121	Thomas Ward, President	n/a
Industria de Diseno Textil S.A.	Edificio Inditex, Avda de la Dip	Arteixo A Coruna	E-15142	Spain	n/a	n/a	Armancio Ortega Gaona, Chairman of the Board	Borja de la Cierva A Sotomayor, Director of Finance
Sara Lee Knit Products	PO Box 1400	Winston Salem, North Carolina	27102	United States	(336) 519-4400	USA(336)744-1742	Jim Ostrowski, President	n/a
World Company Ltd.	6-8-1 Minatojima-Nakamachi, Chuo	Kobe	650-8585	Japan	n/a	n/a	Hidezo Terai, Chairman of the Board	n/a
Fruit of the Loom Ltd.	200 W Madison, Ste. 2700	Chicago, Illinois	60606	United States	(345) 945-8210	(345)949-7617	Dennis S. Bookshester, Chief Executive Officer	G. William Newton, Chief Financial Officer
Phillips-Van Heusen Corp.	200 Madison Ave.	New York, New York	10016	United States	(212) 381-3500	USA(212)381-3950	Bruce J. Klatsky, Chief Executive Officer, Chairman of the Board	Emanuel Chirico, Executive Vice President, Chief Financial Officer
Aoyama Trading Company Ltd.	1-3-5 Ohji-cho, Fukuyama-Shi	Hiroshima	721-8556	Japan	n/a	n/a	Goro Aoyama, Chairman of the Board	n/a
Pillowtex Corp.	4111 Mint Way	Dallas, Texas	75237	United States	(214) 333-3225	USA(214)330-6016	Ralph W. LaRovere, Chief Executive Officer, Chairman of the Board	Michael R. Harmon, Executive Vice President, Chief Financial Officer
Triumph International Spiesshofer and Braun	Promenadestrasse 24	Zurzach	CH-5330	Switzerland	n/a	n/a	n/a	H. Dietrich, Director of Finance
Mizuno Corp.	1-12-35 Nanko-kita, Suminoe-ku	Osaka	559-8510	Japan	n/a	n/a	Masato Mizuno, Chairman of the Board	n/a
Yves Rocher S.A.	3 Allee de Grenelle	Issy les Moulineaux Cedex	F-92444	France	n/a	n/a	Yves Rocher, Chairman of the Board	n/a
Petri AG	Postfach 241	Aschaffenburg	D-63704	Germany	n/a	n/a	n/a	n/a
Cluett American Corp.	48 W. 48 St.	New York, New York	10017	United States	(212) 972-7600	n/a	Brian Marshall, Chairman of the Board	Anthony Bernice, Treasurer
BIC S.A.	BP 304	Clichy Cedex	F-92111	France	n/a	n/a	Bruno Bich, Chairman of the Board	Blythe McGarvie, Director of Finance
Asics Corp.	7-1-1 Minatojima-Nakamachi, Chuo	Kobe	650-8555	Japan	n/a	n/a	Kihachiro Onitsuka, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Fieldcrest Cannon Inc.	PO Box 107	Kannapolis, North Carolina	28082	United States	(704) 939-2000	USA(704)939-4039	Charles Hansen, President	n/a
Renown Inc.	3-28-15 Shibuya, Shibuya-ku	Tokyo	150-0002	Japan	n/a	n/a	Shiro Mizuno, Chairman of the Board	n/a
Sanyo Shokai Ltd.	14 Honshio-cho, Shinjuku-ku	Tokyo	160-0003	Japan	n/a	n/a	Kazuo Tanaka, Chairman of the Board	n/a
Keum-Kang Development Industrial Company Ltd.	456 Apkujong-dong, Kangnam-ku	Seoul	n/a	South Korea	n/a	n/a	Chung Mong-Kun, Chairman of the Board	n/a
Britax International PLC	Seton House, Warwick Technology	Warwick	CV34 6DE	United Kingdom	n/a	n/a	D. B. Newlands, Chairman of the Board	M. A. Ellsmore, Director of Finance
Lee Apparel Company Inc.	PO Box 2940	Shawnee Mission, Kansas	66201	United States	(913) 384-4000	USA(913)384-0190	Gordon Horton, President	n/a
Oxford Industries Inc.	PO Box 54600	Atlanta, Georgia	30308	United States	(404) 659-2424	USA(404)653-1545	J. Hicks Lanier, Chief Executive Officer, President, Chairman of the Board	Ben B. Blount, Jr., Executive Vice President, Chief Financial Officer
Mayflower Corp. PLC	Mayflower House-London Road, Lou	High Wycombe	HP10 9RF	United Kingdom	n/a	n/a	Rupert N. Hambro, Chairman of the Board	n/a
Findlay Industries Inc.	PO Box 1087	Findlay, Ohio	45839	United States	(419) 422-1302	USA(419)422-0385	Philip D. Gardner, Chief Executive Officer, Chairman of the Board	Michael Saccucci, Chief Financial Officer
Hermes International S.A.	24 rue du Faubourg Saint Honore	Paris	F-75008	France	n/a	n/a	Jean-Louis Dumas, Chairman of the Board	Mireille Maury, Director of Finance
Hugo Boss AG	Dieselstrasse 12	Metzingen	D-72555	Germany	n/a	n/a	Werner Baldessarini, Chairman of the Board	Jorg-Viggo Muller, Director of Finance
Guess ? Inc.	1444 S Alameda St.	Los Angeles, California	90021	United States	(213) 765-3100	USA(213)744-7838	Maurice Marciano, Chief Executive Officer, Chairman of the Board	n/a
Cyrk Inc.	10 Edgewater Dr.	Wakefield, Massachusetts	1880	United States	(781) 876-5800	USA(781)876-5840	Patrick Brady, Chief Executive Officer and President	Dominic F. Mammola, Executive Vice President, Chief Financial Officer
Damart S.A.	25 avenue de la Fosse-aux-Chenes	Roubaix Cedex	F-59053	France	n/a	n/a	Jean-Bernard Guillebert, Chairman of the Board	Ernest Schmittheisler, Director of Finance
Charles Vogele Holding AG	Gwattstrasse 15, Postfach 58	Pfaffikon SZ	CH-8808	Switzerland	n/a	n/a	Carlo Vogele, Chairman of the Board	Franz Peter, Director of Finance
Descente Ltd.	1-11-3 Dogashiba-cho, Tennoji-ku	Osaka	543-8921	Japan	n/a	n/a	Yoshikazu Ishimoto, Chairman of the Board	Koki Hara, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Harwood Companies Inc.	3355 Enterprise Ave.	Fort Lauderdale, Florida	33331-3524	United States	(954) 384-4400	USA(954)384-4490	Michael Rothbaum, Chief Executive Officer, Chairman of the Board	n/a
Hartmarx Corp.	101 N Wacker Dr.	Chicago, Illinois	60606	United States	(312) 372-6300	USA(312)444-2710	Elbert O. Hand, Chief Executive Officer, Chairman of the Board	Glenn R. Morgan, Executive Vice President, Chief Financial Officer
Fortuna	Jarkova 4	Presov	080 01	Slovakia	n/a	n/a	n/a	n/a
Dan River Inc.	PO Box 261	Danville, Virginia	24543	United States	(804) 799-7000	USA(804)799-7216	Joseph L. Lanier Jr., Chief Executive Officer, Chairman of the Board	Barry F. Shea, Executive Vice President, Chief Financial Officer
Donna Karan International Inc.	550 7th Ave.	New York, New York	10018	United States	(212) 789-1500	USA(212)921-3526	Giuseppe Brusone, Chief Executive Officer	Joseph B. Parsons, Chief Operating Officer and Chief Financial Officer
Levi Strauss and Co. Europe S.A.	Avenue Arnaud Fraiteur 15-23	Bruxelles	B-1050	Belgium	n/a	n/a	n/a	Alan Gregson, Director of Finance
Williamson-Dickie Manufacturing Co.	PO Box 2507	Fort Worth, Texas	76113	United States	(817) 336-7201	USA(817)336-5183	Philip Williamson, President	Craig Mackey, Vice President, Chief Financial Officer
Castleblair Group Ltd.	Victoria Works, Pilmuir St.	Dunfermline	KY12 0RF	United Kingdom	n/a	n/a	n/a	n/a
Columbia Sportswear Co.	6600 N Baltimore Ave.	Portland, Oregon	97203-5403	United States	(503) 286-3676	USA(503)289-6602	Timothy P. Boyle, Chief Executive Officer, President, Treasurer	Patrick Anderson, Vice President, Chief Financial Officer
France Bed Company Ltd.	31-15 Sakuragaoka-cho, Shibuya-k	Tokyo	150-0031	Japan	n/a	n/a	Shigeru Ikeda, Chairman of the Board	Noburu Takeshita, Director of Finance
Klaus Steilmann GmbH and Co. KG	Feldstr 4	Bochum	D-44867	Germany	n/a	n/a	n/a	n/a
Tingue Brown and Company Inc.	535 N Midland Ave.	Saddle Brook, New Jersey	7663	United States	(201) 796-4490	USA(201)796-5820	William Tingue, President	John Hurst, Vice President, Finance
Warnaco Inc.	90 Park Ave.Ste. 26	New York, New York	10016	United States	(212) 661-1300	USA(212)370-0832	Linda Wachner, Chairman of the Board	William Finkelstein, Chief Financial Officer
Coach Inc.	516 W. 34th St., Fl. 5	New York, New York	10001-1394	United States	(212) 594-1850	USA(212)594-1682	Lew Frankfort, Chief Executive Officer, Chairman of the Board	Richard Randall, Senior Vice President, Chief Financial Officer
Dewhirst Group PLC	Dewhirst House, Westgate	Driffield	YO25 6TH	United Kingdom	n/a	n/a	T. C. Dewhirst, Chairman of the Board	S. S. Beattie, Director of Finance
Jindo Corp.	371-62 Kasan-dong, Keumchon-ku	Seoul	n/a	South Korea	n/a	n/a	Kim Yung-Won, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
UniFirst Corp.	68 Jonspin Rd.	Wilmington, Massachusetts	01887-1086	United States	(978) 658-8888	USA(978)657-5663	Ronald D. Croatti, Chief Executive Officer and President	John B. Bartlett, Senior Vice President, Chief Financial Officer
Tokyo Style Company Ltd.	5-7-1 Kojimachi, Chiyoda-ku	Tokyo	102-0083	Japan	n/a	n/a	Yoshio Takano, Chairman of the Board	n/a
Tiedemanns	Strandveien 50	Lysaker	N-1324	Norway	n/a	n/a	Johan H. Andresen, Chairman of the Board	John Giverholt, Director of Finance
Quiksilver Inc.	15202 Graham St.	Huntington Beach, California	92649	United States	(714) 889-2200	USA(714)889-3700	Robert McKnight, Chief Executive Officer, Chairman of the Board	Steven L. Brink, Chief Financial Officer
McNaughton Apparel Group Inc.	463 7th Ave.	New York, New York	10018	United States	(212) 947-2960	USA(212)563-2766	Peter Boneparth, Chief Executive Officer and President	Amanda J. Bokman, Vice President, Chief Financial Officer
Big C Supercenter PCL	7/F Univest Building, 89/36 Rajd	Bangkok	10330	Thailand	n/a	n/a	Suthichart Chirathivat, Chairman of the Board	n/a
Cortefiel S.A.	Avda del Llano Castellano 51, Ap	Madrid	E-28034	Spain	n/a	n/a	Dario Hinojosa Garcia-Puente, Chairman of the Board	n/a
Just Jamie and Paulrich Ltd.	Unit 2, 82-96 York Way, Kings Cr	London	N1 9AG	United Kingdom	n/a	n/a	n/a	M. J. Benton, Director of Finance
TRW Vehicle Safety Systems Inc.	4505 W. 26 Mile Rd.	Washington, Michigan	48094	United States	(810) 781-7200	USA(810)786-7647	James F. Smith, General Manager	Tom Connell, Vice President, Finance
Tropical Sportswear International Corp.	4902 W Waters Ave.	Tampa, Florida	33634-1302	United States	(813) 249-4900	USA(813)249-4901	William W. Compton, Chief Executive Officer, Chairman of the Board	Michael Kagan, Executive Vice President, Chief Financial Officer
Angelica Corp.	424 S Woods Mill Rd.	Chesterfield, Missouri	63017-3406	United States	(314) 854-3800	USA(314)854-3890	Don W. Hubble, Chief Executive Officer, President, Chairman of the Board	Theodore M. Armstrong, Senior Vice President, Chief Financial Officer
OshKosh B'Gosh Inc.	PO Box 300	Oshkosh, Wisconsin	54902	United States	(920) 231-8800	USA(920)231-8621	Douglas W. Hyde, Chief Executive Officer, President, Chairman of the Board	David L. Omachinski, Vice President, Chief Financial Officer and Treasurer
Haggar Clothing Co.	6113 Lemmon Ave.	Dallas, Texas	75209	United States	(214) 956-4511	USA(214)956-4239	J.M. Haggar III, Chief Executive Officer, Chairman of the Board	David Tehle, Chief Financial Officer
William Prym GmbH and Co. KG	Zweifaller Str 130	Stolberg	D-52224	Germany	n/a	n/a	n/a	Horst J. Heiber, Director of Finance
Haggar Corp.	6113 Lemmon Ave.	Dallas, Texas	75209	United States	(214) 352-8481	USA(214)956-4367	J.M. Haggar III, Chief Executive Officer, Chairman of the Board	David M. Tehle, Executive Vice President, Chief Financial Officer
Hermes Sellier	12-16 rue Auger	Pantin Cedex	F-93694	France	n/a	n/a	Christian Blanckaert, Chairman of the Board	Jerome de Lavergnolle, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Charle Company Ltd.	-1-2 Yasakadai, Suma-ku	Kobe	654-0192	Japan	n/a	n/a	Hiroko Hayashi, Chairman of the Board	n/a
Chanel	135 ave Charles de Gaulle	Neuilly sur Seine Cedex	F-92521	France	n/a	n/a	Francoise Montenay, Chairman of the Board	Gilles Combredet, Director of Finance
Authentic Fitness Corp.	6040 Bandini Blvd.	Commerce, California	90040	United States	(323) 726-1262	USA(323)721-3613	Linda Wachner, Chief Executive Officer, Chairman of the Board	Michael P. McHugh, Senior Vice President, Chief Financial Officer
Naigai Clothes Company Ltd.	1-12-23 Minami-Senba, Chuo-ku	Osaka	542-0081	Japan	n/a	n/a	Yasutaka Nishizaki, Chairman of the Board	n/a
Kasper A.S.L. Ltd.	1412 Broadway, 5th Fl.	New York, New York	10018	United States	n/a	USA(212)221-2708	Arthur S. Levine, Chairman of the Board	Gwen Gepfert, Chief Financial Officer
GFT USA Corp.	11 W 42nd St Ste. 19	New York, New York	10036	United States	(212) 302-8877	USA(212)730-0309	Ron Frasch, President	n/a
Playtex Apparel Inc.	700 Fairfield Ave.	Stamford, Connecticut	6902	United States	(203) 356-8000	USA(203)356-8100	Helen McCluskey, President	Rocky Price, Vice President, Finance
Maidenform Inc.	154 Avenue E	Bayonne, New Jersey	7002	United States	(201) 436-9200	USA(201)436-8322	n/a	n/a
Glorious Sun Enterprises Ltd.	Glorious Sun Group Bldg, 97 How	Kowloon	n/a	Hong Kong	n/a	n/a	Charles Yeung, Chairman of the Board	Jackson Pau Sze-Kee, Director of Finance
Tarrant Apparel Group	3151 E Washington Blvd.	Los Angeles, California	90023	United States	(323) 780-8250	USA(323)780-0751	Gerard Guez, Chief Executive Officer, Chairman of the Board	Scott Briskie, Chief Financial Officer
Toyoda Boshoku Corp.	1-1, Toyoda-cho, Kariya City	Aichi	448-8651	Japan	n/a	n/a	Junichi Yoshikawa, Chairman of the Board	n/a
River Island Clothing Company Ltd.	Chelsea House, West Gate	London	W5 1DR	United Kingdom	n/a	n/a	L. R. Lewis, Chairman of the Board	n/a
Renown Look Inc.	2-7-7 Naka-Meguro, Meguro-ku	Tokyo	153-8638	Japan	n/a	n/a	Shigeharu Tao, Chairman of the Board	n/a
Punto-Fa S.L. Unipersonal	Mercaders 9-11, Poligono Industr	Palau de Plegamans Barcelo	E-08184	Spain	n/a	n/a	Isak Andic Ermay, Chairman of the Board	Maria Jesus Garcia Lecumberri, Director of Finance
Sunbeam Household Products	PO Box 70	Hattiesburg, Mississippi	39403	United States	(601) 296-5000	USA(601)296-5498	Ken Huff, Director	n/a
Bugle Boy Industries Inc.	2900 N. Madera Rd.	Simi Valley, California	93065	United States	(805) 582-1010	USA(805)582-5236	William Mow, Chief Executive Officer	Alan Weinstein, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
D'Urban Inc.	8-8-20 Nishi-Gotanda, Shinagawa-	Tokyo	141-8520	Japan	n/a	n/a	Hiroaki Deki, Chairman of the Board	n/a
Starter Corp.	PO Box 1547	New Haven, Connecticut	6506	United States	(203) 781-4000	USA(203)777-8820	David Beckerman, Chief Executive Officer	John Warfel, Chief Financial Officer
Esprit de Corp.	900 Minnesota St.	San Francisco, California	94107	United States	(415) 648-6900	USA(415)695-0139	Joseph E. Heid, Chairman of the Board	Alison May, Chief Financial Officer
IdentityNow.com	PO Box 412713-S	Kansas City, Missouri	64141	United States	(816) 943-5180	USA(816)943-5199	Donald Berryman, President	n/a
Grammer AG	Postfach 14 54	Amberg	D-92204	Germany	n/a	n/a	Martin Grammer, Chairman of the Board	Alois Ponnath, Director of Finance
Seattle Pacific Industries Inc.	21216 72nd Ave. S	Kent, Washington	98032-1916	United States	(206) 282-8889	USA(206)298-2146	Steven Richey, President	Brenda Morris, Controller
Gianni Versace SpA	Via Manzoni Alessandro 38	Milano	I-20121	Italy	n/a	n/a	Donatella Versace, Chairman of the Board	Daniele Ballestrazzi, Director of Finance
Yves St. Laurent Groupe S.C.A	5 avenue Marceau	Paris	F-75116	France	n/a	n/a	n/a	n/a
Alpargatas S.A.IC	Avda Regimiento de Los Patricios	Buenos Aires	C1265AER	Argentina	n/a	n/a	Patricio E. Zavalía Lagos, Chairman of the Board	Alan Clutterbuck, Director of Finance
Ithaca Industries Inc.	PO Box 620	Wilkesboro, North Carolina	28697	United States	(336) 667-5231	USA(336)667-4052	Jim Waller, President	Dick Thrush, Chief Financial Officer
Sara Lee/DE Espana S.A.	Ctra Reial 141	Sant Just Desvern Barcelon	E-08960	Spain	n/a	n/a	Jose Maria Martin Munoz, Chairman of the Board	David Bertomeu, Director of Finance
Diesel S.p.A.	Via dell'Industria 7	Molvena	I-36060	Italy	n/a	n/a	Renzo Rosso, Chairman of the Board	Antonio Sperati Ruffoni, Director of Finance
Koret of California Inc.	505 14th St.	Oakland, California	94612	United States	(510) 622-7000	USA(510)622-7110	Steven Rudin, President	Brad Kennison, Chief Financial Officer
Segye Corp.	60-9 Kasan-dong, Kumcheon-ku	Seoul	n/a	South Korea	n/a	n/a	Bae Ki-hyo, Chairman of the Board	n/a
Johnson's S.A.	Nuble 1034	Santiago	n/a	Chile	n/a	n/a	Marcelo Calderon, Chairman of the Board	Samuel Cogan Baum, Director of Finance
IT Holding S.p.A.	Zona Industriale	Pettoranello di Molise	I-86090	Italy	n/a	n/a	Tonino Perna, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Brazos Sportswear Inc.	3860 Virginia Ave.	Cincinnati, Ohio	45227	United States	(513) 719-0224	(513)752-8508	G. Osnos, Chief Executive Officer and President	F. Clayton Chambers, Vice President, Chief Financial Officer
Ton Yi Industrial Corp.	837 Chung Cheng N Rd, Niao Sung,	Tainan Hsien	n/a	Taiwan	n/a	n/a	C. Y. Kao, Chairman of the Board	n/a
Taren Holdings Inc.	6040 Bandini Blvd.	Los Angeles, California	90040	United States	(213) 726-1262	USA(213)726-7975	n/a	Mike Proies, President
Brooks Brothers	346 Madison Ave.	New York, New York	10017	United States	(212) 682-8800	USA(212)986-1854	Joseph Gromek, President	n/a
Bestform Intimates Inc.	136 Madison Ave., 16th Fl.	New York, New York	10016	United States	(212) 696-1110	USA(212)481-7815	Marvin Bienenfeld, Chief Executive Officer and President	Mike Rees, Vice President, Chief Financial Officer
London Fog Industries Inc.	1700 Westlake Ave. N, Ste. 200	Seattle, Washington	98109	United States	(206) 270-5300	(206)270-5302	William Dragon Jr., Chief Executive Officer and President	Marv Toland, Chief Financial Officer
Peter Black Holdings PLC	n/a	n/a	n/a	n/a	n/a	n/a	Gordon L. Black, Chairman of the Board	Neil S. Yewdall, Director of Finance
Hucke AG	Ravensbergerstrasse 41	Lubbecke	D-32312	Germany	n/a	n/a	n/a	n/a
Youngone Corp.	171 Malli-dong, Chung-ku	Seoul	n/a	South Korea	n/a	n/a	Sung Ki-hak, Chairman of the Board	n/a
Salvatore Ferragamo Firenze S.p.A.	Via Mercalli 201, I-50019 Osmann	Sesto Fiorentino	Sesto	Italy	n/a	n/a	Wanda Miletta Ferragamo, Chairman of the Board	Claudio Alini, Director of Finance
Hesta Tex AG	Baarerstrasse 101, Postfach	Zug	CH-6302	Switzerland	n/a	n/a	Peter Forstmoser, Chairman of the Board	n/a
Textilkontor Walter Seidensticker KG	Herforder Str 182-194	Bielefeld	D-33609	Germany	n/a	n/a	n/a	n/a
Lear Corporation Italia SpA	Via San Luigi 18/20	Orbassano	I-10043	Italy	n/a	n/a	n/a	Piero Grasso, Director of Finance
Savane International Corp.	PO Box 13800	El Paso, Texas	79913-3800	United States	(915) 496-7000	USA(800)447-6329	Michael R. Mitchell, Chief Executive Officer, Chairman of the Board	Frank L. Russo, Executive Vice President, Chief Financial Officer
F. Schumacher and Co.	79 Madison Ave.	New York, New York	10016	United States	(212) 213-7900	USA(212)213-7848	Gerald Puschel, President	Joseph Meth, Chief Financial Officer
Confecoos Guararapes S.A.	Av Bernardo Vieira 1535, Lagoa S	Natal	RN 59041-002	Brazil	n/a	n/a	Nevaldo Rocha, Chairman of the Board	Flavio Gurgel Rocha, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Spencers Inc.	PO Box 988	Mount Airy, North Carolina	27030	United States	(336) 789-1288	USA(336)789-6824	J.H. Crossingham, President	n/a
Perry Ellis International Inc.	3000 NW 107th Ave.	Miami, Florida	33172	United States	(305) 592-2830	(305)594-2307	George Feldenkreis, Chief Executive Officer, Chairman of the Board	Neal Nackman, Chief Financial Officer
Adolf Ahlers AG	Elverdissstr 313	Herford	D-32052	Germany	n/a	n/a	n/a	n/a
Gerber Childrenswear Inc.	PO Box 3010	Greenville, South Carolina	29602	United States	(864) 987-5200	USA(864)987-5499	Edward Kittredge, Chief Executive Officer, President, Chairman of the Board	Richard L. Solar, Senior Vice President, Chief Financial Officer
William Carter Co.	1590 Adamson Pkwy Ste. 400	Morrow, Georgia	30260	United States	(770) 961-8722	USA(770)960-1636	Fred Rowan, Chief Executive Officer	Mike Casey, Chief Financial Officer
Chic By H.I.S. Inc.	1372 Broadway	New York, New York	10018	United States	(212) 302-6400	n/a	n/a	Christine Hadjigeorge, Chief Financial Officer, Treasurer
Sao Paulo Alpargatas S.A.	Av Maria Coelho Aguiar 215, Bloc	Sao Paulo	SP 05804-900	Brazil	n/a	n/a	Fernando Tigre de Barros Rodrigues, Chairman of the Board	n/a
Bestform Foundations Inc.	3801 47th Ave.	Long Island City, New York	11101	United States	(718) 392-2200	USA(718)392-2224	Bill Hubert, Chief Executive Officer	n/a
QST Industries Inc.	231 S. Jefferson St.	Chicago, Illinois	60661	United States	(312) 930-9400	USA(312)648-0312	Bill Haber, President	n/a
Max Mara Srl	Via Fratelli Cervi 66	Reggio Emilia	I-42100	Italy	n/a	n/a	Luigi Maramotti, Chairman of the Board	Giuseppe Gonzaga, Director of Finance
Donnkenny Apparel Inc.	1411 Broadway Ste. 10th	New York, New York	10018	United States	(212) 730-7770	USA(212)398-1787	Lynn Siemers, President	Beverly Eichel, Chief Financial Officer
Schiesser-Eminence-Gruppe	Chirchofplatz 5	Stein am Rhein	CH-8260	Switzerland	n/a	n/a	n/a	n/a
bebe Inc.	380 Valley Dr.	Brisbane, California	94005	United States	(415) 715-3900	(415)715-3939	Manny Mashouf, Chief Executive Officer, Chairman of the Board	Blair Lambert, Chief Financial Officer
High Fashion International Ltd.	11/F S Megga Industrial Bldg, 1-	Kwai Chung	n/a	Hong Kong	n/a	n/a	Poon Hon Kam, Chairman of the Board	n/a
Brandtex A/S	Nordlundvej, Postboks 161	Brande	DK-7330	Denmark	n/a	n/a	Hother Kaae Hansen, Chairman of the Board	Max Schaumann Thomsen, Director of Finance
Capital Mercury Shirt Corp.	1372 Broadway	New York, New York	10018	United States	(212) 704-4800	USA(212)704-4996	Richard Bebon, President	John Higdon, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Marmon Ltd.	Broadacre House, 16-20 Lowther S	Carlisle	CA3 8DA	United Kingdom	n/a	n/a	n/a	H. M. Prentice, Director of Finance
Tomiya Apparel Company Ltd.	4-1-6 Minami-Aoyama, Minato-ku	Tokyo	107-8612	Japan	n/a	n/a	Katsuya Kida, Chairman of the Board	n/a
Pep Ltd.	PO Box 6376	Parow East	7501	South Africa	n/a	n/a	Jan le Roux, Chairman of the Board	Pieter Erasmus, Director of Finance
Garan Inc.	350 5th Ave.	New York, New York	10118	United States	(212) 563-2000	USA(212)971-2250	Seymour Lichtenstein, Chief Executive Officer, Chairman of the Board	William J. Wilson, Vice President, Finance
Jichodo Company Ltd.	16-2 Tode, Shinichi-cho, Ashina-	Hiroshima	729-3193	Japan	n/a	n/a	Gunzo Idehara, Chairman of the Board	n/a
Remploy Ltd.	Remploy House, 415 Edgware Road,	London	NW2 6LR	United Kingdom	n/a	n/a	A. E. Pedder, Chairman of the Board	K. Taylor, Director of Finance
Burberrys Ltd.	29-53 Chatham Place, Hackney	London	B9 6LT	United Kingdom	n/a	n/a	n/a	H. M. Coughlan, Director of Finance
K-Products Inc.	PO Box 147	Orange City, Iowa	51041	United States	(712) 737-4925	USA(712)737-4504	Jim Wilcox, Chief Executive Officer	n/a
Sear del Investment Corp.	Private Bag X8	Constantia	7848	South Africa	n/a	n/a	Aaron Searll, Chairman of the Board	n/a
YGM Trading Ltd.	22-24 Tai Yau Street, San Po Kon	Hong Kong	n/a	Hong Kong	n/a	n/a	Chan Sui Kau, Chairman of the Board	Pang Lai Ling, Director of Finance
Gerry Weber International AG	Neulehenstrasse 8	Halle/Westfalen	D-33790	Germany	n/a	n/a	n/a	Hans-Dieter Kley, Director of Finance
Ashimori Industry Company Ltd.	3-10-18 Kita-Horie, Nishi-ku	Osaka	550-0014	Japan	n/a	n/a	Hirokazu Yamada, Chairman of the Board	n/a
TRW AIRBAG SYSTEMS GmbH and Co. KG	Wernher-von-Braun-Str 1	Aschau	D-84544	Germany	n/a	n/a	n/a	Hans Scholz, Director of Finance
Hamrick's Inc.	742 Peachoid Rd.	Gaffney, South Carolina	29341	United States	(803) 489-6095	USA(843)487-7623	Barry Hamrick, President	Steve Conway, Accountant
Triumph International Holding GmbH	Marsstr 40	Munchen	D-80335	Germany	n/a	n/a	n/a	n/a
Croscill Inc.	261 5th Ave.	New York, New York	10016	United States	(212) 689-7222	USA(212)481-8656	Myron Kahn, Chief Executive Officer	Anthony Cassella, Vice President, Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Kansas Erhvervsbeklaedning Odense A/S	Blangstedgardsvej 66	Odense SO	DK-5220	Denmark	n/a	n/a	Christian Frigast, Chairman of the Board	Jesper Klokke Hansen, Director of Finance
Levi Strauss Japan K.K.	4-20-3 Ebisu, Shibuya-ku	Tokyo	150-6022	Japan	n/a	n/a	Robert W. Gargani, Chairman of the Board	Miyako Osawa, Director of Finance
Leslie Fay Company Inc.	1412 Broadway, Ste. 2	New York, New York	10018	United States	(212) 221-4000	USA(212)221-4245	John A. Ward, Chief Executive Officer	Warren T. Wishart, Senior Vice President, Finance
Triumph International AG	Wiener Str 121-123, Postfach 179	Wiener Neustadt	A-2700	Austria	n/a	n/a	n/a	Franz Dippold, Director of Finance
Stefanel S.p.A.	Via Postumia 85	Ponte Di Piave	I-31047	Italy	n/a	n/a	Giuseppe Stefanel, Chairman of the Board	n/a
Salant Corp.	1114 Avenue of the Americas	New York, New York	10036	United States	(706) 221-7500	USA(706)354-3614	Michael J. Setola, Chief Executive Officer, Chairman of the Board	Awadhesh K. Sinha, Chief Operating Officer and Chief Financial Officer
Jos. A. Bank Clothiers Inc.	500 Hanover Pke.	Hampstead, Maryland	21074	United States	(410) 239-2700	USA(410)239-5700	Robert N. Wildrick, Chief Executive Officer and President	David E. Ullman, Executive Vice President, Chief Financial Officer
Shin Woo Co Ltd.	111-3 Pyongchondong, Dongan-ku	Anyang-shi	n/a	South Korea	n/a	n/a	Roh Se-Rae, Chairman of the Board	n/a
Friedman Bag Company Inc.	PO Box 866004	Los Angeles, California	90086	United States	(213) 628-2341	USA(213)687-9772	Harvey Friedman, Chief Executive Officer	n/a
Bossini International Holdings Ltd.	6/F Hong Kong Spinners Ind Bldg,	Kowloon	n/a	Hong Kong	n/a	n/a	Law Ka Sing, Chairman of the Board	n/a
Baby Togs Inc.	460 W 34th St.	New York, New York	10001	United States	(212) 868-2100	USA(212)947-2039	Eddie Sitt, Chairman of the Board	n/a
Aris Industries Inc.	1411 Broadway	New York, New York	10018	United States	(212) 686-5050	n/a	Arnold H. Simon, Chief Executive Officer, President, Chairman of the Board	Paul Spector, Senior Vice President, Chief Financial Officer
Montana Kleiderfabrik GmbH and Co. KG	Heidelberger Strasse 9-11	Nussloch	D-69226	Germany	n/a	n/a	n/a	n/a
Tandy Brands Accessories Inc.	690 E Lamar Blvd., Ste. 200	Arlington, Texas	76011	United States	(817) 548-0090	USA(817)548-1144	Britt Jenkins, Chief Executive Officer and President	Stanley T. Ninemire, Senior Vice President, Chief Financial Officer
Schiesser AG	Postfach 15 20	Radolfzell	D-78305	Germany	n/a	n/a	Thomas Weber, Chairman of the Board	n/a
Gruppo La Perla S.p.A.	Via Del Fonditore 12	Bologna	I-40138	Italy	n/a	n/a	Alberto Masotti, Chairman of the Board	Vanni Ramenghi, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Tungtex Company Ltd.	12/F Tungtex Building, 203 Wai Y	Kowloon	n/a	Hong Kong	n/a	n/a	Benson Tung Wah Wing, Chairman of the Board	Alan Lam Yiu On, Director of Finance
Hart Schaffner and Marx	101 N. Wacker Dr., 22nd Fl.	Chicago, Illinois	60606	United States	(312) 372-6300	USA(312)444-2710	Kenneth A. Hoffman, Chief Executive Officer, Chairman of the Board	Richard L. Biegel, President
Tokyo Soir Company Ltd.	1-1-1 Minami-Aoyama, Minato-ku	Tokyo	107-8604	Japan	n/a	n/a	Kinuko Kusano, Chairman of the Board	n/a
Cluett, Peabody and Company Inc.	48 W. 38 St.	New York, New York	10018	United States	(212) 984-8900	USA(212)984-5957	Bryan Marsal, Chairman of the Board	Robert Riesbeck, Treasurer
GFSI Inc.	9700 Commerce Pkwy	Lenexa, Kansas	66219	United States	(913) 693-3200	USA(913)693-3908	Larry Graveel, President	Robert Shaw, Vice President, Finance
GFSI Holdings Inc.	9700 Commerce Pkwy	Lenexa, Kansas	66219	United States	(913) 693-3200	USA(913)693-3908	Larry Graveel, President	Robert Shaw, Vice President, Finance
Hampton Industries Inc.	PO Box 614	Kinston, North Carolina	28502-0614	United States	(252) 527-8011	USA(252)527-3538	David Fuchs, Chief Executive Officer, Chairman of the Board	Frank E. Simms, Vice President, Chief Financial Officer
Bernard Chaus Inc.	1410 Broadway	New York, New York	10018	United States	(212) 354-1280	USA(212)863-3607	Josephine Chaus, Chief Executive Officer, Chairman of the Board	Barton Heminover, Vice President, Finance and Controller
Imperial Home Decor Group Ltd.	Belgrave Mills, Belgrave Rd.	Darwen	BB3 2RR	United Kingdom	n/a	n/a	n/a	M. J. Higgins, Director of Finance
Eca S.A.	Trieststraat 38	Assenede	B-9960	Belgium	n/a	n/a	n/a	n/a
Great Pacific Iron Works	235 W Santa Clara St.	Ventura, California	93001-2717	United States	(805) 643-6074	USA(805)652-0795	Jenn Wass, President	Neil Edwards, Chief Financial Officer
All That Jazz	4505 Bandini Blvd.	Los Angeles, California	90040	United States	(213) 881-3200	USA(213)780-5808	Andrew Cohen, Chief Executive Officer and President	Ann Kennedy, Controller
Wembley Roupas S.A.	Rua Aimores 981	Belo Horizonte MG	n/a	Brazil	n/a	n/a	Jose Alencar Gomes da Silva, Chairman of the Board	n/a
Calvin Klein Inc.	205 W 39th St.	New York, New York	10018-3102	United States	(212) 719-2600	(212)719-4818	Barry Schwartz, Chairman of the Board	Len LaSalandra, Chief Financial Officer
Cutter and Buck Inc.	2701 First Ave.	Seattle, Washington	98121	United States	(206) 622-4191	USA(206)448-0589	Harvey N. Jones, Chief Executive Officer, Chairman of the Board	Stephen S. Lowber, Vice President, Chief Financial Officer
Angelica Uniform Group	PO Box 466	St. Louis, Missouri	63166	United States	(314) 889-1111	USA(314)889-1143	Charlie Molloy, President	Kathy Kuhlenbeck, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Merry Garden Athletic	97 Winfield Cir.	Hartwell, Georgia	30643	United States	n/a	USA(800)849-2121	J. Katzenburg, Chief Executive Officer	Gary Langford, President
Cantoni ITC S.p.A.	Corso di Porta Romana 3	Milano	I-20122	Italy	n/a	n/a	Giovanni Inghirami, Chairman of the Board	n/a
Superior Uniform Group Inc.	PO Box 4002	Seminole, Florida	33775-0002	United States	(727) 397-9611	USA(727)391-5401	Gerald M. Benstock, Chief Executive Officer, Chairman of the Board	Andrew D. Demott Jr., Vice President, Chief Financial Officer
Wardle Storeys PLC	Brantham Works, Brantham	Manningtree	CO11 1NJ	United Kingdom	n/a	n/a	n/a	D. J. Wilman, Director of Finance
Yamaki Company Ltd.	1-3-1 Ue-machi, Chuo-ku	Osaka	540-0005	Japan	n/a	n/a	Keiji Miyamoto, Chairman of the Board	n/a
Austin Reed Group PLC	103 Regent St.	London	W1A 2AJ	United Kingdom	n/a	n/a	John Robins, Chairman of the Board	Geoff Gibson, Director of Finance
Byer California	66 Potrero Ave.	San Francisco, California	94103	United States	(415) 626-7844	USA(415)626-7865	Allan Byer, President	Ed Manburg, Chief Financial Officer
NAF N.A.F	6-10 blvd Foch	Epinay-sur-Seine Cedex	F-93807	France	n/a	n/a	Gerard Pariente, Chairman of the Board	Francois Mathieu, Director of Finance
Choya Corp.	15-2 Nihonbashi-Ohdenmachi, Chuo	Tokyo	103-0011	Japan	n/a	n/a	Kimio Kagawa, Chairman of the Board	n/a
BHA Group Holdings Inc.	8800 E 63rd St.	Kansas City, Missouri	64133	United States	(816) 356-8400	USA(816)353-1873	James E. Lund, Chief Executive Officer and President	James Shay, Senior Vice President, Chief Financial Officer
F W Brinkmann GmbH	Postfach 13 43	Herford	D-32003	Germany	n/a	n/a	n/a	Wolfgang Muller, Director of Finance
Fishman and Tobin Inc.	625 Ridge Pike Ste. E	Conshohocken, Pennsylvania	19428	United States	(610) 828-4426	n/a	n/a	n/a
Levi-Strauss Ltd.	Levi's House, Moulton Park	Northampton	NN3 6QG	United Kingdom	n/a	n/a	n/a	A. A. Wright, Director of Finance
Stirling Group PLC	Atlantic Street, Broadheath	Altrincham	WA14 5FY	United Kingdom	n/a	n/a	R. M. Coe, Chairman of the Board	P. Rusby, Director of Finance
Wing Tai Holdings Ltd.	Wing Tai Industrial Centre, 103-	Singapore	535129	Singapore	n/a	n/a	Cheng Wai Keung, Chairman of the Board	James Lee Kim Wah, Director of Finance
Nichimen Infinity Inc.	2-16 Senbahigashi 3 chome, Minoo	Osaka	562-0035	Japan	n/a	n/a	Akira Ebana, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Berwick Industries Inc.	PO Box 428	Berwick, Pennsylvania	18603	United States	(570) 752-5934	USA(570)759-0889	Chris Munyan, President	n/a
Helly-Hansen A.S.A	PO Box 218	Moss	N-1501	Norway	n/a	n/a	Philip Yea, Chairman of the Board	Stig Aune, Director of Finance
Carli Gry International A/S	Danstruplund, Danstrupvej 25	Fredensborg	DK-3480	Denmark	n/a	n/a	Steen Rasborg, Chairman of the Board	n/a
Levi Strauss Italia S.R.L.	Corso Como 15	Milano	I-20154	Italy	n/a	n/a	n/a	Maria Laura Pischedda, Director of Finance
Ginza Yamagataya Company Ltd.	3-5-4 Tsukiji, Chuo-ku	Tokyo	104-0045	Japan	n/a	n/a	Masahiro Yamagata, Chairman of the Board	n/a
Sara Lee Personal Products S.p.A.	Via Laurentina 191 km 27.200	Pomezia	I-00040	Italy	n/a	n/a	Alberto Varani, Chairman of the Board	n/a
ERB Industries	PO Box 1237	Woodstock, Georgia	30188	United States	(770) 926-7944	USA(770)924-3068	William Erb, President	Sheila Eads, Chief Financial Officer
Donnkenny Inc.	1411 Broadway St., 10th Fl.	New York, New York	10018	United States	(212) 790-3900	n/a	Daniel H. Levy, Chief Executive Officer, Chairman of the Board	Beverly Eichel, Executive Vice President, Chief Financial Officer
Warema Renkhoff GmbH	Postfach 13 55	Marktheidenfeld	D-97822	Germany	n/a	n/a	n/a	n/a
Country Road Ltd.	658 Church St.	Richmond	VIC 3121	Australia	n/a	n/a	Sydney Muller, Chairman of the Board	Peter A. Vial, Director of Finance
Jin Woong Company Ltd.	228-2 Kuui-dong, Kwangjin-ku	Seoul	n/a	South Korea	n/a	n/a	Lee Joun-Jae, Chairman of the Board	n/a
Delta Textiles London Ltd.	39 Queensland Rd.	London	N7 7AH	United Kingdom	n/a	n/a	n/a	n/a
Norton McNaughton of Squire Inc.	463 7th Ave.	New York, New York	10018	United States	(212) 947-2960	USA(212)921-2792	Peter Boneparth, President	n/a
Spotlight Company Inc.	152 Madison Ave., Rm. 905	New York, New York	10016-5424	United States	(212) 532-7533	USA(212)532-8024	Jules Seiff, President	Bruce Seiff, Chief Financial Officer
Santee Print Works	PO Box 340	Sumter, South Carolina	29151	United States	(803) 773-1461	USA(803)773-0227	Martin Barocas, President	n/a
HATCO Inc.	PO Box 461637	Garland, Texas	75046	United States	(972) 494-0511	USA(972)494-2369	John Tillotson, Chief Executive Officer	n/a

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Nien Hsing Textile	14Fl 369-1 Fuhsing North Rd.	Taipei	n/a	Taiwan	n/a	n/a	Hung Yuen Chen, Chairman of the Board	S. K. Hwang, Director of Finance
Autoliv Ltd.	Penner Road, Havant	Hamps	PO9 1QH	United Kingdom	n/a	n/a	n/a	n/a
Burberry Spain S.A.	Lima 23	Barcelona	E-08030	Spain	n/a	n/a	Eugenio Mora Olivella, Chairman of the Board	n/a
VF Playwear Inc.	PO Box 21488	Greensboro, North Carolina	27420	United States	(336) 424-1000	USA(336)424-1022	Gary Simmons, President	Dave Berry, Chief Financial Officer
Glen Oaks Industries Inc.	720 5th Ave.Ste. 7	New York, New York	10019	United States	(212) 582-1000	USA(212)582-7023	Ken Bloomberg, President	n/a
Cambridge Members Company Ltd.	200-5 Anyang-dong, Manan-dong	Anyang-shi	n/a	South Korea	n/a	n/a	Lee Hyung-Dae, Chairman of the Board	n/a
Han Chang Company Ltd.	603-7 Yeonsan-dong, Yeonje-ku	Pusan	n/a	South Korea	n/a	n/a	Min Byung-Tae, Chairman of the Board	n/a
Winona National and Savings Bank	902 E 2nd St.	Winona, Minnesota	55987	United States	(507) 454-4381	USA(507)457-5750	Pete Woodworth, President	Alan Leonhardt, Chief Financial Officer
Arden Corp.	26899 Northwestern Hwy., Ste. 20	Southfield, Michigan	48034-8420	United States	(248) 355-1101	USA(248)355-1230	Robert S. Sachs, President	John Connell, Vice President, Finance
Hering Textil S.A.	Rua Hermann Hering 1790	Blumenau	SC 89010-900	Brazil	n/a	n/a	Ivo Hering, Chairman of the Board	n/a
Chorus Line Corp.	4505 Bandini Blvd.	Los Angeles, California	90040	United States	(323) 881-3200	USA(323)780-5808	Leonard Rabinowitz, Chairman of the Board	Jim Demaio, Chief Financial Officer
Petit Bateau S.A.	15 rue Lieutenant Pierre Murard,	Troyes Cedex	F-10081	France	n/a	n/a	Vincent Huguenin, Chairman of the Board	Olivier Lespagnol, Director of Finance
TS Trim Industries Inc.	59 Gender Rd.	Canal Winchester, Ohio	43110	United States	(614) 837-4114	USA(614)837-4127	Cliff Campbell, Controller	n/a
Liz Claiborne Inc. Special Markets	1450 Broadway	New York, New York	10018	United States	(212) 626-5800	USA(212)221-1927	Kim Roy, President	n/a
Santex Moden GmbH	Marshallstr 1	Wurselen	D-52146	Germany	n/a	n/a	n/a	Robert Jecker, Director of Finance
GELCO-Bekleidungswerk GmbH and Co. KG	Postfach 10 09 42	Gelsenkirchen	D-45809	Germany	n/a	n/a	n/a	Dirk J. Dreier, Director of Finance

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LE-GO Bekleidungswerke GmbH	Posifach 32 40	Hof	D-95004	Germany	n/a	n/a	n/a	Gunther Arnold, Director of Finance
Macpell Industries Ltd. Group	40 Hanamal St.	Tel Aviv	63506	Israel	n/a	n/a	n/a	n/a
Sports Apparel Corp.	19820 North Creek Pkwy.	Bothell, Washington	98011-8223	United States	(425) 488-3131	(425)489-1975	Eric Dreyer, President	Don Patterson, Chief Financial Officer
Ikedo Hoover Ltd.	Cherry Blossom Way	Sunderland	SR5 3TW	United Kingdom	n/a	n/a	n/a	D. Morrison, Director of Finance
Ashworth Inc.	2791 Loker Ave. W	Carlsbad, California	92008	United States	(760) 438-6610	USA(760)438-6657	Randall L. Herrel Sr., Chief Executive Officer, President, Chairman of the Board	Terrence W. Tsang, Chief Operating Officer and Chief Financial Officer
Horace Small Apparel Co.	PO Box 1269	Nashville, Tennessee	37202	United States	(615) 320-1000	USA(615)327-1912	Robert Gates, Chief Executive Officer	n/a
Marina Rinaldi S.R.L.	Via Mazzacurati 4	Reggio Emilia	I-42100	Italy	n/a	n/a	Ignazio Maramotti, Chairman of the Board	Paolo Prandi, Director of Finance
Jantzen Inc.	PO Box 3001	Portland, Oregon	97208	United States	(503) 238-5000	USA(503)238-5087	Steve Fritz, President	n/a
Ghim Li Fashion Co. Pte. Ltd.	7 Kampong Kayu Rd.	Singapore	438162	Singapore	n/a	n/a	Gan Cheng Chan, Chairman of the Board	Alice Chong, Director of Finance
Dae Hyun Company Ltd.	Dae Hyun Building, 278-3 Nonhyon	Seoul	n/a	South Korea	n/a	n/a	Shin Hyun-Gyun, Chairman of the Board	n/a
BHA Company Inc.	8800 East 63rd St.	Kansas City, Missouri	64133	United States	(816) 356-8400	USA(816)353-1873	James E. Lund, Chief Executive Officer and President	James C. Shay, Chief Financial Officer, Treasurer
Leegin Creative Leather Products Inc.	PO Box 406	City Of Industry, California	91747	United States	(626) 961-9381	USA(626)369-1771	Jerry Kohl, President	Larry Kerns, Chief Financial Officer
Jaymar-Ruby Group	PO Box 700	Michigan City, Indiana	46361	United States	(219) 879-7341	USA(219)879-0388	Burton Ruby, Chairman of the Board	Aaron Hagen, Chief Financial Officer
Benetton Espana S.L.	Electricitat s/n, Poligono Santa	Castellbisbal Barcelona	E-08755	Spain	n/a	n/a	Francisco Caudeli Escriva, Chairman of the Board	Pere Munoz Sanchez, Director of Finance
Arquati S.p.A.	Via San Vitale 3	Sala Baganza	I-43038	Italy	n/a	n/a	Franco Arquati, Chairman of the Board	Gianfranco Mercadanti, Director of Finance
L-Fashion Group Oy	PL 55	Lahti	FIN-15501	Finland	n/a	n/a	Pekka Luhtanen, Chairman of the Board	Mikko Luhtanen, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Marella S.p.A.	Via Fratelli Cervi 61/C	Reggio Emilia	I-42100	Italy	n/a	n/a	n/a	Maurizio Muzioli, Director of Finance
Pan Pacific Trading Company Ltd.	726 Wonshi-dong	Ansan-shi	n/a	South Korea	n/a	n/a	Lim Byong-Tae, Chairman of the Board	n/a
Christian Dior Couture SA	11 bis rue Francois 1er	Paris	F-75008	France	n/a	n/a	Sidney Toledano, Chairman of the Board	n/a
Lafuma S.A.	6 rue Victor Lafuma, BP 60	Anneyron	F-26140	France	n/a	n/a	Philippe Joffard, Chairman of the Board	Denis Nevoret, Director of Finance
Sixty SpA	Via Piaggi 35	Chieti Scalo	I-66013	Italy	n/a	n/a	Vittorio Hassan, Chairman of the Board	n/a
Maconde Confecoes Ltda.	Rua 5 de Outubro 2148, Apartado	Vila do Conde	P-4481-951	Portugal	n/a	n/a	Joaquim Dias Cardoso, Chairman of the Board	Fernando Aurelio Cerqueira da Silva, Director of Finance
Joseph and Feiss Co.	4600 Tiedman Rd.	Cleveland, Ohio	44144-2332	United States	(216) 671-8100	USA(216)688-0011	Marty Staff, Chief Executive Officer	Vincent Ottomanelli, Senior Vice President, Finance
Inco Industria Confezioni S.p.A.	Via Pietro Custodi 14/20	Novara	I-28100	Italy	n/a	n/a	Angelo Zegna, Chairman of the Board	n/a
Turner Bianca Plc	Bell Mill, Claremont Street, Hat	Oldham	OL8 3EJ	United Kingdom	n/a	n/a	J. E. Turner, Chairman of the Board	K. Walmsley, Director of Finance
Levi Strauss de Espana S.A.	Avda Diagonal 605-3a planta	Barcelona	E-08028	Spain	n/a	n/a	n/a	n/a
Wrangler Ltd.	Park Road East, Calverton	Nottingham	NG14 6GD	United Kingdom	n/a	n/a	n/a	Paddy Emmerson, Director of Finance
Lee Europe N.V.	Dreve de Willerieken 20	Bruxelles	B-1160	Belgium	n/a	n/a	n/a	Freddy D'Hondt, Director of Finance
Pikolin S.A.	Ctra Nacional 232, km 245	Zaragoza	E-50011	Spain	n/a	n/a	Alfonso Solans Solans, Chairman of the Board	n/a
Jeantex Espanola SA	Angel Guimera 70	Valencia	E-46008	Spain	n/a	n/a	n/a	n/a
NAP Inc.	171 Madison Ave. Ste 600	New York, New York	10016-5110	United States	(212) 481-5000	USA(212)481-7498	Pano Zomopoulos, President	Victor Lee, Chief Financial Officer
Bianca Moden GmbH and Co. KG	Kreuzweg 70	Ochtrup	D-48607	Germany	n/a	n/a	n/a	n/a

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Canali SpA	Via Lombardia 17	Sovico	I-20050	Italy	n/a	n/a	Eugenio Canali, Chairman of the Board	n/a
Elod Joint Stock Co.	Ul. 1-ogo Maya 7	Grodno	230023	Belarus	n/a	n/a	Grigoriy I. Sviridov, Chairman of the Board	N. M. Polkovnikova, Director of Finance
VIVESA	C/Lleida 53, Apartado 132	Igualada Barcelona	E-08700	Spain	n/a	n/a	Pedro Prat Gonzalez, Chairman of the Board	Pio Camprubi Jamila, Director of Finance
Frisby Technologies	3195 Central Park Blvd.	Winston-Salem, North Carolina	27107	United States	(336) 784-7754	USA(336)784-4664	Greg Frisby, Chief Executive Officer, Chairman of the Board	John L. Ruggiero, Chief Financial Officer, Treasurer
Home Innovations Inc.	295 5th Ave. Ste. 1414	New York, New York	10016	United States	(212) 686-2080	USA(212)779-0149	n/a	n/a
Huber Holding AG	Hauptstrasse 17	Goetzis	A-6840	Austria	n/a	n/a	Dipl Arch Klauspeter Nuesch, Chairman of the Board	Gerold Kaufmann, Director of Finance
Bayer Clothing Group	1350 Ave. of the Americas, Ste.	New York, New York	10019	United States	(212) 541-6800	USA(212)541-6799	Peter Schwadel, President	Mike Jones, Controller
Landau Uniforms Inc.	PO Box 516	Olive Branch, Mississippi	38654	United States	(662) 895-7200	USA(662)895-5099	Nathaniel Landau, President	n/a
Maid Bess Corp.	865 Cleveland Ave.	Salem, Virginia	24153	United States	(540) 389-8113	USA(540)387-5855	Richard Robers, President	n/a
Rothschild and Company Inc.	500 7th Ave.Ste. 6	New York, New York	10018	United States	(212) 354-8550	USA(212)382-1187	Mark Friedman, President	n/a
Scotty's Fashions Company Inc.	315 W Penn Ave.	Pen Argyl, Pennsylvania	18072	United States	(610) 863-4157	n/a	Neil Scott, President	n/a
S. Schwab Company Inc.	PO Box 1742	Cumberland, Maryland	21501	United States	(301) 729-4488	USA(301)729-4057	Samuel Schwab, President	n/a
Snyder Paper Corp.	PO Box 758	Hickory, North Carolina	28603	United States	(828) 328-2501	USA(828)328-6972	n/a	n/a
CPS Corp. (Franklin, Tennessee)	PO Box 681000	Franklin, Tennessee	37068	United States	(615) 794-8000	USA(615)791-5150	Richard Gygi, President	Larry Holmes, Vice President, Finance
NCC Industries Inc.	165 Main St.	Cortland, New York	13045-5428	United States	(607) 756-2841	n/a	Elizabeth J. Coleman, Chief Executive Officer, President, Chairman of the Board	Frank Stull, Executive Vice President, Chief Financial Officer
Bultel Bekleidungswerke GmbH	Rheiner Strasse 28	Salzbergen	D-48499	Germany	n/a	n/a	n/a	n/a

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Basler GmbH	Dammer Weg 51	Goldbach	D-63773	Germany	n/a	n/a	n/a	n/a
Robert Cordier AG	Jagerthal 6	Bad Durkheim	D-67098	Germany	n/a	n/a	Peter Muller, Chairman of the Board	Georg Hartmann, Director of Finance
Capucci Creations Internationale	1021 Wallace Rdg.	Beverly Hills, California	90210	United States	(310) 275-0700	n/a	Albert Fenster, President	n/a
Vivien Corp.	4-52 Subinggo-dong, Yongsan-ku	Seoul	n/a	South Korea	n/a	n/a	Yoon Jae-Sung, Chairman of the Board	n/a
Signal Apparel Company Inc.	34 Englehard Ave.	Avenel, New Jersey	7001	United States	(732) 382-2882	USA(732)382-4185	Stephen Walsh, Chief Executive Officer, Chairman of the Board	Michael J. Dervis, Chief Financial Officer
JIL S.A.NDER AG	Osterfeldstrasse 32-34	Hamburg	D-22529	Germany	n/a	n/a	Jil Sander, Chairman of the Board	Bernd Ressel, Director of Finance
ATOMIC Austria GmbH	Lackengasse 301	Altenmarkt	A-5541	Austria	n/a	n/a	n/a	n/a
Willy Bogner GmbH and Co. KG	Postfach 80 02 80	Munchen	D-81602	Germany	n/a	n/a	n/a	n/a
Chemring Group PLC	1645 Parkway, Whiteley	Fareham	PO15 7AH	United Kingdom	n/a	n/a	Kenneth C. Scobie, Chairman of the Board	Paul A. Rayner, Director of Finance
Brazos Sportswear L.L.C.	4101 Founders Blvd.	Batavia, Ohio	45103	United States	(513) 753-3400	USA(513)752-8508	Bob Klein, Chief Executive Officer and President	F. Clayton Chambers, Chief Financial Officer
Crocodile Garments Ltd.	11/F Lai Sun Commercial Centre,	Hong Kong	n/a	Hong Kong	n/a	n/a	Lim Por Yen, Chairman of the Board	Connie Chan Lai Ping, Director of Finance
AEFFE S.p.A.	Via delle Querce 51	S Giovanni Marignano	I-47842	Italy	n/a	n/a	Massimo Ferretti, Chairman of the Board	n/a
Jordache Enterprises Inc.	1411 Broadway Ste. 33	New York, New York	10018	United States	(212) 643-8400	USA(212)768-3096	Joseph Nakash, Chairman of the Board	Ralph Nakash, Treasurer
Lapine Company Ltd.	1-5-7 Tenma, Kita-ku	Osaka	530-0043	Japan	n/a	n/a	Yasuharu Matsuda, Chairman of the Board	n/a
Ellesse International S.p.A.	Via Turati 32	Corciano	I-06074	Italy	n/a	n/a	Andrew Keith Rubin, Chairman of the Board	Mary Ruddy, Director of Finance
Robinson Manufacturing Company Inc.	PO Box 338	Dayton, Tennessee	37321	United States	(423) 775-2212	USA(423)775-0489	T. Jack Robinson, President	Tom Taylor, Treasurer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Vestimenta S.p.A.	Via Catoni 147, Frazione Mattare	Trento	I-38060	Italy	n/a	n/a	Giovanni Bassetti, Chairman of the Board	Claudio Brigo, Director of Finance
Giorgio Armani S.p.A.	Via Borgonuovo 11	Milano	I-20121	Italy	n/a	n/a	n/a	n/a
Ampafrance S.A.	Zone Industrielle, 9 blvd du Poi	Cholet Cedex	F-49309	France	n/a	n/a	Dominique Favario, Chairman of the Board	Armand Audussau, Director of Finance
Super Rifle S.p.A.	Viale Matteotti 1	Barberino Di Mugello	I-50031	Italy	n/a	n/a	Sandro Fratini, Chairman of the Board	Massimo Lucherini, Director of Finance
Playtex France	6 rue de Penthièvre	Paris	F-75008	France	n/a	n/a	Eric Pinot, Chairman of the Board	Gilbert Comte, Director of Finance
LOHMANN GmbH and Co. KG	Irlcher Str 55	Neuwied	D-56567	Germany	n/a	n/a	Helmut Leuprecht, Chairman of the Board	n/a
Fabbrica D'Armi Pietro Beretta SpA	Via P Beretta 18	Gardone Val Trompia	I-25063	Italy	n/a	n/a	Ugo Gussalli Beretta, Chairman of the Board	Bruno Gallino, Director of Finance
Dressmaster Bekleidungswerk GmbH and Co. KG	Baumstr 22-24	Herne	D-44623	Germany	n/a	n/a	n/a	n/a
Daks Simpson Group PLC	34 Jermyn St.	London	SW1Y 6HS	United Kingdom	n/a	n/a	n/a	n/a
Maryland Ribbon Co.	PO Box 402	Hagerstown, Maryland	21741	United States	(301) 739-6314	USA(301)790-6618	Claude Offray, President	n/a
Autoliv Kle S.A.	Ctra Nacional 152 km 24	Granollers Barcelona	E-08400	Spain	n/a	n/a	Arturo Lopez-Abente Ortega, Chairman of the Board	n/a
Aubert S.A.	4 rue de la Ferme	Cernay Cedex	F-68705	France	n/a	n/a	n/a	Alexis de Beaurepaire, Director of Finance
Forall Confezioni S.p.A.	Via Fabio Filzi 34	Quinto Vicentino	I-36050	Italy	n/a	n/a	Gianfranco Barizza, Chairman of the Board	Franco Scanagatta, Director of Finance
Four Seasons Apparel Co.	4602 Dundas Dr. Ste. 110	Greensboro, North Carolina	27407	United States	(336) 299-3121	USA(336)294-5526	Randy Watkins, President	n/a
Fashion Box S.p.A.	Via Marcoai 1	Asolo	I-31010	Italy	n/a	n/a	Claudi Buziol, Chairman of the Board	n/a
Lovable Italiana S.p.A.	Via Boschetti 53/55	Grassobio	I-24050	Italy	n/a	n/a	Matteo Felli, Chairman of the Board	n/a

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Kleinert's Inc.	120 W Germantown Pke., Ste. 100	Plymouth Meeting, Pennsylvania	19462	United States	(610) 828-7261	USA(610)828-4589	Jack Brier, Chief Executive Officer, Chairman of the Board	Gerald E. Monigle, Vice President, Finance
S R Gent PLC	Dodworth Rd.	Barnsley	S70 6JE	United Kingdom	n/a	n/a	n/a	T. A. Crouthers, Director of Finance
Sungdo Apparel Company Ltd.	Sungdo Building, 1355-3 Seocho-d	Seoul	n/a	South Korea	n/a	n/a	Choi Hyung-suk, Chairman of the Board	n/a
Serigraph Inc.	PO Box 438	West Bend, Wisconsin	53095	United States	(262) 335-7200	USA(262)335-7699	John Torinus, Chief Executive Officer	Wayne Grall, Chief Financial Officer
Gazal Corporation Ltd.	3-7 McPherson St.	Banksmeadow	NSW 2019	Australia	n/a	n/a	Albert E. Harris, Chairman of the Board	n/a
J.E. Morgan Knitting Mill Inc.	PO Box 390	Tamaqua, Pennsylvania	18252	United States	(570) 668-3330	USA(570)668-9016	Robert Miller, Chief Executive Officer and President	Debbie Ricci, Chief Financial Officer
Swingster Marketing	PO Box 412713S	Kansas City, Missouri	64141	United States	(816) 943-5000	USA(816)943-5160	Roger Henry, President	n/a
Pepper Industries S.p.A.	Via Venezia 1	Trebaseleghe	I-35010	Italy	n/a	n/a	Gianluigi Facchini, Chairman of the Board	Paolo Bortolato, Director of Finance
ECCE	94/96 avenue Ledru Rollin	Paris	F-75011	France	n/a	n/a	Lucien Deveaux, Chairman of the Board	Thierry Dorne, Director of Finance
TRW Automotive Systems	1 Cook Way, North West Industria	Peterlee	SR8 2HY	United Kingdom	n/a	n/a	n/a	n/a
Aerazur S.A.	48 blvd Gallieni	Issy-Les-Moulineaux Cedex	F-92137	France	n/a	n/a	Jean-Louis Gerondeau, Chairman of the Board	Jean-Jacques Jegou, Director of Finance
Lee Cooper Group Ltd.	Lee Cooper House, 17 Bath Rd.	Slough	SL1 3UF	United Kingdom	n/a	n/a	n/a	n/a
Lindex A.S.	Postboks 348 Sentrum	Oslo	N-0101	Norway	n/a	n/a	n/a	n/a
Leon Max Inc.	3100 New York Dr.	Pasadena, California	91117-7879	United States	(626) 797-6886	USA(626)797-8555	Leon Max, Chief Executive Officer and President	n/a
Schild AG	Am Rotsee, Postfach 4634	Luzern	CH-6002	Switzerland	n/a	n/a	S. Nosetti, Chairman of the Board	n/a
Tah Shin Industrial Co.	51 Road 35, Industrial Park	Taichung	n/a	Taiwan	n/a	n/a	Chiang Ho Hu, Chairman of the Board	Y. T. Hsai, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
F-One Ltd.	3-1-6 Bishoen, Abeno-ku	Osaka	545-0003	Japan	n/a	n/a	Takamitsu Saito, Chairman of the Board	n/a
Brentwood Originals Inc.	PO Box 6272	Carson, California	90749	United States	(310) 637-6804	USA(310)608-6036	Harold Alden, President	n/a
Rouleau Guichard S.A.	5 chemin de Palayre	Toulouse Cedex	F-31082	France	n/a	n/a	Alain Rouleau, Chairman of the Board	n/a
John H. Daniel Company Inc.	120 W Jackson Ave.	Knoxville, Tennessee	37902-1015	United States	(423) 637-6441	n/a	William C. Bryan Jr., President	R.B. Bryan, Treasurer
Host Apparel Inc.	1430 Broadway Ste. 10	New York, New York	10018	United States	(212) 302-0800	USA(212)302-8570	Howard Cohen, President	Al Bomzer, Vice President, Finance
Catalina	6040 Bandini Blvd.	Los Angeles, California	90040	United States	(323) 726-1262	n/a	Michael Proies, President	Bill Bussiere, Chief Financial Officer
Southern Mills Inc. (Union City, Georgia)	PO Box 289	Union City, Georgia	30291	United States	(770) 969-1000	USA(770)969-6846	Doug Ellis, Chief Executive Officer	Ken Collins, Vice President, Finance
Commerciale Abbigliamento Srl	Via Mazzacurati 6	Reggio Emilia	I-42100	Italy	n/a	n/a	Luigi Maramotti, Chairman of the Board	n/a
Manifatture Del Nord S.p.A.	Viale Regina Elena 13	Reggio Emilia	I-42100	Italy	n/a	n/a	Maria Ludovica Maramotti, Chairman of the Board	n/a
Fratelli Claudio and Carlalberto Corneliani S.p.A.	Via Panizza 5	Mantova	I-46100	Italy	n/a	n/a	Carlalberto Corneliani, Chairman of the Board	n/a
SICMA Aero Seat S.A.	7 rue Lucien Coupet	Issoudun	F-36100	France	n/a	n/a	Robert Marechal, Chairman of the Board	Remi Schuwer, Director of Finance
Dunbrooke Sportswear Co.	PO Box 1900	Independence, Missouri	64055	United States	(816) 795-7722	USA(816)795-0321	Steve McMullen, President	David Hausen, Vice President, Finance
Young Chang Silup Company Ltd.	459-29 Kasan-dong, Kumchon-ku	Seoul	n/a	South Korea	n/a	n/a	Park Suk, Chairman of the Board	n/a
Co-Cos Nobuoka Company Ltd.	68 Tobe, Shinichi- cho, Ashina-gu	Hiroshima	729-3101	Japan	n/a	n/a	Masao Nobuoka, Chairman of the Board	n/a
Luck S.p.A.	Via dell'Esperanto 20B	Verona	I-37135	Italy	n/a	n/a	Alberto Bonazzi, Chairman of the Board	Giovanni Avesani, Director of Finance
Life Uniforms and Shoe Shops Corp.	PO Box 466	St. Louis, Missouri	63166	United States	(314) 889-1111	USA(314)889-1143	Charlie Molloy, President	Kathy Kuhlenbeck, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Regency Cap and Gown Co.	PO Box 8988	Jacksonville, Florida	32239	United States	(904) 724-3500	USA(904)721-1444	Dave Crisp, President	n/a
Varsity Spirit Corp.	PO Box 341609	Memphis, Tennessee	38184-1609	United States	(901) 387-4370	n/a	Jeffrey G. Webb, Chief Executive Officer, President, Chairman of the Board	John M. Nichols, Senior Vice President, Chief Financial Officer
gardeur AG	Alsstrasse 155	Monchengladbach	D-41063	Germany	n/a	n/a	n/a	n/a
Charles D. Owen Manufacturing Company Inc.	PO Box 457	Swannanoa, North Carolina	28778	United States	(828) 298-6802	USA(828)299-0901	Charles Owen, Owner	n/a
Superba Inc.	PO Box 21805	Los Angeles, California	90021	United States	(213) 688-7970	USA(213)623-3226	Mervyn Mandelbaum, President	Peter Tiger, Vice President, Finance
I.C. Isaacs and Co.	3840 Bank St	Baltimore, Maryland	21224	United States	(410) 342-8200	USA(410)276-4087	Robert Arnot, President	Eugene Wielepski, Vice President, Finance
Advantage by Lucky Star	Lucky Star Dr.	Baldwyn, Mississippi	38824	United States	(662) 840-4465	USA(662)840-4649	Ligehton Gibens, Chief Executive Officer and President	n/a
Asco Div. of Win Craft Inc.	PO Box 888	Winona, Minnesota	55987-0888	United States	(507) 452-3386	n/a	Richard Pope, President	n/a
CMC	17 rue Dieu	Paris	F-75010	France	n/a	n/a	Agnes Trouble, Chairman of the Board	n/a
Caroll International S.A.	38 rue du Hameau	Paris	F-75015	France	n/a	n/a	n/a	Veronique Makarian-Croce, Director of Finance
Sandys S.p.A.	Via Liberta 215	Bellinzago Novarese	I-28043	Italy	n/a	n/a	Sergio Tacchini, Chairman of the Board	Giandomenica Penna, Director of Finance
Adolfo Dominguez S.A.	Pol Ind San Cibrao das Vinas, Ru	San Cibrao das Vinas Ouren	E-32901	Spain	n/a	n/a	Adolfo Dominguez Fernandez, Chairman of the Board	Juan M. Fernandez Novo, Director of Finance
TRW Sabelt S.p.A.	Via di Vittorio 9	Moncalieri	I-10024	Italy	n/a	n/a	n/a	n/a
Forminster PLC	123D Kensington High St.	London	E8 5SF	United Kingdom	n/a	n/a	Philip Carter, Chairman of the Board	A. M. Cashmore, Director of Finance
Handsome Corp.	52-1 Samsung-dong, Kangnam-ku	Seoul	n/a	South Korea	n/a	n/a	Chung Jae-Bong, Chairman of the Board	n/a
Belfe S.p.A.	Via Roma 28	Marostica	I-36063	Italy	n/a	n/a	Angelo Carlo Festa, Chairman of the Board	Angelo Milanello, Director of Finance

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Reebok Leisure S.A.	Antonio Machado 86	Elche Alicante	E-03201	Spain	n/a	n/a	Francisco de Borja Miralles, Chairman of the Board	Carlos Sanchez, Director of Finance
Playtex Ltd.	Playtex Park Industrial Estate	Port Glasgow	PA14 5UY	United Kingdom	n/a	n/a	n/a	D. Donnelly, Director of Finance
Morishita Company Ltd.	1-9-15 Bakuro-cho, Chuo-ku	Osaka	541-0059	Japan	n/a	n/a	Shigeru Morishita, Chairman of the Board	n/a
Confecciones Mayoral S.A.	Camino de los Prados 1	Malaga	E-29006	Spain	n/a	n/a	Rafael Dominguez de Gor, Chairman of the Board	Isidro Merino, Director of Finance
Plaid Clothing Company Inc.	2020 Elmwood Ave.	Buffalo, New York	14207-1904	United States	(716) 874-5000	USA(716)874-5000	C. James Murray, President	n/a
Tanner Companies Inc.	PO Box 1139	Rutherfordton, North Carolina	28139	United States	(828) 287-4205	USA(828)286-2072	Donald Johnston, Chief Executive Officer	George Clayton, Chief Financial Officer
Riegel Consumer Products Div.	PO Box E	Johnston, South Carolina	29832	United States	(803) 275-2541	USA(803)275-2219	James Spinner, President	n/a
Mura European Fashion Design d.d.	Plese 2	Murska Sobota	9000	Slovenia	n/a	n/a	Bozo Kuharic, Chairman of the Board	Vinko Plemenitas, Director of Finance
Inter-National Childrenswear L.L.C.	3500 6th Ave. S	Birmingham, Alabama	35222-2406	United States	(205) 251-9143	USA(205)251-9124	Mitchell J. Ives, President	James D. Fallon, Chief Financial Officer
Movie Star Inc.	136 Madison Ave., 4th Fl.	New York, New York	10016	United States	(212) 684-3400	USA(212)684-3295	Melvin Knigin, Chief Executive Officer and President	Thomas Rende, Chief Financial Officer
IBENA Textilwerke Beckmann GmbH	Industriestr 7-13	Bocholt	D-46395	Germany	n/a	n/a	n/a	L. Krekeler, Director of Finance
Walls Industries Inc.	PO Box 98	Cleburne, Texas	76033	United States	(817) 645-4366	USA(817)645-7946	Albert Archer, President	Mike Kramer, Vice President, Finance
Good Lad Co.	431 E Tioga St.	Philadelphia, Pennsylvania	19134	United States	(215) 739-0200	USA(215)739-5150	Ken Sheintoch, President	Jeff Barnett, Chief Financial Officer
National Account Division Bed Fashions Group	1337-D Hundred Oak Dr.	Charlotte, North Carolina	28217	United States	(704) 525-9912	n/a	Thomas C. Gaffney, President	Crandall Bowles, Chief Financial Officer
Sun Manufacturing Corp.	PO Box 694470	Miami, Florida	33269	United States	(305) 623-9223	USA(305)628-2379	Bill Rosen, President	n/a
Trigema Inh W Grupp eK	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Kathe Becker, Director of Finance

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3M Svenska AB	Bollstanav 3	Sollentuna	S-191	Sweden	n/a	n/a	Benny Kanter, Chairman of the Board	n/a
Marc Cain Bekleidungs GmbH	Brunnenstr 30	Bodelshausen	D-72411	Germany	n/a	n/a	n/a	n/a
SA Ets Guichard et Cie	5 Impasse Palayre	Toulouse Cedex	F-31082	France	n/a	n/a	Patrick Rouleau, Chairman of the Board	Martine Marquier, Director of Finance
A.H. Schreiber Company Inc.	460 W. 34th St.	New York, New York	10001	United States	(212) 564-2700	USA(212)564-2700	Joel Schreiber, President	n/a
Nasign Co Ltd.	91-18 Kunja-song, Kwangjun-ku	Seoul	n/a	South Korea	n/a	n/a	Lee Kyu-Yong, Chairman of the Board	n/a
WINDSOR GmbH	Am Ellerbrocks Hof 2-6	Bielefeld	D-33617	Germany	n/a	n/a	n/a	n/a
Iturri S.A.	Avda Roberto Osborne 5	Sevilla	E-41007	Spain	n/a	n/a	Maria Luisa Franco Revilla, Chairman of the Board	Jose Sanchez Munoz, Director of Finance
Short Bark Industries L.L.C.	PO Box 518	Tellico Plains, Tennessee	37385	United States	(423) 253-6201	USA(423)253-6204	Lisa Janke, President	John Baltz, Controller
Bomaine Corp.	4551 Glencoe Ave., Ste. 235	Marina Del Rey, California	90292-7928	United States	(310) 821-7748	n/a	G.M. Bronstein, President	Kenji Onishi, Controller
Yves St. Laurent Couture S.A.	5 avenue Marceau	Paris	F-75116	France	n/a	n/a	Mark Lee, Chairman of the Board	Olivier Segot, Director of Finance
John Master Industries Bhd.	1 Jalan 8/91, Taman Shamelin Per	Kuala Lumpur	56100	Malaysia	n/a	n/a	Tan Sri Datuk Wira Abdul Rahman Arshad, Chairman of the Board	Ho Yuet Leng, Director of Finance
Dragonfield Holdings Ltd.	2006-2007 Nanyang Plaza, 57 Hung	Hong Kong	n/a	Hong Kong	n/a	n/a	Chan Chun Keung, Chairman of the Board	n/a
Amory Garment Co.	PO Box 120	Amory, Mississippi	38821	United States	(662) 256-2606	USA(662)256-2673	Ralph Salter, President	n/a
Jacadi S.A.	26 rue Diderot	Nanterre	F-92028	France	n/a	n/a	Armand Frydman, Chairman of the Board	Francois-Xavier Desgrippes, Director of Finance
Vestra Groupe S.A.	35 rue du Marechal Joffre	Bischwiller	F-67240	France	n/a	n/a	Alain Nemarq, Chairman of the Board	Patrick Hartmann, Director of Finance
Umbro International Ltd.	200 Brozzini Ct.	Greenville, South Carolina	29615-5341	United States	(864) 288-4022	USA(864)370-7104	Jack Stone, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Russell-Newman Inc.	PO Box 2306	Denton, Texas	76202	United States	(940) 898-8888	USA(940)382-6453	David Martino, President	Daphne Teague, Vice President, Finance
Stearns Manufacturing Co.	PO Box 1498	St. Cloud, Minnesota	56302	United States	(320) 252-1642	USA(320)252-4425	David Cook, President	Mike Krmpotich, Chief Financial Officer
Carnival Textile Industrial Corp.	7th Floor, 25 Jen Ai Road, Secti	Taipei	n/a	Taiwan	n/a	n/a	Ping Lien Yang, Chairman of the Board	n/a
Bitwell Clothing Company Inc.	2005 Walton Rd.	Overland, Missouri	63114	United States	(314) 426-3850	USA(314)426-2965	Thomas Wheeler, President	n/a
Style Holdings PLC	St John's Ct., 37 St John's Rd.	Uxbridge	UB8 2UR	United Kingdom	n/a	n/a	Robert J. Silver, Chairman of the Board	Richard J. Shirley, Director of Finance
Bayly Corp.	5500 S Valentia Way	Englewood, Colorado	80111	United States	n/a	n/a	Everett Warren, Chief Executive Officer and President	David Houseman, Chief Financial Officer
Rheiner Moden AG	Sandkampstr. 100	Rheine	D-48432	Germany	n/a	n/a	n/a	n/a
Apparel Ventures Inc.	204 W Rosecrans Ave.	Gardena, California	90248	United States	(310) 538-4980	USA(310)538-0515	Marvin Goodman, President	William D. Singleary, Chief Financial Officer
Cullinan Holdings Ltd.	PO Box 2412	Cramerview	2060	South Africa	n/a	n/a	S. J. Nash, Chairman of the Board	Q. Southey, Director of Finance
EHCO-KLM Kleding N.V.	Postbus 78	Enschede	NL-7500	Netherlands	n/a	n/a	n/a	n/a
Rene Lezard Mode GmbH	Industriestr 2	Schwarzach	D-97359	Germany	n/a	n/a	n/a	Reinhold Scheidt, Director of Finance
Takson Holdings Ltd.	5/F South Wing, Harbour Centre T	Hunghom-Kowloon	n/a	Hong Kong	n/a	n/a	Takson Wong Tek Sun, Chairman of the Board	n/a
Barth and Dreyfuss of California	PO Box 21811	Los Angeles, California	90021	United States	(213) 627-6000	USA(213)622-4979	Tom Healy, President	n/a
Beacon Manufacturing Co.	PO Box 395	Swannanoa, North Carolina	28778	United States	(828) 686-3861	USA(828)686-5137	Jim Helvie, Controller	n/a
BDK Holdings Inc.	PO Box 21811	Los Angeles, California	90021	United States	(213) 627-6000	USA(213)622-4979	Tom Healy, President	n/a
Pincus Brothers Inc.	Independence Mall E	Philadelphia, Pennsylvania	19106	United States	(215) 922-4900	USA(215)922-1140	David Pincus, Chief Executive Officer	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Strehle GmbH and Co. KG	Eichendorffplatz 3	Nordlingen	D-86720	Germany	n/a	n/a	n/a	Gunther Menzel, Director of Finance
Laboratorios Indas SA	Camino de las Huertas 2, Edificio	Pozuelo de Alarcon Madrid	E-28223	Spain	n/a	n/a	Domingo Arochena Amestoy, Chairman of the Board	Oscar Vicente Conde, Director of Finance
BVM Italia S.p.A.	Via Larga 31	Bologna	I-40138	Italy	n/a	n/a	Franca Bandiera, Chairman of the Board	n/a
Kimuratan Corp.	2-9-24 Kano-cho, Chuo-ku	Kobe	650-0001	Japan	n/a	n/a	Yoshihiko Kimura, Chairman of the Board	n/a
Velmore Fashions Ltd.	Thornton Road Industrial Estate,	South Wirral	L65 5DF	United Kingdom	n/a	n/a	n/a	D. A. Taylor, Director of Finance
Blumenthal Print Works Inc.	PO Box 13395	New Orleans, Louisiana	70185	United States	(504) 822-4620	USA(504)822-2147	Harry Blumenthal, President	Alan Horwitz, Treasurer
Cia. Textil Karsten	Rua Johann Karsten 260	Blumenau	SC 89074-700	Brazil	n/a	n/a	Ralf Karsten, Chairman of the Board	Uwe Spranger, Director of Finance
Hillarys Blinds Ltd.	Private Road No 2, Colwick Busin	Nottingham	NG4 2JR	United Kingdom	n/a	n/a	Anthony H. Hillary, Chairman of the Board	J. B. Nicholson, Director of Finance
Van de Velde SA	Lageweg 4	Schellebelle	B-9260	Belgium	n/a	n/a	Lucas Laureys, Chairman of the Board	Luc Markey, Director of Finance
Kenzo S.A.	54 rue Etienne Marcel	Paris	F-75002	France	n/a	n/a	Odile Lobadowsky, Chairman of the Board	Christophe Victor, Director of Finance
Daniel, John H Co.	PO Box 1189	Knoxville, Tennessee	37901	United States	(865) 637-6441	USA(865)523-6435	Bill Bryan, President	n/a
Issac Hazan and Company Inc.	350 Meadowlands Pkwy	Secaucus, New Jersey	7094	United States	(201) 558-1111	USA(201)558-1210	Ira Hazan, President	Kenneth Levine, Chief Financial Officer
Buster Brown Apparel Inc.	PO Box 5008	Chattanooga, Tennessee	37406	United States	(423) 629-2531	USA(423)493-2550	Jeffrey Lurie, President	David R. Burwell, Vice President, Chief Financial Officer
Best Manufacturing Co.	PO Box 8	Menlo, Georgia	30731	United States	(706) 862-2302	USA(706)862-6000	n/a	n/a
Magla Products Inc.	PO Box 1934	Morristown, New Jersey	7962	United States	(973) 984-7998	USA(973)984-2382	Jordan Glatt, President	n/a
STL Superga S.p.A.	Via Francesco Giovanni Raimondo	Rivoli	I-10098	Italy	n/a	n/a	Giovanni Jody Vender, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Biscaye Company Ltd.	2-22-14 Kaminoge, Setagaya-ku	Tokyo	158-0093	Japan	n/a	n/a	Yoshio Aikawa, Chairman of the Board	n/a
Koninklijke Auping B.V.	Postbus 67	Deventer	NL-7400	Netherlands	n/a	n/a	J. H. Koning, Chairman of the Board	R. van Rossum, Director of Finance
Europe Craft Imports Inc.	1411 Broadway, 12th Fl.	New York, New York	10018-3403	United States	(212) 686-5050	n/a	Charles S. Ramat, Chief Executive Officer	Gerry Recco, Chief Financial Officer
Jose Machado de Almeida and Companhia Ltda.	Lugar de Paderne, Apartado 7	Sao Martinho Campo	P-4795	Portugal	n/a	n/a	n/a	Alvaro Santos Leguinha, Director of Finance
Tai Wah Garments Manufacturing Bhd	n/a	n/a	n/a	n/a	n/a	n/a	Ahmad Indot, Chairman of the Board	n/a
Hampco Apparel	963 Hwy 258 S	Snow Hill, North Carolina	28580	United States	(252) 747-8144	n/a	Tom Cole, Director of Operations	n/a
Celine S.A.	25 rue du Pont Neuf	Paris	F-75001	France	n/a	n/a	Jean-Marc Loubier, Chairman of the Board	Jean-Francois Potier, Director of Finance
Leonisa Internacional	Carrera 51 No 13-158	Medellin	n/a	Colombia	n/a	n/a	Oscar Echeverri Restrepo, Chairman of the Board	n/a
E Walters Ltd.	Southern Ave.	Leominster	HR6 0LY	United Kingdom	n/a	n/a	J. B. Walters, Chairman of the Board	J. Cox, Director of Finance
Cullman Industries Inc.	PO Box 1124	Cullman, Alabama	35056	United States	(256) 739-1133	USA(256)739-6332	Joe Bachmuth, President	n/a
Reed Manufacturing Company Inc.	PO Box 650	Tupelo, Mississippi	38802	United States	(662) 842-4472	USA(662)680-9644	Edward Nelson, Chief Executive Officer	n/a
Jacques Jauret S.A.	51 av du Marechal Leclerc	Cholet Cedex	F-49309	France	n/a	n/a	Leon Cligman, Chairman of the Board	Yves Brunetiere, Director of Finance
Smith and Brown Ltd.	40-44 Clipstone St.	London	W1P 7EA	United Kingdom	n/a	n/a	n/a	n/a
Weber and Ott AG	Konrad-Ott-Str 1	Forchheim	D-91301	Germany	n/a	n/a	n/a	n/a
Sure Fit Inc.	939 Marcon Blvd.	Allentown, Pennsylvania	18109	United States	(610) 264-7300	USA(610)266-2690	Bertram Shlensky, President	Maurice Ojalvo, Vice President, Finance
Industria Confezioni Montecatini IN.CO.M S.p.A.	Viale Roma 47	Pieve A Nievole	I-51018	Italy	n/a	n/a	Mauro Melosi, Chairman of the Board	Pier Giuseppe Dami, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Tundra Knitwear Ltd.	1350 Avenue of the Americas, Ste	New York, New York	10019	United States	(212) 974-5113	USA(212)974-4668	George Romanis, President	n/a
Dalco Industries Inc.	PO Box 2727	York, Pennsylvania	17405	United States	(717) 854-7875	USA(717)845-5283	Douglas Dallmeyer, President	Donald Ortuglio, Chief Financial Officer
Indiana Mills and Manufacturing Inc.	PO Box 408	Westfield, Indiana	46074	United States	(317) 896-9531	USA(317)896-2142	Harold Wallen, Chief Executive Officer	Tony Schelonka, Chief Financial Officer
Osborne and Little PLC	49 Temperley Rd.	London	SW12 8QE	United Kingdom	n/a	n/a	Peter Osborne, Chairman of the Board	P. Soar, Director of Finance
Gruppo Arcte SpA	Via G Giacosa 7	Bologna	I-40132	Italy	n/a	n/a	n/a	n/a
Fashion Pillows Inc.	PO Box 3839	Jackson, Georgia	30233	United States	(770) 775-4124	n/a	John Dillon, President	Cris Cook, Controller
Invicta SpA	Corso Taranto 33	Torino	I-10155	Italy	n/a	n/a	Giandomenico Lico, Chairman of the Board	n/a
Sanremo Moda Uomo S.p.A.	Via San Marco 4	Caerano Di San Marco	I-31031	Italy	n/a	n/a	Giovanni Inghirami, Chairman of the Board	Flavio Favero, Director of Finance
Jalate Ltd.	2985 S Garfield Ave.	Commerce, California	90040	United States	(213) 765-5000	USA(213)765-5020	Vinton W. Bacon, Chief Executive Officer and President	John Diesenbruch, Vice President, Chief Financial Officer
PAXAR Corp. Printed Label Group	PO Box 735	Lenoir, North Carolina	28645	United States	(828) 758-2338	USA(828)758-2038	Dan Burke, General Manager	n/a
Autotex SA	Miquel Servet s/n, Poligono Can	Viladecavalls Barcelona	E-08232	Spain	n/a	n/a	Roger Milliken, Chairman of the Board	n/a
J Barbour and Sons Ltd.	Beacon Works, Simonside Industri	South Shields	NE34 9PD	United Kingdom	n/a	n/a	Margaret Barbour, Chairman of the Board	Brian Scullion, Director of Finance
Duck Head Apparel Co.	PO Box 688	Winder, Georgia	30680	United States	(770) 867-3111	(770)307-1800	William V. Roberti, Chief Executive Officer, Chairman of the Board	K. Scott Grassmyer, Senior Vice President, Chief Financial Officer
Blair Mills L.P.	PO Box 97	Belton, South Carolina	29627	United States	(864) 338-6611	USA(864)338-4238	Wilbur Rice, President	n/a
Point Mousse Industrie	50 av du President Wilson	La Plaine St Denis	F-93210	France	n/a	n/a	Thierry Abimelech, Chairman of the Board	Gema Bouchentouf, Director of Finance
Choctaw-Kaul Distribution	3540 Vinewood Ave.	Detroit, Michigan	48208	United States	(313) 894-9494	USA(313)894-7977	Michael Conniff, President	Patrick Feeney, Vice President, Controller

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Astrup Co.	2937 W 25th St.	Cleveland, Ohio	44113	United States	(216) 696-2820	USA(216)696-0977	Jeff Kirk, President	n/a
Marchpole Holdings PLC	19-20 Berners St.	London	W1T 3LW	United Kingdom	n/a	n/a	John Gilliatt, Chairman of the Board	Khosrow Tahmasebi, Director of Finance
Sackner Products	2700 Patterson Ave. SE	Grand Rapids, Michigan	49546	United States	(616) 957-9300	USA(616)957-9382	Robert Sandberg, President	n/a
Chicco Espanola S.A.	Industria 10, Poligono Urtinsa	Alcorcon Madrid	E-28923	Spain	n/a	n/a	Jose Maria Echevarria Arteche, Chairman of the Board	Jose Antonio Carrasco Rodriguez, Director of Finance
Ted Baker PLC	The Ugly Brown Building, 6a St P	London	NW1 0TB	United Kingdom	n/a	n/a	Brian S. North, Chairman of the Board	Lindsay D. Page, Director of Finance
Sonia Rykiel CDM S.A.	175 blvd St Germain	Paris	F-75006	France	n/a	n/a	Simon Burstein, Chairman of the Board	n/a
Yagi Corp.	2-80 Tonya-machi	Kanazawa City	920-8503	Japan	n/a	n/a	Takao Yagi, Chairman of the Board	n/a
Wrights Knitwear Corp.	10 E 34 St.	New York, New York	10016	United States	(212) 779-2600	USA(212)779-2661	Donald Handel, President	Bob Brennan, Chief Financial Officer
Sirena Apparel Group Inc.	2825 S Santa Fe Ave.	Los Angeles, California	90058	United States	(323) 581-9700	USA(323)581-9100	Brian Zientek, Chief Executive Officer	Alyce Bonura, Chief Financial Officer
Winer Industries Inc.	PO Box 2135	Paterson, New Jersey	7509	United States	(973) 684-0800	USA(973)684-7424	Robert Winer, Chief Executive Officer	Brij Mehra, Chief Financial Officer
R B Apparel Inc.	440 W 20th St.	Hialeah, Florida	33010	United States	(305) 863-4149	USA(305)863-4159	Raymond Beder, President	n/a
Karen Millen Ltd.	Unit D11 Maidstone Business Cent	Maidstone	ME16 0ST	United Kingdom	n/a	n/a	n/a	N. M. Samuel, Director of Finance
West Mill Clothes Inc.	5707 31st Ave.	Woodside, New York	11377	United States	(718) 204-6640	USA(718)204-6658	Ed Kaminow, President	Howard Ziplow, Chief Financial Officer
Holloway Sportswear Inc.	PO Box 4489	Sidney, Ohio	45365-0826	United States	(937) 497-7575	USA(937)497-7300	Roy E. Leasure, Jr., President	Mark Vondenhuevel, Chief Financial Officer
Adrianna Papell Ltd.	498 7th Ave., 6th Fl.	New York, New York	10018	United States	(212) 695-5244	USA(212)714-1871	Harvey Berkman, President	Paul Berkman, Chief Financial Officer
Frayne Sportswear Manufacturers Inc.	6402 W Linebaugh Ave.	Tampa, Florida	33625	United States	(813) 961-7171	USA(813)264-7928	Thomas Frayne, President	Dennis Frayne, Vice President, Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
About Sportswear Inc.	660 White Plains Rd.	Tarrytown, New York	10591-5104	United States	(212) 736-9525	n/a	Alan Goldberg, President	n/a
Beach Patrol Inc.	1165 E. 230th St.	Carson, California	90745	United States	(310) 952-8400	USA(310)952-8444	Steve Ludeman, President	John Wichman, Vice President, Finance and Operations
New Era Cap Company Inc.	PO Box 208	Derby, New York	14047	United States	(716) 549-0445	USA(716)549-5424	David Koch, Chief Executive Officer	Peter Augustine, Chief Financial Officer
Varsity Spirit Fashions and Supplies Inc.	PO Box 341609	Memphis, Tennessee	38184-1609	United States	(901) 387-4300	USA(901)387-4356	W. Kline Boyd, Senior Vice President, General Manager	John Nichols, Director of Finance
Regency Home Fashions Inc.	261 5th Ave.	New York, New York	10016	United States	(212) 889-6144	USA(212)213-6138	Louis Silver, President	n/a
M and B Fashions Inc.	PO Box 512678	Los Angeles, California	90051	United States	(213) 749-6333	USA(213)742-6960	Donald L. Hinshaw, Chief Executive Officer and President	James Drew, Chief Financial Officer
American Woolen Co.	PO Box 521399	Miami, Florida	33152	United States	(305) 635-4000	USA(305)633-4997	Richard Marcus, President	n/a
California Feather and Down Corp.	11842 S. Alameda St.	Lynwood, California	90262-4019	United States	(310) 898-1900	USA(310)898-1201	Scott A. Chaplan, Chief Executive Officer and President	Marty Bloom, Chief Financial Officer
Cady Industries Inc.	PO Box 68	Pearson, Georgia	31642	United States	(912) 422-3298	USA(912)422-7615	Dale Heidt, President	Jeanie Smith, Chief Financial Officer
Sand Group A/S	Midtermolen 7, 3rd Fl.	Kobenhavn	DK-2100	Denmark	n/a	n/a	n/a	n/a
TAIFUN-Collection Gerry Weber Fashion GmbH	Neulehenstrasse 8	Halle	D-33790	Germany	n/a	n/a	n/a	Hans-Dieter Kley, Director of Finance
Eminence S.A.	Route de Gallargues, BP 30	Aimargues	F-30470	France	n/a	n/a	Marc Lefebvre, Chairman of the Board	Raymond Mahe, Director of Finance
Hilasal Mexicana S.A. de C.V.	Montemorelos 301, Colonia Loma B	Guadalajara	45060	Mexico	n/a	n/a	Pablo Garcia Barbachano, Chairman of the Board	Jose Luis Gonzalez Silva, Director of Finance
Fratelli Campagnolo S.p.A.	Via Merlo 2	Romano D'Ezzelino	I-36060	Italy	n/a	n/a	Giorgio Campagnolo, Chairman of the Board	n/a
Vileda Iberica S.A. S.C.	Ctra Nacional 152 km 22	Parets del Valles Barcelon	E-08150	Spain	n/a	n/a	n/a	Miguel Alvarez Zaragoza, Director of Finance
SAMAR S.p.A.	Via Martiri Della Liberta 68	Mottalciata	I-13030	Italy	n/a	n/a	Andrea Crestani, Chairman of the Board	Franco Ianutolo, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Cacharel S.A.	36 rue Tronchet	Paris	F-75009	France	n/a	n/a	Jean Bousquet, Chairman of the Board	Henri Pyronnet, Director of Finance
Feltex Ltd.	PO Box 13330	Jacobs	4026	South Africa	n/a	n/a	R. Radford, Chairman of the Board	W. Bowden, Director of Finance
M. Aron Corp.	350 5th Ave.	New York, New York	10118-8110	United States	(212) 643-8883	USA(212)643-8884	William Aron, Chief Executive Officer	Richard Ellman, Executive Vice President, Finance
E-Town Sportswear Corp.	PO Box 1025	Elizabethtown, Kentucky	42702	United States	(270) 769-3361	USA(270)765-7103	Don Osborne, General Manager	n/a
Tennessee Apparel Corp.	PO Box 670	Tullahoma, Tennessee	37388	United States	(931) 455-3491	USA(931)455-1209	Ted Helms, President	n/a
Stuffed Shirt Inc.	1407 Broadway	New York, New York	10018	United States	(212) 997-1000	USA(212)302-7297	Stanley Godon, President	n/a
Il-Jeong Industrial Company Ltd.	502 Keoyang Building, 51-8 Suson	Seoul	n/a	South Korea	n/a	n/a	Ko Hee-Suk, Chairman of the Board	n/a
Fristads AB	n/a	n/a	n/a	n/a	n/a	n/a	Kurt Christiansen, Chairman of the Board	Per Norgren, Director of Finance
Van Heek-Tweka NV	Postbus 1	Losser	NL-7580	Netherlands	n/a	n/a	F. H. Schreve, Chairman of the Board	A. W. J. Ipskamp RA, Director of Finance
Apparel America Inc.	1175 State St.	New Haven, Connecticut	6511	United States	(203) 777-5531	n/a	n/a	Frederick M. D'Amato, Vice President, Finance
Autoindustries Corp. Bhd	Wisma AIC-Lot 3, Persiaran Kema	Shah Alam	40200	Malaysia	n/a	n/a	n/a	Chen Heng Mun, Director of Finance
Seyntex N.V.	Seyntexlaan 1	Tielt	B-8700	Belgium	n/a	n/a	Jean-Pierre Seynaeve, Chairman of the Board	Albert Mornie, Director of Finance
Anakku Corp. Bhd	Wisma Wan Mohamed, Jl Panglima B	Ipoh	30904	Malaysia	n/a	n/a	Ahmad Saruji, Chairman of the Board	Harbhajan Sing a/l Ujagar, Director of Finance
Best Manufacturing Inc.	1633 Broadway Ste. 18	New York, New York	10019	United States	(212) 974-1100	USA(212)245-0385	Glen Palmer, President	Hugh Rovit, Chief Financial Officer
Pringle of Scotland Ltd.	Wheatlands Mill, Wheatlands Rd.	Galashiels	TD1 2HQ	United Kingdom	n/a	n/a	n/a	n/a
H.L. Hartz Co.	PO Box 625	Frederick, Maryland	21705	United States	(301) 662-7500	USA(301)662-0800	Abraham Cohen, President	Howard Goldstein, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Lion Apparel Inc.	PO Box 13576	Dayton, Ohio	45413	United States	(937) 898-1949	USA(937)898-2848	Richard Lapedes, President	n/a
Hagale Industries Inc.	PO Box 190	Ozark, Missouri	65721	United States	(417) 581-2351	USA(417)581-6092	James Hagale, President	n/a
PremiumWear Inc.	5500 Feltl Rd.	Minnetonka, Minnesota	55343-7902	United States	(612) 979-1700	USA(612)938-6299	Thomas D. Gleason, Chairman of the Board	James S. Bury, Vice President, Chief Financial Officer
Italiana de Confecciones S.A.	Santiago Rusinyol s/n	Polinya Barcelona	E-08213	Spain	n/a	n/a	Jose Colls Alsius, Chairman of the Board	Juan Payuelo Validoseda, Director of Finance
Weil Besancon Sarl	33 rue de Chaillot, BP 4009	Besancon Cedex	F-25071	France	n/a	n/a	Jacques Canet, Chairman of the Board	Jacques Peseux, Director of Finance
Alpha Industries Inc. (Knoxville, Tennessee)	1015 Old Maryville Pike	Knoxville, Tennessee	37920	United States	(703) 506-2482	n/a	Alan Cirker, President	Armando Alvarez, Accounting Manager
American Uniform Co.	PO Box 2130	Cleveland, Tennessee	37320	United States	(423) 476-6561	USA(423)479-6241	Gary Smith, President	n/a
Latex Foam Products Inc.	PO Box 525	Ansonia, Connecticut	6401	United States	(203) 735-8641	USA(203)735-0916	William Coffey, Chief Executive Officer	Rick Merrill, Vice President, Finance
3A Antonini S.p.A.	Via A Righi 5	Verona	I-37135	Italy	n/a	n/a	Nicla Antonini, Chairman of the Board	n/a
Konigsmuhle und R Overmeyer Bekleidungs GmbH	Konigsmuhle 2-4	Lubbecke	D-32312	Germany	n/a	n/a	n/a	n/a
Wetherby Fashions Ltd.	Manor Industrial Estate, 2 Grant	Leeds	LS7 1RQ	United Kingdom	n/a	n/a	n/a	n/a
Whisper Knits Inc.	PO Box 30095	Charlotte, North Carolina	28230-0095	United States	(704) 377-6302	n/a	J.Hayward Morgan, President	Billy Harp, Vice President, Finance
Win Fashion Sewing Co.	935 Folsom St.	San Francisco, California	94107	United States	(415) 495-5946	USA(415)495-0953	To Quan, Owner	n/a
General Sportswear Company Inc.	23 Market St	Ellenville, New York	12428	United States	(845) 647-4411	USA(845)647-4934	Herbert Rosenstock, President	n/a
Charles Komar and Sons Inc.	16 E. 34th St.	New York, New York	10016	United States	(212) 725-1500	n/a	Charles E. Komar, President	n/a
Gelmart Industries Inc.	31 W 34th St.	New York, New York	10001-3009	United States	(718) 961-9400	USA(718)445-3005	Albert Nasser, President, Chairman of the Board	Morris Nasser, Vice President

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Shapiro and Son Inc.	341 Ashland St.	North Adams, Massachusetts	01247-4514	United States	(413) 663-6525	n/a	David Riemer, President	Michael Costa, Chief Financial Officer
Fifth Avenue Holdings Ltd.	23-25 East Castle St.	London	W1N 7PB	United Kingdom	n/a	n/a	n/a	C. Russell, Director of Finance
Protector Technologies Ltd.	Pimbo Road, West Pimbo	Skelmersdale	WN8 9RA	United Kingdom	n/a	n/a	n/a	n/a
Coplatex Industria e Comercio S.A.	Rua Itapolis 85	Poa	SP 08550-000	Brazil	n/a	n/a	n/a	n/a
Les Complices	20 rue Rabelais	Montreuil	F-93100	France	n/a	n/a	Paul Fitoussi, Chairman of the Board	Corinne Krief, Director of Finance
Surgical Appliance Industries Inc.	3960 Rosslyn Dr.	Cincinnati, Ohio	45209	United States	(513) 271-4594	USA(513)271-4747	L. Applegate, President	n/a
Avirex Ltd.	3300 47th Ave.	Long Island City, New York	11101	United States	(718) 482-1860	USA(718)482-1881	Jeffrey Clyman, President	n/a
Southern Quilters-Carolina Comforters Inc.	PO Box 1638	Henderson, North Carolina	27536	United States	(252) 492-0051	USA(252)492-1358	n/a	n/a
OZETA odevne zavody A.S.	Vel'komoravska 9	Trencin	911 05	Slovakia	n/a	n/a	Stefan Bratko, Chairman of the Board	Kamil Briestensky, Director of Finance
Castro Model Ltd.	31 Ort Israel St.	Bat Yam	59590	Israel	n/a	n/a	A. Castro, Chairman of the Board	Ron Meital, Director of Finance
Pine State Knitwear Co.	PO Box 631	Mount Airy, North Carolina	27030	United States	(336) 789-9121	USA(336)789-5020	Lindsey Holcomb, President	n/a
Flacara S.A.	Somesului Str. 14	Cluj Napoca	3400	Romania	n/a	n/a	Eng Vasile Leordean, Chairman of the Board	Irina Simandi, Director of Finance
Kettering S.A.	Industria 554	Badalona Barcelona	E-08912	Spain	n/a	n/a	Ester Pujol Busquets, Chairman of the Board	Diego Belmar Justo, Director of Finance
Sang Lim Leather Company Ltd.	452 Mongnae-dong	Ansan-shi	n/a	South Korea	n/a	n/a	Choi Sang-Woo, Chairman of the Board	n/a
Il Kyung Trading Ltd.	7 Myung-dong 1-ka, Chung-ku	Seoul	n/a	South Korea	n/a	n/a	Kim Hyung-II, Chairman of the Board	n/a
Billerbeck GmbH	Spitzenstrasse 28	Wuppertal	D-42389	Germany	n/a	n/a	n/a	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Creation et Production SA	2 rue des Mauges	La Chaussaire	F-49600	France	n/a	n/a	n/a	n/a
L.V. Myles Inc.	135 Madison Ave.	New York, New York	10016	United States	(212) 725-0900	n/a	Sidney Miller, Chairman of the Board	Frank Giaimo, Treasurer
Unland GmbH	Gerhard-Unland-Strasse 1	Saterland	D-26683	Germany	n/a	n/a	n/a	Peter Lange, Director of Finance
Wemco Inc. (New Orleans, Louisiana)	PO Box 51119	New Orleans, Louisiana	70151	United States	(504) 822-3700	USA(504)821-1088	Jeff Spiegel, President	Bill Murphy, Chief Financial Officer
San Patrick S.A.	Poligono Industrial Mas Mateu s/	Barcelona	Barcelona	Spain	n/a	n/a	n/a	Jose Mas Font, Director of Finance
Decorator Industries Inc.	10011 Pines Blvd.	Pembroke Pines, Florida	33024	United States	(954) 436-8909	USA(954)436-1778	William A. Bassett, Chief Executive Officer, President, Chairman of the Board	Michael K. Solomon, Vice President, Chief Financial Officer and Treasurer
SARL Major	27 rue Etienne Marcel	Pantin	F-93691	France	n/a	n/a	Paul Zemmour, Chairman of the Board	n/a
Reggie and Co Ltd.	Regmar House, East Road, Hoxton	London	N1 6AB	United Kingdom	n/a	n/a	n/a	n/a
Dauphitex Floriane	466 rue des Mercieres, BP 125	Rillieux la Pape	F-69143	France	n/a	n/a	Francois Seris, Chairman of the Board	n/a
I. Spiewak and Sons Inc.	469 7th Ave.	New York, New York	10018	United States	(212) 695-1620	USA(212)629-4803	n/a	n/a
Elder Manufacturing Co.	PO Box 273	St. Louis, Missouri	63166	United States	(314) 469-1120	USA(314)469-7945	Ronald Sher, President	n/a
Winterland Productions Inc.	1951 Fairway Dr.	San Leandro, California	94577	United States	(510) 346-3300	USA(510)347-4018	Donn Tice, President	Preeti Mehta, Vice President, Finance
Industria Adriatica Confezioni S.p.A.	Via E Piaggio 20	Chieti	I-66013	Italy	n/a	n/a	Franco Grassini, Chairman of the Board	Vincenzo Branno, Director of Finance
Jacques Vert PLC	23 Plumbers Row	London	E1 1EQ	United Kingdom	n/a	n/a	W. Reid, Chairman of the Board	P. C. Allen, Director of Finance
Alfred Paquette Div.	1201 Rio Vista Ave.	Los Angeles, California	90023	United States	(323) 266-4561	USA(323)267-1086	Max Curry, President	n/a
Lady Ester Lingerie Corp.	404 E 10th St	Berwick, Pennsylvania	18603	United States	(570) 752-4521	USA(570)752-6579	Robert Sadock, President	n/a

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Robert Talbott Inc.	2901 Monterey-Salinas Hwy.	Monterey, California	93940	United States	(831) 649-6000	USA(831)649-4244	Audrey S. Talbott, Owner	Carl Hamana, Controller
King Louie International Inc.	13500 15th St	Grandview, Missouri	64030	United States	(816) 765-5212	USA(816)765-3228	Robert Palan, President	Roger Carroll, Vice President, Finance
Antigua Group Inc.	9319 N 94th Way	Scottsdale, Arizona	85258	United States	(480) 860-1444	USA(480)860-0822	Ron McPherson, Chief Executive Officer	Jerry Whitley, Chief Financial Officer
Mapa Spontex Espana S.A.	Avda de Roma 24-piso 11	Barcelona	E-08014	Spain	n/a	n/a	Michele G. Roudot, Chairman of the Board	Julian Aurrecochea, Director of Finance
Hallis-Hudson Group Ltd.	Bushell St.	Preston	PR1 2SP	United Kingdom	n/a	n/a	J. W. Soper, Chairman of the Board	Tony Oakes, Director of Finance
Radio Cap Company Inc.	PO Box 7329	San Antonio, Texas	78207	United States	(210) 223-1185	USA(210)223-9437	Jim Preston, Chief Executive Officer	Bob Sigafos, Vice President, Finance
Brugi SpA Creazioni Sportive	Via A Fleming 7	Verona	I-37135	Italy	n/a	n/a	Gianantonio Brutti, Chairman of the Board	n/a
Todd Uniform Inc.	PO Box 29107	St. Louis, Missouri	63126	United States	(314) 984-0365	USA(314)984-5798	Mark Kraus, Director	n/a
National Garment Co.	514 Earth City Expy Ste. 312	Earth City, Missouri	63045	United States	(314) 291-8540	USA(314)291-7505	n/a	n/a
Winona Knitting Mills	902 E 2nd St.	Winona, Minnesota	55987	United States	(507) 454-4381	USA(507)457-5750	Pete Woodworth, President	Alan Leonhardt, Chief Financial Officer
Leading Lady Companies Inc.	24050 Commerce Park	Beachwood, Ohio	44122	United States	(216) 464-5490	USA(216)464-9365	Mark Corrado, President	Jim Walton, Chief Financial Officer
Miss Elaine Inc.	1717 Olive St	St. Louis, Missouri	63103	United States	(314) 421-3312	USA(314)421-6339	James Seldin, President	n/a
Imperial Headwear Inc.	5200 E Evans Ave.	Denver, Colorado	80222	United States	(303) 757-1166	USA(303)758-4117	John Tillotson, Chief Executive Officer	n/a
Paris Accessories Inc.	350 5th Ave.Ste. 70	New York, New York	10118	United States	(212) 868-0500	USA(212)564-2915	Peter Markson, President	n/a
World Emblem International Inc.	1500 NE 131st St.	North Miami, Florida	33161	United States	(305) 899-9006	USA(305)899-8441	Jerald Carr, Chief Executive Officer	n/a
Lee Cooper France S.A.	rue Le Tintoret, Zone des Activi	Amiens Cedex	F-80084	France	n/a	n/a	Pascal d'Halluin, Chairman of the Board	Michel Poulain, Director of Finance

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Sam-Ai Industrial Company Ltd.	459-24 Kasan-dong, Kumcheon-ku	Seoul	n/a	South Korea	n/a	n/a	Chung Byung-Pak, Chairman of the Board	n/a
David Peyser Sportswear Inc.	90 Spence St.	Bay Shore, New York	11706	United States	(516) 231-7788	USA(516)435-8018	Paul Peyser, President	n/a
Sidran Inc.	PO Box 29646	Dallas, Texas	75229	United States	(214) 352-7979	USA(214)352-0439	Roland Mizrahi, President	n/a
L and L Manufacturing Co.	2250 Maple Ave.	Los Angeles, California	90011	United States	(213) 747-6164	USA(213)749-3557	Mark Feldman, President	n/a
Fairfield Line Inc.	PO Box 500	Fairfield, Iowa	52556	United States	(641) 472-3191	USA(641)472-3194	F Hunt, President	n/a
E.R. Moore Co.	1810 W. Grace St.	Chicago, Illinois	60613	United States	(773) 549-4696	USA(773)549-4625	Karen Hartmann, President	n/a
Lincoln Textile Product Company Inc.	PO Box 331	Nazareth, Pennsylvania	18064	United States	(610) 759-6211	n/a	Michael Mitch, President	n/a
Franco Manufacturing Company Inc.	PO Box 10534	Metuchen, New Jersey	8840	United States	(732) 494-0500	USA(732)494-8270	Louis Franco, President	n/a
Messina and Zucker Inc.	295 5th Ave., Ste. 1005	New York, New York	10016	United States	(212) 889-3750	USA(212)779-1060	Clyde S. Zucker, President	n/a
Irvin Aerospace Industries Inc.	1 Irving Pl.	Hope Mills, North Carolina	28348	United States	(910) 423-8888	USA(910)423-3888	Tim Hinton, Chief Executive Officer	n/a
Bekleidungswerk M Liegle and Co. KG	Zirkusgasse 24	Wien	A-1021	Austria	n/a	n/a	n/a	n/a
Shani Group PLC	2 Greycaine Rd.	Watford	WD2 4FT	United Kingdom	n/a	n/a	M. Hollis, Chairman of the Board	Clive Simnock, Director of Finance
Pam and Frank International Holdings Ltd.	Pam and Frank Centre, 3 Yuk Yat	Kowloon-Hong Kong	n/a	Hong Kong	n/a	n/a	Frank Yeung Kai Fai, Chairman of the Board	n/a
Morgan	36/38 av Paul Vaillant Couturier	La Courneuve	F-93120	France	n/a	n/a	Odette Barouch, Chairman of the Board	n/a
In Wear B.V.	Postbus 70568	Hertogenbosch	NL-5201	Netherlands	n/a	n/a	n/a	M. J. A. Holla, Director of Finance
Foothills Apparel Inc.	510 S Columbia St.	Albany, Kentucky	42602	United States	(606) 387-8806	USA(606)387-5558	Randall Cross, President	n/a

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Berle Manufacturing Company Inc.	1411 Folley Rd.	Charleston, South Carolina	29412	United States	(843) 762-7150	USA(843)762-7151	Norman Berle, Controller	n/a
Settavex S.A.	BP 668	Settat	26000	Morocco	n/a	n/a	Enrique Garran, Chairman of the Board	Badre Kanouni, Director of Finance
Lovable Co.	2121 Peachtree Industrial Blvd.	Buford, Georgia	30518	United States	(404) 945-2171	n/a	Frank Garson, President	n/a
Piedmont Home Textile Corp.	301 S Laurel St.	Walhalla, South Carolina	29691	United States	(864) 638-3636	USA(864)638-3811	Alfred Mizhir, President	n/a
Satilla Manufacturing Company Inc.	436 Nichols St.	Blackshear, Georgia	31516	United States	(912) 449-6747	USA(912)449-0629	Steve Boyett, President	n/a
Westmoor Manufacturing Co.	PO Box 162749	Fort Worth, Texas	76161	United States	(817) 625-2841	USA(817)624-1554	Ernest Hochster, Owner	n/a
Universal Athletics Inc.	100 NW 25th St.	Miami, Florida	33127	United States	(305) 573-5142	USA(305)573-8302	Jorge Ugarte, President	n/a
Harper Industries Inc. (Clark, New Jersey)	136 Central Ave.	Clark, New Jersey	7066	United States	(732) 815-3200	USA(732)815-3232	Thomas Friedland, President	n/a
Hans Baumler GmbH	Markus-Sittikusstrasse 20	Hohenems	A-6845	Austria	n/a	n/a	n/a	Josef Auer, Director of Finance
Palmar Group of Companies	Mon Loisir Industrial Zone	Riviere du Rempart	n/a	Mauritius	n/a	n/a	T. Lagesse, Chairman of the Board	H. Mulloo, Director of Finance
Triunfo Internacional - Soc.e de Texteis e Confeccoos Ltda.	Rua Vasco da Gama 9	Sacavem	P-2685	Portugal	n/a	n/a	n/a	Antonio Goncalves Silva, Director of Finance
Gitman and Co.	2309 Chestnut St.	Ashland, Pennsylvania	17921	United States	(570) 875-3100	n/a	John Minahan, Chief Executive Officer	Mayling Lee, Chief Financial Officer
Kentucky Textiles Inc.	1 W 20th St	Paris, Kentucky	40361	United States	(859) 987-5228	USA(859)987-1871	Wayne Shumate, Chief Executive Officer	n/a
Antigua Enterprises Inc.	Ste. 475, 8131 LBJ Fwy.	Dallas	75251	Canada	n/a	n/a	n/a	n/a
National Spirit Group Ltd.	PO Box 660359	Dallas, Texas	75266-0359	United States	(972) 840-1344	USA(972)840-4093	Michael Tinsley, President	John Ragsdale, Chief Financial Officer
Weinberg	31 rue des Jeuneurs	Paris	F-75002	France	n/a	n/a	Jean Bertrand Prot, Chairman of the Board	Catherine Guillaume, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
African and Overseas Enterprises Ltd.	PO Box 4216	Cape Town	8000	South Africa	n/a	n/a	S. C. Shub, Chairman of the Board	n/a
A M Moolla Group Ltd.	PO Box 872	Durban	4000	South Africa	n/a	n/a	Ahmed Sadek Vahed, Chairman of the Board	Daniel Moses Chetty, Director of Finance
HIRSCH AG	Monschauer Strasse 11	Dusseldorf	D-40549	Germany	n/a	n/a	n/a	n/a
Verse Wiebe GmbH and Co. KG	Apfelstrasse 245	Bielefeld	D-33611	Germany	n/a	n/a	n/a	Thomas Orbke, Director of Finance
Minette-Bates Inc.	4530 Park Rd.	Charlotte, North Carolina	28209-3716	United States	(704) 937-7611	n/a	Bull Little, President	Steven Tsui, Controller
Jacobs and Turner Ltd.	341 Argyle St.	Glasgow	G2 8LP	United Kingdom	n/a	n/a	M. Khushi, Chairman of the Board	Akmal Khushi, Director of Finance
Sex Form SA	1 Asklipiou and Flevas Street, G	Athens	Athens	Greece	n/a	n/a	n/a	n/a
VOLMA Wirkwaren GmbH	Neustrasse 12	Hechingen	D-72379	Germany	n/a	n/a	n/a	Heinrich Barth, Director of Finance
Gaenslen and Volter GmbH und Co. KG	Friedrich-Hermann-Strasse 3	Metzingen	D-72555	Germany	n/a	n/a	n/a	n/a
PLANETA Hausgerate GmbH and Co. Elektrotechnik KG	Allgauer Strasse 17	Mindelheim	D-87719	Germany	n/a	n/a	n/a	Claus Lauterbach, Director of Finance
Mathomo Group Ltd.	PO Box 688	Johannesburg	2001	South Africa	n/a	n/a	Paul Nkuna, Chairman of the Board	n/a
Robert H Lowe PLC	14 Bilton Rd.	Erith	DA8 2AN	United Kingdom	n/a	n/a	D. J. Sebire, Chairman of the Board	n/a
Admanco Inc.	PO Box 188	Ripon, Wisconsin	54971	United States	(920) 748-5101	USA(920)748-5113	Cris Bumby, President	n/a
Heshe Holdings Ltd.	9 Tai Seng Drive, #06-01	Singapore	n/a	Singapore	n/a	n/a	Chia Shi Teck, Chairman of the Board	n/a
Bogner of America Inc.	PO Box 644	Newport, Vermont	5855	United States	(802) 334-6507	USA(802)334-6870	William Bogner, President	Dan Cherico, Vice President
J and E Manufacturing Co.	10729 47th Ave W	Mukilteo, Washington	98275	United States	(425) 355-0222	n/a	William Elwood, President	Amanda Zuanich, Chief Financial Officer

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Kingley Manufacturing Corp.	70 W. 36th St.	New York, New York	10018	United States	(212) 279-3240	n/a	n/a	Harvey Gossett, Treasurer
Atlanta Cap Manufacturing Inc.	4436 Park Dr.	Norcross, Georgia	30093	United States	(770) 717-8725	USA(770)931-0174	Ida Hfu, President	n/a
Forecaster of Boston Inc.	192 Friend St	Boston, Massachusetts	2114	United States	(617) 742-6230	USA(617)523-2067	Annuel Forman, President	n/a
Whiteville Apparel Corp.	800 Jefferson St.	Whiteville, North Carolina	28472	United States	(910) 642-7701	USA(910)642-7701	n/a	n/a
Sigmund Wenaas Konfeksionsfabrikk A.S.A	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Layton Home Fashions	14546 N Lombard St	Portland, Oregon	97203	United States	(503) 283-4864	USA(503)283-4895	Larry Layton, President	n/a
Ara Moden GmbH and Co. KG	Arastrasse 2	Neubiberg	D-85579	Germany	n/a	n/a	n/a	n/a
Wongpaitoon Group PCL	70/19 Moo 6 Ekachai Road, Kwang	Bangkok	10150	Thailand	n/a	n/a	Pornvipa Tangpoonphonvivat, Chairman of the Board	Pompetch Kaewkanjanaroj, Director of Finance
Groupe Salmon-Arc en Ciel	49 rue de Vendee	Villedieu-la-Blouere	F-49450	France	n/a	n/a	Christian Cunaud, Chairman of the Board	Marie-Helene Audigane, Director of Finance
Palmer Corporation Ltd.	Palmer Parade, Off 64 Balmain St	Richmond	VIC 3121	Australia	n/a	n/a	J. J. O'Brien, Chairman of the Board	G. I. O'Brien, Director of Finance
McCoy Manufacturing Company Inc.	PO Box 188	Sulligent, Alabama	35586	United States	(205) 698-9125	USA(205)698-7206	James Glenn, President	n/a
Glenn Enterprises Inc.	PO Box 188	Sulligent, Alabama	35586	United States	(205) 698-9125	USA(205)698-7206	James Glenn, President	n/a
Dickies UK Ltd.	Second Avenue, Westfield Trading	Bath	BA3 4BH	United Kingdom	n/a	n/a	B. A. Tidball, Chairman of the Board	C. D. Ford, Director of Finance
Elbeco Inc.	PO Box 13099	Reading, Pennsylvania	19612-3099	United States	(610) 921-0651	USA(610)921-8651	Lee H. Lurio, President	John Campbell, Chief Financial Officer
Pomare Ltd.	700 N. Nimitz Hwy.	Honolulu, Hawaii	96817	United States	(808) 524-3966	USA(808)533-6809	James Romig, Chief Executive Officer	n/a
C.M.T. Industries Inc.	7189 Merchant Ave.	El Paso, Texas	79915	United States	(915) 778-4594	n/a	n/a	Juergen Kuehnel, President

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A and H Sportswear Company Inc.	PO Box 185	Pen Argyl, Pennsylvania	18072	United States	(610) 863-4176	USA(610)863-7838	Mark Waldman, President	n/a
Wilkins Industries Inc.	PO Box 1512	Athens, Georgia	30603	United States	(706) 546-7960	USA(706)548-5082	John Wilkins, President	n/a
Brittany Dyeing and Printing Inc.	PO Box 3106	New Bedford, Massachusetts	2741	United States	(508) 999-3281	USA(508)996-6623	Kenneth Joblon, President	n/a
LEMMI FASHION VERTRGesellschaft mbH and Co. Bekleidungs KG	Gewerbering 1	Fritzlar	D-34560	Germany	n/a	n/a	n/a	n/a
Carole Fabrics Inc.	PO Box 1436	Augusta, Georgia	30903	United States	(706) 863-4742	USA(706)863-8186	Bill Geiger, President	n/a
Pickhardt + Siebert GmbH	Kaiserstrasse 90-104	Gummersbach	D-51643	Germany	n/a	n/a	n/a	Wolfgang Schminner, Director of Finance
Hardwick Clothes Inc.	PO Box 2310	Cleveland, Tennessee	37320	United States	(423) 476-6534	USA(423)476-5756	Thomas Hopper, President	n/a
M. Wile and Company Inc.	2020 Elmwood Ave.	Buffalo, New York	14207	United States	(716) 874-5000	USA(716)874-5844	Steven Weiner, President	n/a
American Fashions Inc.	642 Arizona St	Chula Vista, California	91911	United States	(619) 426-1212	USA(619)407-1213	Bob Amorsen, President	Robert Fischer, Chief Financial Officer
Falmer International Ltd.	24-26 Brook Road, Rayleigh Indus	Rayleigh	SS6 7XE	United Kingdom	n/a	n/a	n/a	n/a
Migueluez S.L.	Avda Pablo Diez 157	Trobajo del Camino Leon	E-24010	Spain	n/a	n/a	Jose Miguelez Garcia, Chairman of the Board	Manuel Cermeno Salomon, Director of Finance
Prentiss Manufacturing Company Inc.	PO Box 360	Booneville, Mississippi	38829	United States	(601) 728-4446	USA(601)728-2128	n/a	n/a
United Pioneer Corp.	10 W. 33rd St.	New York, New York	10001-3306	United States	(212) 279-3931	USA(212)279-3936	Bernard Braverman, President	n/a
Carthage Co.	PO Box 438	Carthage, Mississippi	39051	United States	(601) 267-9672	USA(601)267-3938	n/a	n/a
Ocello Inc.	PO Box 609	Richland, Pennsylvania	17087	United States	(717) 866-5778	USA(717)866-6020	Charles Haddad, President	Jeffrey Haddad, Treasurer
Blauer Manufacturing Co.	20 Aberdeen St	Boston, Massachusetts	2215	United States	(617) 536-6606	USA(617)536-6948	Charles Blauer, President	n/a

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Whiting Manufacturing Company Inc.	PO Box 42508	Cincinnati, Ohio	45242	United States	(513) 791-9100	USA(513)791-9101	Richard Whiting, President	Valeria Good, Vice President, Finance
Profitwell Ltd.	Sculcoates Tannery, Sculcoates L	Hull	HU5 1RL	United Kingdom	n/a	n/a	E. S. M. Stanners, Chairman of the Board	n/a
Rising Development Holdings Ltd.	Rooms 2-6, 8/F Hung Tai Industri	Kwun Tong - Kowloon	n/a	Hong Kong	n/a	n/a	Ng Ngan Lung, Chairman of the Board	n/a
Marques Associees SA	Zone Industrielle, rue de l'Indu	La Seguinere	F-49280	France	n/a	n/a	Gerard Le Goff, Chairman of the Board	Marie-Therese Papin, Director of Finance
Filo S.A.	Rua Bonfim 25, Vila Amelia	Nova Friburgo	RJ 28625-570	Brazil	n/a	n/a	Francisco Roberto Fernandes, Chairman of the Board	n/a
Rex Trueform Clothing Company Ltd.	PO Box 1856	Cape Town	8000	South Africa	n/a	n/a	Stewart C. Shub, Chairman of the Board	Derek B. Rushmere, Director of Finance
Thorngate Ltd.	PO Box E	Cape Girardeau, Missouri	63702	United States	(573) 334-7723	USA(573)334-9749	Ron Dimberger, General Manager	n/a
Delta Babygro Ltd.	Hayfield Industrial Estate	Kirkcaldy	KY2 5DN	United Kingdom	n/a	n/a	n/a	David Hewitt, Director of Finance
Grasshopper Holdings PLC	Hunter Street, Whitmore Reans	Wolverhampton	WV6 0QZ	United Kingdom	n/a	n/a	n/a	n/a
Mundotextil - Soc.e Exportadora de Texteis Ltda.	Lugar dos Enxertos, Sao Joao das	Lordelo GMR	P-4815	Portugal	n/a	n/a	n/a	Jose Azevedo, Director of Finance
Indiana Knitwear Corp.	PO Box 309	Greenfield, Indiana	46140	United States	(317) 462-4413	USA(317)462-0994	Leonard Berkowitz, Chief Executive Officer	Patrick Jeffers, Chief Financial Officer
Wex-Tex of Ashford Inc.	814 6th Ave.	Ashford, Alabama	36312	United States	(334) 899-5116	(334)899-4546	William Nomberg, President	Ricky Bern, Controller
Ets Jullien S.A.	3 rue Angele Richard, BP 39	Beaurains	F-62217	France	n/a	n/a	Yves Decant, Chairman of the Board	Michel Kornebis, Director of Finance
Haas Outdoors Inc./Mossy Oak	PO Box 757	West Point, Mississippi	39773	United States	(662) 494-8859	USA(662)494-8742	Toxey Haas, President	Fox Haas, Chief Financial Officer
Drew Pearson Marketing Inc.	15006 Beltway Dr.	Addison, Texas	75001	United States	(972) 702-8055	USA(972)702-0143	Drew Pearson, Chairman of the Board	Dave Briskie, Chief Financial Officer
Hay and Robertson PLC	8-14 St Pancras Way	London	NW1 0QG	United Kingdom	n/a	n/a	D. J. Bailey, Chairman of the Board	Gillian Shepherd, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Genny Moda S.p.A.	Strada Statale 16	Ancona	I-60131	Italy	n/a	n/a	Donatella Ronchi Girombelli, Chairman of the Board	n/a
Eudora Garment Corp.	304 Superior Dr.	Eudora, Arkansas	71640	United States	(870) 355-8381	USA(870)355-2676	n/a	n/a
Hanro AG	Benzburgweg 18	Liestal	CH-4410	Switzerland	n/a	n/a	n/a	n/a
Modalfa - Comercio e Servicos SA	Rua Joao Mendonca 505	Matosinhos	P-4460	Portugal	n/a	n/a	Nuno M. Trigo Jordao, Chairman of the Board	n/a
flick aktuell GmbH	Kammerichstr 39	Bielefeld	D-33647	Germany	n/a	n/a	n/a	n/a
Weinor-Markisen Dieter Weiermann GmbH	Mathias-Bruggen-Strasse 110	Koln	D-50829	Germany	n/a	n/a	n/a	n/a
Compagnie Internationale Andre Trigano	111-113 rue de Reuilly	Paris	F-75012	France	n/a	n/a	Andre Trigano, Chairman of the Board	Nicole Teyssier, Director of Finance
Macho Products Inc.	10045 102nd Ter.	Sebastian, Florida	32958	United States	(561) 388-9892	USA(561)388-9859	Amir Shadab, Chief Executive Officer	n/a
Flynn Enterprises Inc.	PO Box 1047	Hopkinsville, Kentucky	42241	United States	(270) 886-9499	USA(270)886-0573	n/a	n/a
Denise Lingerie Corp.	1372 Broadway	New York, New York	10018-6106	United States	(615) 928-8261	USA(615)928-6349	Jackie Townsend, General Manager	Jeffrey Kaye, Controller
Isfel Company Inc.	PO Box 1506	Rahway, New Jersey	7065	United States	(732) 382-3100	USA(732)382-6343	Joseph Feldman, President	Robert Lerman, Chief Financial Officer
Gold Seal Garter Corp.	34-01 38th Ave.	Long Island City, New York	11101	United States	(718) 706-0350	USA(718)392-7259	Raymond Goldberg, President	n/a
Star Childrens Dress Co.	100 W 33rd St	New York, New York	10001	United States	(212) 279-1524	USA(212)967-4915	Edward Rosen, President	n/a
Trafalgar Ltd.	125 E 36th St.	New York, New York	10022	United States	(212) 223-2511	n/a	Marley Hodgson, President	Michael Robinson, Chief Financial Officer
Schiesser-Pallas Ltd.	3 Alkminis, Petralona	Athens	GR-118	Greece	n/a	n/a	n/a	Th Balafas, Director of Finance
Ricon-Ribeirao - Confecoos Texteis S.A.	Avenida da Industria 255, Lugar	Ribeirao	P-4760-706	Portugal	n/a	n/a	Americo Azevedo Silva, Chairman of the Board	Armando Jorge Bre, Director of Finance

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TEBE	Rua Candido da Cunha	Barcelos	P-4750-276	Portugal	n/a	n/a	Eng Francois Fernand Gros, Chairman of the Board	Paulo Vasques Osorio, Director of Finance
Brindieclass Ltd.	64 Myddleton Road, Bowes Park	London	N22 8NW	United Kingdom	n/a	n/a	n/a	n/a
LaMar Manufacturing Co.	152 City Hall Ave.	Bowdon, Georgia	30108	United States	(770) 258-7201	USA(770)258-2885	Elizabeth Plunkett Buttimer, Chief Executive Officer, President, Chairman of the	Wallis Case, Chief Financial Officer
Tess Inc.	1410 Broadway	New York, New York	10018	United States	(212) 719-5762	USA(212)869-4092	Gary Dahan, President	Howard Bennett, Vice President, Finance
Cricket Lane	1411 Broadway, 15th Fl.	New York, New York	10018	United States	(212) 354-6161	(212)354-6179	Jack Finkelman, President	Donald E. Walden, Controller
Laura Knit Collections Inc.	14800 NW 60th Ave.	Hialeah, Florida	33014	United States	(305) 557-5021	USA(305)557-7265	Joseph Feuer, President	n/a
Robby Len Fashions	1411 Broadway Fl. 17	New York, New York	10018-3403	United States	(212) 391-2525	USA(212)944-9746	Eric T. Weitz, President	Frederick M. D'Amato, Vice President, Finance
Wells Lamont Corp.	6640 W Touhy Ave.	Niles, Illinois	60714	United States	(847) 647-8200	USA(847)647-6943	Phillip Milliet, President	D Rehm, Vice President, Finance
Koninklijke Ubbink N.V.	Postbus 2027	Arnhem	NL-6802	Netherlands	n/a	n/a	n/a	Drs A. J. W. Poelman, Director of Finance
Neff Athletic Lettering Co.	PO Box 218	Greenville, Ohio	45331	United States	(937) 548-3194	USA(937)548-9030	David Shelton, Chief Executive Officer	n/a
Bischoff Textil AG	Bogenstrasse 9, P.O. Box 362	St Gallen	CH-9001	Switzerland	n/a	n/a	Max R. Hungerbuhler, Chairman of the Board	Mario Fassler, Director of Finance
Hitman Industria Confezioni S.p.A.	Via G Di Vittorio 8	Corsico	I-20094	Italy	n/a	n/a	Antonio Cerruti, Chairman of the Board	n/a
Thanulux PCL	129/1 Chongnonthri Road, Chongno	Bangkok	10120	Thailand	n/a	n/a	Boonsithi Chokwatana, Chairman of the Board	n/a
Pantaloon Fashions Ltd.	Pantaloon House G-11 MIDC, Cross	Mumbai	400 093	India	n/a	n/a	n/a	n/a
China Elegance International Fashion Ltd.	1804 Nanyang Plaza, 57 Hung To R	Hong Kong	n/a	Hong Kong	n/a	n/a	M. Surya, Chairman of the Board	n/a
Cygne Designs Inc.	1410 Broadway	New York, New York	10018	United States	(212) 997-7767	(212)245-7724	Bernard M. Manuel, Chief Executive Officer	Roy E. Green, Senior Vice President, Chief Financial Officer

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Cherokee Inc.	6835 Valjean Ave.	Van Nuys, California	91406	United States	(818) 908-9868	USA(818)908-9191	Robert Margolis, Chief Executive Officer, Chairman of the Board	Carol Gratzke, Chief Financial Officer
Nemanco Inc.	PO Box 268	Philadelphia, Mississippi	39350	United States	(601) 656-7361	USA(601)656-7645	Don Fulton, President	n/a
Louisville/Saydah Home Fashions	891 Ballardsville Rd.	Eminence, Kentucky	40019	United States	(502) 845-6600	USA(502)845-6610	Rocky Dudum, President	n/a
Karl Dieckhoff GmbH und Co KG	In der Fleute 38-40	Wuppertal	D-42389	Germany	n/a	n/a	n/a	T. Ladurner, Director of Finance
SORTIMO International Ausrüstungssysteme für Servicefahrzeuge GmbH	Dreilindenstrasse 5	Zusmarshausen	D-86441	Germany	n/a	n/a	n/a	Andreas Manntz, Director of Finance
SchmeincK GmbH and Co. Bekleidungswerk KG	Kaiser-Wilhelm-Str 46	Bocholt	D-46395	Germany	n/a	n/a	n/a	n/a
Boo Hung Company Ltd.	345-29 Kasan-dong, Kumchon-ku	Seoul	n/a	South Korea	n/a	n/a	Chun Ki-Won, Chairman of the Board	n/a
Damy Industries Inc.	PO Box 969	Athens, Tennessee	37371	United States	(423) 745-7620	USA(423)745-1658	Carolyn Clark, President	n/a
Smith and Brooks Ltd.	1a Lower Park, Park Royal Road,	London	W3 6XD	United Kingdom	n/a	n/a	n/a	n/a
Statz Spezial-Hosenfabriken GmbH and Co.	Kolner Strasse 90	Erkelenz	D-41812	Germany	n/a	n/a	n/a	Peter Biermann, Director of Finance
Claire Group A/S	Marsvej 6-10	Ikast	DK-7430	Denmark	n/a	n/a	Poul Licht, Chairman of the Board	Hans Kurt Nielsen, Director of Finance
Melka - Confeccoes Lda	Desvio a Rua Elias Garcia, Agual	Cacem	P-2735	Portugal	n/a	n/a	n/a	Nuno Martins, Director of Finance
Surrey's of Florida Inc.	5125 NW 77th Ave.	Miami, Florida	33166-5594	United States	(305) 592-8300	USA(305)592-6850	Steven Shiekman, President	Gary Clemons, Controller
Marietta Sportswear Manufacturing Co.	PO Box 218	Marietta, Oklahoma	73448	United States	(405) 276-3376	USA(405)276-9637	n/a	Stanley Bloomberg, Vice President, Finance
Garment Corporation of America	801 Arthur Godfrey Rd.	Miami, Florida	33140	United States	(305) 531-4040	USA(800)777-1015	David Shulevitz, President	Henry Pedron, Vice President, Finance
Low Profile Fashions Ltd.	85 Eade Road, Harringey	London	N4 1DJ	United Kingdom	n/a	n/a	n/a	n/a

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Motegruppen A.S.A	Postboks 295	Fredrikstad	N-1601	Norway	n/a	n/a	n/a	n/a
Wakefield Shirt Company Ltd.	Double Two Mills, Thornes Wharf	Wakefield	WF1 5RQ	United Kingdom	n/a	n/a	n/a	P. Dearing, Director of Finance
4-You A/S	Norgesvej 12	Haderslev	DK-6100	Denmark	n/a	n/a	n/a	n/a
Sunds Velour A/S	Navervej 3-9	Sunds	DK-7451	Denmark	n/a	n/a	Preben Vang Nielsen, Chairman of the Board	Bo Myken Jorgensen, Director of Finance
Cheung Wah Development Company Ltd.	11/F Man Yee Building, 60-68 Des	Hong Kong	n/a	Hong Kong	n/a	n/a	Yoshitaka Kitao, Chairman of the Board	n/a
J Rosenthal and Son Ltd.	Britannia House, 158 Bury Road,	Manchester	M26 2JR	United Kingdom	n/a	n/a	n/a	J. Cribb, Director of Finance
Albion Plc	Wellwood St.	Belfast	BT12 5YF	United Kingdom	n/a	n/a	T. Fulford, Chairman of the Board	W. A. Moore, Director of Finance
Darwood Manufacturing Co.	PO Box 625	Pelham, Georgia	31779	United States	(229) 294-4932	USA(229)294-9323	Patrick Kelley, Chief Executive Officer	n/a
P.T.A. Group Oy	PL 1000	Kuopio	FIN-70621	Finland	n/a	n/a	n/a	n/a
Terry Products Inc.	PO Box 108	Kannapolis, North Carolina	28082	United States	(704) 938-3191	USA(704)938-8830	n/a	James Amweg, Vice President, Finance
Calida Portugal - Empresa de Confeccoes SA	Rua da Calida	Figueiredo	P-4720	Portugal	n/a	n/a	Mario Adriano Ribeiro Goncalves, Chairman of the Board	n/a
Fabricut Inc.	PO Box 470490	Tulsa, Oklahoma	74147	United States	(918) 622-7700	USA(918)664-8919	Harvey Nudelman, President	n/a
English American Tailoring Co.	411 N Cranberry Rd.	Westminster, Maryland	21157	United States	(410) 857-5774	USA(410)857-1560	Sergio Casalena, President	Thomas Stitely, Chief Financial Officer
No Fear	2251 Faraday Ave.	Carlsbad, California	92008	United States	(760) 931-9550	n/a	Mark Simo, Owner	n/a
Weekend Exercise Company Inc.	8960 Carroll Way	San Diego, California	92121-2429	United States	(619) 537-5300	USA(619)537-4500	Arthur Levinson, Chief Executive Officer	n/a
Fox River Mills Inc.	PO Box 298	Osage, Iowa	50461	United States	(641) 732-3798	USA(641)732-3375	John Lessard, President	n/a

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Royal Home Fashions Inc.	PO Box 930	Durham, North Carolina	27702	United States	(919) 683-8011	USA(919)682-8456	Douglas Kahn, President	n/a
Mutual Industries Inc. (Philadelphia, Pennsylvania)	PO Box 1750	Philadelphia, Pennsylvania	19105	United States	(215) 927-6000	USA(215)927-3388	Edmund Dunn, President	n/a
La Vie Bekleidungshersteller GmbH	Robert-Perthel-Strasse 79	Koln	D-50739	Germany	n/a	n/a	n/a	n/a
Muscat Garments Industry L.L.C.	PO Box 43	Rusayl	124	Oman	n/a	n/a	Ali Moosa Yousuf, Chairman of the Board	Syed Zahir Abbas, Director of Finance
Geiger GmbH	Fiecht Au 15	Vomp	A-6130	Austria	n/a	n/a	n/a	Christian Untermaier, Director of Finance
Avingtrans Plc	100 The Broadway, West Hendon	London	NW9 7AQ	United Kingdom	n/a	n/a	Jeremy Hamer, Chairman of the Board	n/a
SLIMMA PLC	PO Box 30, Barngate St.	Leek	ST13 8AR	United Kingdom	n/a	n/a	A. D. Webb, Chairman of the Board	M. F. Elphick, Director of Finance
Etienne Aigner AG	Marbachstrasse 9	Munchen	D-81369	Germany	n/a	n/a	Udo Dengs, Chairman of the Board	n/a
Continental Fashions Ltd.	PO Box 152	Harare	n/a	Zimbabwe	n/a	n/a	n/a	M. C. Gordon, Director of Finance
Kastix Ltd.	262 Huddersfield, Holmfirth	Huddersfield	HD7 2TT	United Kingdom	n/a	n/a	n/a	n/a
Jerell Inc.	1431 Regal Row	Dallas, Texas	75247	United States	(214) 637-5300	USA(214)637-4205	Ed Bierling, President	n/a
Multiples Div.	1431 Regal Row	Dallas, Texas	75247	United States	(214) 637-5300	USA(214)637-4205	Ed Bierling, President	n/a
Hugo Boss Fashions Inc.	601 W 26th St	New York, New York	10001	United States	(212) 940-0600	USA(212)940-0616	Marty Staff, Chief Executive Officer	Vince Ottomanelli, Chief Financial Officer
I.C. Isaacs and Co. Raleigh Company Div.	PO Box 278	Raleigh, Mississippi	39153	United States	(601) 782-4231	n/a	Jeff Martin, Director	n/a
DeLong Sportswear Inc.	PO Box 189	Grinnell, Iowa	50112	United States	(641) 236-3106	USA(641)236-4891	Sharp Lannom, President	n/a
De Weese Apparel Inc.	1165 E. 230th St.	Los Angeles, California	90015	United States	(213) 746-0990	n/a	Brian Zientek, President	Bill Benson, Controller

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Mr. Remo of California Inc.	PO Box 990	Duarte, California	91010	United States	(626) 357-3867	USA(626)358-3569	Robert Birkle, President	Ken Crow, Controller
Baldanza Inc.	209 W. 38th St., 8th Fl.	New York, New York	10018	United States	(212) 921-7650	n/a	Sandy Baldanza, President	Wayne Grossman, Controller
Tam Industries Inc.	PO Box 423	Glennville, Georgia	30427	United States	(912) 654-3075	n/a	n/a	James Cravey, Vice President
Bardwil Industries Inc.	1071 Ave. of the Americas, Fl.	New York, New York	10018	United States	(212) 944-1870	USA(212)869-3599	Elias G. Bardwil, Chairman of the Board	Charles Gaenisler, Controller
Town and Country Linen Corp.	475 Oberlin Ave.S	Lakewood, New Jersey	8701	United States	(732) 364-2000	USA(732)364-2855	Sheila Damens, Controller	n/a
Anchor Industries Inc. (Evansville, Indiana)	PO Box 3477	Evansville, Indiana	47733	United States	(812) 867-2421	USA(812)867-1429	Pete Mogavero, President	n/a
Habasit Globe Inc.	PO Box 1062	Buffalo, New York	14240	United States	(716) 824-8484	USA(716)827-0375	Mike Kaufman, President	Rod Terwilliger, Chief Financial Officer
Standard Textile Company Inc.	PO Box 371805	Cincinnati, Ohio	45222	United States	(513) 761-9255	USA(513)761-0467	Gary Heiman, President	Ed Frankel, Chief Financial Officer
Thrace Plastics S.A.	2B Lefkados St.	Moshato	GR-183	Greece	n/a	n/a	Konstantine Halioris, Chairman of the Board	n/a
Hebron Apparel Inc.	PO Box 250	Cades, South Carolina	29518	United States	(843) 389-7070	USA(843)389-7011	Larry Lambert, President	n/a
Imperial Garments Sdn Bhd	Lot 47, Tasek Industrial Estate	Ipoh	31400	Malaysia	n/a	n/a	n/a	n/a
Danwear A/S	Kastaniehojvej 2	Silkeborg	DK-8600	Denmark	n/a	n/a	n/a	n/a
Decorative Home Accents Inc.	PO Box 1187	Abbeville, South Carolina	29620	United States	(864) 446-2123	USA(864)446-2170	Tom Pless, Controller	n/a
Carrera S.p.A.	Via S Irene-Loc Calderino 1	Caldiero	I-37042	Italy	n/a	n/a	Imerio Tacchella, Chairman of the Board	n/a
Mossimo Inc.	2016 Broadway	Santa Monica, California	90404	United States	(310) 460-0040	USA(310)460-0051	Mossimo Giannulli, Chief Executive Officer, President, Chairman of the Board	Gia Castrogiovanni, Senior Vice President, Treasurer
M. Hidary and Company Inc.	10 W 33rd St., Ste. 900	New York, New York	10001	United States	(212) 736-6540	n/a	Abe Hidary, President	Roman Buszczak, Chief Financial Officer

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Bel-Art Products Inc.	6 Industrial Rd.	Pequannock, New Jersey	7440	United States	(973) 694-0500	USA(973)694-7199	David Landsberger, President	John Blume, Vice President, Finance
Magid Glove and Safety Manufacturing Company Inc.	2060 N Kolmar Ave.	Chicago, Illinois	60639	United States	(773) 384-2070	USA(773)384-6677	A Cohen, President	Sheldon Cohen, Treasurer
Wensum Co. PLC	179 Northumberland St.	Norwich	NR2 4EE	United Kingdom	n/a	n/a	A. J. Hughes, Chairman of the Board	D. M. Hall, Director of Finance
Enterprise L.L.C.	7601 Central St	Detroit, Michigan	48210	United States	(313) 834-4000	USA(313)834-0260	Irving Laker, President	n/a
Holt Manufacturing Company Inc.	PO Box 2017	Burlington, North Carolina	27216	United States	(336) 227-5561	USA(336)229-7580	Frank Holt, Chief Executive Officer	n/a
Wolczanska S.A.	ul Wolczanska 243	Lodz	93-035	Poland	n/a	n/a	Ryszard Polanski, Chairman of the Board	Elzbieta Grabska, Director of Finance
Herff Jones Inc. Collegiate Cap and Gown	1000 N. Market St.	Champaign, Illinois	61820	United States	(217) 351-9500	USA(217)351-9214	Bernard Crandell, President	n/a
Petit Boy S.A.	Chemin des Coteaux, BP 21	Nay	F-64800	France	n/a	n/a	Raoul Desmazieres, Chairman of the Board	Philippe Carrere, Director of Finance
Kleinert's Incorporated of Alabama	2251 Old Curtis Rd.	Elba, Alabama	36323	United States	(334) 897-5764	USA(334)897-3747	Donna Logan, Controller	n/a
Carl Thogersen A/S	Fabriksvej 13	Hurup Thy	DK-7760	Denmark	n/a	n/a	Hans Oluf Thogersen, Chairman of the Board	n/a
American Trouser Inc.	PO Box 391	Columbus, Mississippi	39703	United States	(662) 328-1556	USA(662)329-8115	Dan Berry, President	Davis Baker, Chief Financial Officer
CGF Gallet	Zone Industrielle Sud, BP 90	Chatillon sur Chalaronne	F-01400	France	n/a	n/a	Adrien Galet, Chairman of the Board	Jean-Bernard Mollex, Director of Finance
Sport-Haley Inc.	4600 E 48th Ave.	Denver, Colorado	80216-3212	United States	(303) 320-8800	(303)320-8822	Robert G. Tomlinson, Chief Executive Officer, Chairman of the Board	Patrick W. Hurley, Senior Vice President, Chief Financial Officer
Dothan Manufacturing Co.	1430 Broadway Ste. 10	New York, New York	10018	United States	(212) 302-0800	USA(212)302-8570	Howard Cohen, President	Al Bomzer, Vice President, Finance
Block Sportswear Inc.	525 N College Rd.	Wilmington, North Carolina	28405	United States	(910) 392-2100	USA(910)791-6691	Paul Robb, President	William Hacker, Vice President, Finance
Rampage Clothing Co.	127 E. 9th St.	Los Angeles, California	90058	United States	(213) 228-8400	USA(213)584-7838	Larry Hansel, President	Sanford Waddell, Chief Financial Officer

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Foster Industries Inc.	1430 Broadway	New York, New York	10018	United States	(212) 921-9370	USA(212)921-9747	Richard Yaspan, President	David Yaspan, Treasurer
Bianchi International	100 Calle Cortez	Temecula, California	92590	United States	(909) 676-5621	USA(909)676-6777	Gary French, President	Larry Deck, Chief Financial Officer
Ringella Bekleidungswerk GmbH	Daimlerring 3	Hildesheim	D-31135	Germany	n/a	n/a	n/a	n/a
Charles Navasky and Company Inc.	PO Box 728	Philipsburg, Pennsylvania	16866	United States	(814) 342-1160	USA(814)342-1920	Edward Navasky, President	n/a
Oxford Clothes Inc.	1220 W Van Buren St.	Chicago, Illinois	60607	United States	(312) 829-3600	USA(312)829-6075	Crittenden Rawlings, President	n/a
Trisko S.A.	Poligono Sabon, parcela 79B	Arteijo A Coruna	E-15142	Spain	n/a	n/a	Josefa Ortega Gaona, Chairman of the Board	n/a
Individualized Shirts Co.	581 Cortlandt St	Perth Amboy, New Jersey	8861	United States	(732) 826-8400	USA(732)826-6382	Joe Blair, General Manager	n/a
Oxford of Vidalia	PO Box 408	Vidalia, Georgia	30475	United States	(912) 537-8821	USA(912)537-3227	n/a	n/a
Wagener Manufacturing Co.	PO Box 1309	Wagener, South Carolina	29164	United States	(803) 564-3141	USA(803)564-3147	n/a	n/a
M Giesen GmbH and Co.	Kolner Str 100	Erkelenz	D-41812	Germany	n/a	n/a	n/a	n/a
Wiener SI B.V.	Tongersweg 57	Maastricht	NL-6213	Netherlands	n/a	n/a	n/a	P. F. Korsten, Director of Finance
Southwest Corset Corp.	PO Box 700	Blackwell, Oklahoma	74631	United States	(580) 363-1935	USA(580)363-1938	David Welsch, Owner	n/a
Shelby Group International Inc.	PO Box 171814	Memphis, Tennessee	38187	United States	(901) 795-5810	USA(901)795-8622	Hilliard Crews, Owner	n/a
Lion Brothers Company Inc.	10246 Reisterstown Rd.	Owings Mills, Maryland	21117	United States	(410) 363-1000	USA(410)363-7611	Susan Ganz, Chief Executive Officer	Jeff Laughlin, Chief Financial Officer
Annin and Co.	1 Annin Dr.	Roseland, New Jersey	7068	United States	(973) 228-9400	(973)228-1633	C.R. Beard Jr., President	Henry Hibo, Vice President, Finance
Dunn Manufacturing Co.	PO Box 5017	Monroe, North Carolina	28111	United States	(704) 283-2147	USA(704)289-6857	Lance Dunn, President	n/a

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Callendo-Savio Enterprises Inc.	PO Box 510941	New Berlin, Wisconsin	53151	United States	(262) 786-8400	USA(262)796-2089	Tom Savio, President	n/a
Nantucket Industries Inc.	73 5th Ave., Ste. 6A	New York, New York	10003	United States	(516) 293-3712	USA(516)293-3318	Joseph Visconti, President	Ronald Hoffman, Chief Financial Officer
Tog Shop Inc.	US Highway 19 N	Americus, Georgia	31710	United States	(229) 924-8809	USA(229)924-8808	Carl Tott, President	n/a
Harkham Industries Inc.	4890 S Alameda St.	Vernon, California	90058	United States	(323) 586-4600	USA(323)581-7911	Jay Kester, President	Tony Miller, Chief Financial Officer
Jowett Garments Factory Inc.	10359 Rush St.	South El Monte, California	91733	United States	(626) 350-8111	USA(626)350-8065	Charlie Chiang, President	n/a
Wolbo Wilhelm Wolterink GmbH and Co. KG	Stenerner Weg 17-19	Bocholt	D-46397	Germany	n/a	n/a	n/a	n/a
Priess-Modelle Bekleidungs-GmbH and Co. KG	Korschenbroicher Strasse 81	Monchengladbach	D-41065	Germany	n/a	n/a	n/a	n/a
C Bruhl GmbH and Co. KG	Burgerstrasse 12	Rotenburg	D-36199	Germany	n/a	n/a	n/a	Helmut Schmelz, Director of Finance
David Clark Company Inc.	PO Box 15054	Worcester, Massachusetts	1615	United States	(508) 756-6216	USA(508)753-5827	Robert Vincent, President	n/a
Triumph International Inc.	Bagsakan Road cnr Avocado Road,	Metro Manila	n/a	Philippines	n/a	n/a	Gunther Spieshoffer, Chairman of the Board	n/a
Industrias Cannon de Colombia S.A.	Calle 30 Autopista Aeropuerto	Barranquilla	n/a	Colombia	n/a	n/a	n/a	n/a
Fjallraven AB	Box 209	Ornskoldsvik	S-891	Sweden	n/a	n/a	Bertil Sodermark, Chairman of the Board	n/a
Lisca d.d.	Presevnova 4	Sevnica	8290	Slovenia	n/a	n/a	n/a	Darinka Kozelj-Rupret, Director of Finance
Alpha Pro Tech Ltd.	60 Centurian Dr., Ste. 112	Markham	L3R 9R2	Canada	n/a	n/a	Sheldon Hoffman, Chief Executive Officer and Chief Financial Officer	Lloyd Hoffman, Senior Vice President, Controller
Alleson of Rochester Inc.	2921 Brighton Henriit Twn Ln. Rd.	Rochester, New York	14623	United States	(716) 272-0606	USA(716)272-9639	William Levine, Chairman of the Board	Michael Kretovic, Treasurer
David Stevens Manufacturing Inc.	PO Box 1288	Blackwood, New Jersey	8012	United States	(856) 227-0655	USA(856)227-6227	Herbert Kane, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
House of Perfection Inc.	131 W. 33rd St. Fl. 7	New York, New York	10001	United States	(212) 239-9780	n/a	n/a	n/a
Deena Inc.	4201 N. Marshall Way	Scottsdale, Arizona	85251	United States	(602) 423-0682	n/a	B.S. Horwitch, President	Mark Horwitch, Chief Operating Officer
Burlen Corp.	PO Box 168	Tifton, Georgia	31793	United States	(229) 382-4100	USA(229)382-2629	Steve Klein, President	n/a
Thomasville Home Furnishings	PO Box 1736	Thomasville, Georgia	31799	United States	(229) 228-0099	USA(229)228-4251	Kenneth Lowery, President	n/a
Labod d.d.	Seidlova 35	Novo Mesto	8000	Slovenia	n/a	n/a	n/a	n/a
Makyta A.S.	1 Maja 882-46	Puchov	020 25	Slovakia	n/a	n/a	Marian Vidoman, Chairman of the Board	n/a
Francisco Manuel Gomes Cabral Lda.	Bairro de Santo Antonio, Caria B	Belmonte	P-6250-112	Portugal	n/a	n/a	Francisco Manuel Gomes Cabral, Chairman of the Board	Sergio Lebras, Director of Finance
Ashland Shirt Inc.	2309 Chestnut St.	Ashland, Pennsylvania	17921	United States	(570) 875-3100	USA(570)875-1066	Robert Opie, General Manager	Mayling Lee, Chairman of the Board, Chief Financial Officer
Zaklady Odziezowe BYTOM S.A.	Ul Wroclawska 32/34	Bytom	41-900	Poland	n/a	n/a	Cezary Przybyslawski, Chairman of the Board	Dorota Wiler, Director of Finance
Centre Manufacturing Company Inc.	800 Cedar Bluff Rd.	Centre, Alabama	35960	United States	(256) 927-5541	USA(256)927-4771	n/a	n/a
Victoria Vogue Inc.	90 Southland Dr.	Bethlehem, Pennsylvania	18017	United States	(610) 865-1500	USA(610)865-6089	Robert Giglio, President	Arthur Balzereit, Chief Financial Officer
Nu-Look Fashions Inc.	5080 Sinclair Rd.	Columbus, Ohio	43229	United States	(614) 885-4936	USA(614)885-4193	L. Fannin, President	James Merz, Bookkeeper
Jem Sportswear Inc.	459 Park Ave.	San Fernando, California	91340	United States	(818) 365-9361	n/a	Jeff Marine, President	n/a
Castle Neckwear Inc.	1415 Maple Ave.	Los Angeles, California	90015	United States	(213) 749-5487	USA(213)747-4008	Don Baron, Chairman of the Board	Maria Bogaars, Chief Financial Officer
Sierra Pacific Apparel Company Inc.	1120 N Santa Fe	Visalia, California	93292	United States	(559) 732-8707	USA(559)732-1631	Jeffrey W. Paul, President	n/a
Majestic Athletic Wear Ltd.	100 Majestic Way	Bangor, Pennsylvania	18013	United States	(610) 588-0100	USA(610)588-3800	Faust Capobianco, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
ESKA Internationale Mode GmbH	Gonzagagasse 13	Wien	A-1010	Austria	n/a	n/a	n/a	Charlotte Toman, Director of Finance
Standard Garment Company Inc.	48 W. 37th St.	New York, New York	10018	United States	(212) 594-0116	n/a	Stanley Schwartz, President	Albert Joseph, Vice President, Finance
JLM Couture Inc.	225 W. 37th St., 5th Fl.	New York, New York	10018	United States	(212) 921-7058	USA(212)921-7608	Daniel M. Sullivan, Chairman of the Board	Joseph L. Murphy, Chief Executive Officer, President, Finance Officer
Sunny Lady	7777 Hines Pl.	Dallas, Texas	75235	United States	(214) 637-4333	USA(214)637-7754	n/a	n/a
Orte Corp.	1717 Troutman St.	Ridgewood, New York	11385	United States	(718) 628-7777	USA(718)628-4816	Gregorio Rodriguez, President	n/a
Heckler Manufacturing and Investment Group Inc.	112 W 34 St.	New York, New York	10120	United States	(803) 288-5450	USA(803)288-3881	John J. Heckler, Chairman of the Board	Steve Ryan, Executive Vice President, Finance
Collection Bebe Div.	PO Box 383	Gainesville, Georgia	30503	United States	(404) 535-3000	n/a	Gus Whalen, President	Evelyn Dunagan, Chief Financial Officer
North Star Glove Co.	PO Box 1214	Tacoma, Washington	98401	United States	(253) 627-7107	USA(253)627-0597	Rob Wekell, President	Tom Wekell, Director of Finance
Harmal Industries Inc.	3300 Northern Blvd.	Long Island City, New York	11101	United States	(718) 729-8833	USA(718)729-0704	Irving Malawer, President	Michael Kirshner, Controller
Cadillac Curtain Corporation/Oxford Drapery Inc.	261 5th Ave.Ste. 808	New York, New York	10016	United States	(212) 679-3684	USA(212)213-9821	Brett Brown, President	n/a
Jay Franco and Sons Inc.	295 5th Ave., #1712	New York, New York	10016	United States	(212) 679-3022	USA(212)685-4864	Nathan Franco, President	n/a
C.R. Daniels Inc.	PO Box 17211	Baltimore, Maryland	21297	United States	(410) 461-2100	USA(410)461-2987	Gary Abel, President	n/a
Fendrich Industries Inc.	PO Box 3645	Evansville, Indiana	47735	United States	(812) 426-2536	n/a	Lloyd Mahoney, President	n/a
H D Lee S.A.	Mar Mediterraneo 3	San Fernando de Henares Ma	E-28830	Spain	n/a	n/a	Felix Narvaiza Orbe, Chairman of the Board	n/a
New Island Clothing Ltd.	n/a	n/a	n/a	n/a	n/a	n/a	D. Shelley, Chairman of the Board	n/a
H. Freeman and Son Inc.	3601 Island Ave.	Philadelphia, Pennsylvania	19153	United States	(215) 365-7705	USA(215)365-0256	Benjamin Freeman, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Whaling Manufacturing Company Inc.	387 Quarry St	Fall River, Massachusetts	2723	United States	(508) 678-9061	USA(508)678-9726	James Pavao, President	n/a
Johnstown Knitting Mill Co.	PO Box 529	Johnstown, New York	12095	United States	(518) 762-3156	USA(518)762-4293	Thomas Easterly, President	n/a
Stambouli Ltd.	Srebarna Str. 16A	Sofia	1407	Bulgaria	n/a	n/a	Robert Stambouli, Chairman of the Board	Snejana Ivanova, Director of Finance
Hammer Fashion GmbH and Co.	Kirchenlamitzer Strasse 71	Munchberg	D-95213	Germany	n/a	n/a	n/a	Ludwig Stohr, Director of Finance
Petratex - Confeccoes Ltda.	Lugar da Aldeia Nova	Carvalhosa	P-4590	Portugal	n/a	n/a	n/a	Jose Joaquim Pereira, Director of Finance
Shepard Clothing Company Inc.	PO Box 953	New Bedford, Massachusetts	2741	United States	(508) 993-2662	USA(508)997-4332	Paul Kussell, President	n/a
Don Shapiro Industries Inc.	1931 Myrtle Ave.	El Paso, Texas	79901	United States	(915) 532-4481	USA(915)534-7189	Don Shapiro, President	n/a
Depeche Mode Inc.	498 7th Ave.	New York, New York	10018	United States	(212) 643-6633	USA(212)643-1184	Marvin Singer, President	Maria Sidow, Controller
Gabar Inc.	85 Sherwood Ave.	Farmingdale, New York	11735	United States	(631) 420-1400	USA(631)420-0663	Joseph DiLorenzo, Chief Executive Officer	n/a
Lily's Of Beverly Hills Ltd.	4910 W. Rosecrans Ave.	Hawthorne, California	90250	United States	(310) 978-2260	USA(310)978-2277	John Whitehouse, Chief Executive Officer	n/a
Mayer Berkshire Corp.	25 Edison Rd.	Wayne, New Jersey	7470	United States	(973) 696-6200	USA(973)696-6203	Cyrus Mayer, President	n/a
Doe-Spun Inc.	112 W 34th St. Ste. 1201	New York, New York	10120-1299	United States	(212) 356-0146	n/a	Barry Schwartz, Chief Executive Officer	Stanley Oremeland, Vice President, Finance
Scher Fabrics Inc.	PO Box 827	New York, New York	10018	United States	(212) 382-2266	USA(212)382-0076	Robert Scher, President	n/a
De Moulin Brothers and Co.	1025 S 4th St	Greenville, Illinois	62246	United States	(618) 664-2000	USA(618)664-1712	William Marsden, President	M Coling, Treasurer
Fab-Knit Manufacturing	PO Box 326	Waco, Texas	76703	United States	(254) 752-2511	USA(800)234-9599	Robert Landon, President	Kirk Landon, Vice President, Finance
Kenneth Gordon New Orleans	1008 Elmwood Park Blvd.	New Orleans, Louisiana	70123	United States	(504) 734-1433	USA(504)734-0586	Sergio Casalena, Chief Executive Officer	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Champion Products Inc. (Winston-Salem, North Carolina)	PO Box 1550	Winston Salem, North Carolina	27102	United States	(336) 519-6500	USA(336)519-6501	Robert Hall, President	Lynn Gwyn, Chief Financial Officer
Designer Collection Inc.	8181 Ambassador Row	Dallas, Texas	75247	United States	(214) 634-8040	USA(214)905-9011	Audrey Friedman, Chief Executive Officer	n/a
Haria Exports Ltd.	Haria Centre 8 Subhash Road, Vil	Mumbai	400 057	India	n/a	n/a	Kantilal Haria, Chairman of the Board	M. C. Gandhi, Director of Finance
W. Seitchik and Sons Inc.	PO Box 6812	Philadelphia, Pennsylvania	19132	United States	(215) 226-0200	n/a	Richard Seitchik, President	n/a
Circa Corp.	1330 Fitzgerald Ave.	San Francisco, California	94124	United States	(415) 822-1600	USA(415)822-1700	Mark Glazier, President	Delia Tabasa, Vice President, Finance
Jansport Inc.	PO Box 1817	Appleton, Wisconsin	54912	United States	(920) 734-5708	USA(920)831-2372	Paul Delorey, President	H Erickson, Vice President, Finance
Antonio M Rua S.A.	Avenida da Boavista 2	Porto	P-4475-045	Portugal	n/a	n/a	n/a	Rui Roxinol, Director of Finance
TONAK as	Zborovska 65	Novy Jicin	741 11	Czech Republic	n/a	n/a	Pedro Pick Waneck, Chairman of the Board	Zdenek Pelech, Director of Finance
Grieco Bros. Inc.	50 Island St	Lawrence, Massachusetts	1840	United States	(978) 686-3833	USA(978)738-0802	Richard Grieco, President	Robert Nelson, Vice President, Finance
Albion PLC	Wellwood St.	Belfast	BT12 5FY	United Kingdom	n/a	n/a	n/a	n/a
Jessica McClintock Inc.	1400 16th St	San Francisco, California	94103	United States	(415) 553-8200	USA(415)553-8334	Jessica McClintock, President	Dilip Parekh, Chief Financial Officer
Hilton Active Apparel	6850 N Central Park Ave.	Lincolnwood, Illinois	60645	United States	(847) 675-1010	n/a	Timothy Cronin, President	Don Kerstenin, Chief Financial Officer
TSF Sportswear	4201 NE 12th Ter.	Fort Lauderdale, Florida	33334	United States	(954) 564-4435	n/a	n/a	n/a
Ramstar Mills Inc.	PO Box 759	Sardis, Georgia	30456	United States	(478) 569-9000	USA(478)569-4300	Richard Feiertag, President	n/a
Dennis Uniform Mfg. Co.	135 SE Hawthorne Blvd.	Portland, Oregon	97214	United States	(503) 238-7123	USA(503)238-2529	John Shipley, President	n/a
Fechheimer Brothers Co.	4545 Malsbary Rd.	Cincinnati, Ohio	45242	United States	(513) 793-5400	USA(513)793-7819	n/a	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Red Fox Apparel Inc.	PO Box 520	Hartsville, South Carolina	29551-0520	United States	(843) 332-4101	n/a	Ralph Jackson, President	Ralph Jackson, Chief Financial Officer
Sunny South Fashions Inc.	7777 Hines Pl.	Dallas, Texas	75235	United States	(214) 637-4333	USA(214)637-7754	n/a	n/a
Ivy Inc.	13085 Temple Ave.	City of Industry, California	91746-1418	United States	(626) 934-4155	USA(626)934-4156	Peter A. Goodman, Chairman of the Board	n/a
Russell Group Ltd.	395 Ledbetter Rd.	Rockingham, North Carolina	28379	United States	(919) 997-6622	n/a	Charles Russell, Chief Executive Officer and President	n/a
N. Edelson Sons Corp.	44 E. 32nd St.	New York, New York	10016	United States	(212) 685-2752	n/a	Norman Edelson, President	N.E. Edelson, Chief Financial Officer
Strouse, Adler Co.	PO Box 1770	New Haven, Connecticut	6507	United States	(203) 777-3484	USA(203)789-8832	Martha Olson, President	n/a
Miller Brothers Industries Inc.	1101 N. Highway 75	Corsicana, Texas	75110	United States	(903) 874-7446	USA(903)872-7970	n/a	n/a
Mayfair Infants Wear Company Inc.	100 Wesley White Dr.	Carteret, New Jersey	7008	United States	(732) 382-4055	USA(212)714-0401	Morris Tawil, Chief Executive Officer	n/a
C.I. Castro and Co.	1107 W. Laurel	San Antonio, Texas	78201	United States	(210) 733-3961	n/a	C.I. Castro, President	n/a
Nixon Uniform Service Inc.	2925 Northeast Blvd.	Wilmington, Delaware	19802	United States	(302) 764-7550	USA(302)764-7543	Murray Berstein, Chief Operating Officer	n/a
Artex International Inc. (Highland, Illinois)	PO Box 309	Highland, Illinois	62249	United States	(618) 654-2113	USA(618)654-0200	Charles Anderson, President	Pat Beard, Vice President, Finance
Faribault Woolen Mill Co.	PO Box 369	Faribault, Minnesota	55021	United States	(507) 334-6444	USA(507)332-2936	n/a	n/a
Lintex Corp.	2609 Territorial Rd.	St. Paul, Minnesota	55114	United States	(651) 646-6600	USA(651)646-3210	John Sleizer, President	n/a
Tosama d.d.	Saranoviceva 35	Domzale	1230	Slovenia	n/a	n/a	Janko Velkavrh, Chairman of the Board	Marjan Mlakar, Director of Finance
Italmol S.A.	Domingo Santa Maria 2365, Indepe	Santiago	n/a	Chile	n/a	n/a	n/a	Hugo Cuneo Solari, Director of Finance
Deltex N.V.	Kortijkse Heerweg 211	Deerlijk	B-8540	Belgium	n/a	n/a	Jacques Delfosse, Chairman of the Board	Peter Verloigne, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Donegal Industries Inc.	PO Box 507	Mount Joy, Pennsylvania	17552	United States	(717) 653-1486	USA(717)653-6658	Leonard Bernstein, President	n/a
Wigwam Mills Inc.	PO Box 818	Sheboygan, Wisconsin	53082	United States	(920) 457-5551	USA(920)457-0311	R Chesebro, President	n/a
Cap America Inc.	PO Box 229	Fredericktown, Missouri	63645	United States	(573) 783-3368	USA(573)783-3397	Phillip Page, President	Sherrl Stroup, Vice President, Finance
American Manufacturing Co.ncepts	681 Anita St.	Chula Vista, California	91911	United States	(619) 429-5400	USA(619)429-0082	Thomas Smith, Chief Executive Officer	n/a
Earl's Manufacturing Company Inc.	908 S 4th St	Crockett, Texas	75835	United States	(936) 544-5521	USA(936)544-7973	Earl Beard, President	Jeanne Beard, Treasurer
YMLA Inc.	1639 N. Main St.	Los Angeles, California	90012	United States	(323) 222-9932	USA(323)222-2716	Larry Block, Chief Executive Officer	n/a
Pacific Trail Inc.	1700 W Lake Ave.N Ste. 200	Seattle, Washington	98109	United States	(206) 270-5300	USA(206)270-5301	Bill Dragon, Chief Executive Officer	Dave Gowey, Treasurer
Lilli Ann Corp.	275 Brannan St.	San Francisco, California	94107	United States	(415) 863-2720	n/a	Dan Benatar, President	n/a
Marker Ltd.	PO Box 26548	Salt Lake City, Utah	84126	United States	(801) 972-2100	USA(801)973-7241	Peter Weaver, President	Kevin Hardy, Chief Financial Officer
On Gossamer Inc.	8798 NW 15th St.	Miami, Florida	33172	United States	(305) 702-1880	USA(305)702-1888	Arlene Smolev, President	n/a
I. Shalom and Company Inc.	411 5th Ave.	New York, New York	10016	United States	(212) 532-7911	USA(212)213-4347	Joseph Shalom, President	n/a
Pioneer Aerospace Corp.	PO Box 207	South Windsor, Connecticut	6074	United States	(860) 528-0092	USA(860)528-8122	Steve Hintzke, President	n/a
Kasbar National Industries Inc.	370 Reed Rd. Ste. 200	Broomall, Pennsylvania	19008	United States	(610) 544-7117	USA(610)544-9799	Jeffrey Shapiro, President	Marian Connell, Treasurer
Waverly Textile Processing Inc.	PO Box 34847	Richmond, Virginia	23234	United States	(804) 275-0400	USA(804)271-4806	Albert Safer, President	n/a
Smoaks Manufacturing Co.	PO Box 160	Smoaks, South Carolina	29481	United States	(843) 562-2010	USA(843)562-8027	Dale Newton, General Manager	n/a
Coverking	PO Box 26409	Santa Ana, California	92799	United States	(714) 850-0303	USA(714)850-0905	Narendra Gupta, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Teo Guan Lee Corp. Bhd	Plot 28 - Lorong Perusahaan Maju	Penang	13600	Malaysia	n/a	n/a	Toh Peng Chooi, Chairman of the Board	Wong Kum Chee, Director of Finance
Chaifa Holdings Ltd.	Room 1603-1605 Harcourt House, 3	Hong Kong	n/a	Hong Kong	n/a	n/a	John Chan Chun Tung, Chairman of the Board	n/a
Albert Given Manufacturing Co.	1301 W. Chicago Ave.	East Chicago, Indiana	46312	United States	(219) 397-3200	n/a	James R. Wickemeyer, General Manager	n/a
Mar-Mac Manufacturing Company Inc.	PO Box 278	Mc Bee, South Carolina	29101	United States	(843) 335-8211	USA(843)335-8599	John McLeod, President	n/a
Harve Benard Ltd.	205 W. 39th St., 6th Fl.	New York, New York	10018	United States	(212) 354-8420	USA(212)391-8479	Bernard Holtzman, President	Harvey Schutzbank, Chief Financial Officer
Oxford of Lyons	555 S Victory Dr.	Lyons, Georgia	30436-4060	United States	(912) 526-1100	(912)526-1156	n/a	Neal McGrail, Chief Financial Officer
Steel Grip Inc.	PO Box 747	Danville, Illinois	61834	United States	(217) 442-6240	USA(217)442-9370	Richard Minnette, President	n/a
Lexington Fabrics Inc.	Old Mill Rd.	Lexington, Alabama	35648	United States	(256) 229-6611	n/a	Bill McCreary, Chief Executive Officer and President	Edna Carter, Director of Finance
Swell-Wear Inc.	10 W 33rd St., Ste. 1101	New York, New York	10001-3306	United States	(212) 244-0446	USA(212)244-0448	S. Bren, Chief Executive Officer	n/a
Winona Van-Norman Div.	902 E 2nd St.	Winona, Minnesota	55987	United States	(507) 454-4381	USA(507)457-5750	Pete Woodworth, President	Alan Leonhardt, Chief Financial Officer
Baltika A.S.	Veerenni 24	Tallinn	10135	Estonia	n/a	n/a	Edward Koster, Chairman of the Board	n/a
Cynthia Rowley	550 Fashion Ave., 19 Fl.	New York, New York	10018	United States	(212) 575-9020	USA(212)575-9064	Cynthia Rowley, President	n/a
Southern Glove Manufacturing Company Inc.	PO Box 579	Conover, North Carolina	28613	United States	(828) 464-4884	USA(828)464-7968	Brent Fidler, President	n/a
Max Kahn Curtain Corp.	PO Box 685	Evergreen, Alabama	36401	United States	(334) 578-1720	USA(334)578-2226	Steven Markowitz, President	n/a
Finex Confeccoes Ltda.	Lugar da Pena-Nogueira	Maia	P-4475-451	Portugal	n/a	n/a	n/a	Julio Fernando Pereira da Silva, Director of Finance
American Cruiser Inc.	1065 S Vail Ave.	Montebello, California	90640	United States	(323) 278-9200	USA(323)278-9215	Mohammad Seilabi, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Lenco Holdings Ltd.	PO Box 3816	Cape Town	8000	South Africa	n/a	n/a	G. D. de Jager, Chairman of the Board	P. J. Erasmus, Director of Finance
Rigiflex International	Zone d'Activites	Haute Rivoire	F-69610	France	n/a	n/a	Pierre-Henri Bassouls, Chairman of the Board	Vincent Bes, Director of Finance
Kellwood New England	PO Box 1100	Brockton, Massachusetts	2303	United States	(508) 588-7200	USA(508)583-1702	Don Baron, President	Sheila Shantz, Chief Financial Officer
Northern Isles	PO Box 1100	Brockton, Massachusetts	2303	United States	(508) 588-7200	USA(508)583-1702	Don Baron, President	Sheila Shantz, Chief Financial Officer
Bates of Maine Co.	PO Box 591	Lewiston, Maine	4243	United States	(207) 784-7311	USA(207)784-2598	Dick Barry, Controller	n/a
SIS. Enterprises Inc.	550 39th Ave NE Ste. 110	Columbia Heights, Minnesota	55421	United States	(763) 789-0956	USA(763)789-1170	Shari Hammer, President	Joe Hammer, Chief Financial Officer
Baliwig P.T.	Jl Setia Mekar Km 38-39, Kampung	Tambun-Bekasi	17150	Indonesia	n/a	n/a	Nicole Rusli, Chairman of the Board	Hidayat Hambali, Director of Finance
Zalaegerszegi Ruhagyar Rt	Platan sor 8	Zalaegerszeg	8900	Hungary	n/a	n/a	Gabor Kugler, Chairman of the Board	Gabor Mazzag, Director of Finance
AFR Apparel International	16542 Arminta St.	Van Nuys, California	91406	United States	(818) 782-6000	USA(818)782-8500	Amir Moghadam, President	n/a
Durban Clothing Manufacturers	PO Box 32213	Mobeni	4060	South Africa	n/a	n/a	n/a	R. L. Bird, Director of Finance
Tristate Industrial Company Inc.	116 Sauyo Road, Novaliches	Quezon City	1117	Philippines	n/a	n/a	n/a	n/a
Rubin Brothers Inc. (Chicago, Illinois)	2241 S Halsted St	Chicago, Illinois	60608	United States	(312) 942-1111	USA(312)942-1871	Maurice Rubin, President	n/a
Wendy Group Ltd.	Good Year House, 52-56 Osnaburgh	London	NW1 3ND	United Kingdom	n/a	n/a	S. E. Hudson, Chairman of the Board	D. S. Stafford, Director of Finance
Folkers - Confeccoes Ltda.	Lugar da Quebrada	Vilaca	P-4700-905	Portugal	n/a	n/a	n/a	Rosa Braga, Director of Finance
Martin Manufacturing Company Inc.	PO Box 350	Martin, Tennessee	38237	United States	(731) 587-3861	USA(731)587-9292	Brad Kinstler, President	n/a
Cross Creek Apparel Inc.	PO Box 1107	Mount Airy, North Carolina	27030	United States	(336) 789-6161	USA(336)783-3784	Hank Spires, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Brookhurst Inc.	107 W. Carob St.	Compton, California	90220	United States	(310) 631-3500	n/a	William Ott, President	Jack DeVeny, Vice President, Finance
Rhoda Lee Inc.	525 7th Ave.	New York, New York	10018	United States	(212) 840-5700	USA(212)819-1269	Michael Laufer, President	n/a
Caron Inc.	350 W. Kinzie St.	Chicago, Illinois	60610	United States	(312) 670-3700	n/a	Phil Sudakoff, President	Anita Sudakoff, Treasurer
Jo Hardin Originals	7777 Hinds Pl.	Dallas, Texas	75235-7754	United States	(214) 637-4333	USA(214)637-7754	Sol Munves, President	Mike Skinner, Vice President
C.M. Shapes	500 7th Ave.	New York, New York	10018	United States	(212) 869-7575	USA(212)869-9606	Harvey Stein, Chief Executive Officer	n/a
Cassie Cotillion Inc.	131 W 33rd St.	New York, New York	10001	United States	(212) 564-0111	USA(212)465-2030	Nina Pasture, General Manager	n/a
Chic Lingerie Co.	3435 S. Broadway	Los Angeles, California	90007	United States	(213) 233-7121	n/a	J. Balton, President	R. Naylor, Controller
I-C Manufacturing Co.	PO Box 1060	El Campo, Texas	77437	United States	(409) 543-2724	n/a	G.L. Collier, President	Tom Marrow, Treasurer and Secretary
Kaydette Corp.	2100 Dickson St.	Berwick, Pennsylvania	18603-1199	United States	(570) 759-0327	(570)752-8991	Robert Sadock, General Manager	Richard Bernstein, Chief Financial Officer
Warren Featherbone Co.	PO Box 383	Gainesville, Georgia	30503	United States	(770) 535-3000	USA(770)535-2429	Charles Whalen, President	n/a
A.J. Siris Products Corp.	PO Box AV	Paterson, New Jersey	7509	United States	(973) 684-7700	USA(973)684-3251	Donald Ryan, President	John Woods, Vice President, Finance
Dolly Madison Div.	279 5th Ave.	New York, New York	10016	United States	(212) 679-5110	USA(212)779-0426	Robert Weinstein, Chairman of the Board	n/a
Waverly Fabrics	79 Madison Ave.	New York, New York	10016	United States	(212) 213-7900	USA(212)213-7848	Gerald Puschel, President	Joseph Meth, Chief Financial Officer
Phoenix Down Corp.	85 Rte. 46 W	Totowa, New Jersey	7512	United States	(973) 812-8100	USA(973)812-9077	John Facateselis, President	Mary Cituk, Chief Financial Officer
Springwall Sleep Products Inc.	1286 Milledge St.	East Point, Georgia	30344	United States	(404) 768-1983	USA(404)768-2064	n/a	Bill Sloan, Vice President, Finance
McGinley Mills Inc.	100 Kuebler Rd.	Easton, Pennsylvania	18040	United States	(610) 559-6400	USA(610)559-6406	James McGinley, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
S. and E Printing Co.	PO Box 489	Nitro, West Virginia	25143	United States	(304) 755-9200	USA(304)755-9211	Scott Cable, President	n/a
Orrco Inc.	PO Box 147	Orrville, Ohio	44667	United States	(330) 683-5015	USA(330)683-5015	Greg Butcher, President	n/a
Vesture Corp.	120 E. Pritchard St.	Asheboro, North Carolina	27203	United States	(336) 629-3000	USA(336)629-3100	Gary Hyatt, President	n/a
Texprint Georgia Inc.	2730 Weaver Rd.	Macon, Georgia	31217	United States	(478) 743-0321	USA(478)743-1384	n/a	Masturu Kasai, Treasurer
Midwest Canvas Corp.	4635 W Lake St	Chicago, Illinois	60644	United States	(773) 287-4400	USA(773)854-2017	G Handwerker, President	Shelia Handwerker, Treasurer
Winchester Clothing	PO Box 37	Winchester, Kentucky	40392	United States	(859) 744-4622	USA(859)745-0621	n/a	n/a
Lanier Clothes Co.	1031 S Green St	Tupelo, Mississippi	38804	United States	(662) 844-2255	USA(662)841-2281	n/a	n/a
Bradley-Scott Clothes Inc.	PO Box 326	Fall River, Massachusetts	2724	United States	(508) 676-1078	USA(508)676-0339	Bradley Silver, President	n/a
Pronuptia de Paris SA	87 rue de Rivoli	Paris	F-75001	France	n/a	n/a	Gerard Labouze, Chairman of the Board	n/a
Gordon Garment Co.	1001 Rhode Island Ave.	Bristol, Virginia	24201	United States	(540) 669-1125	USA(540)642-5105	n/a	n/a
Pearl Global Ltd.	Pearl House, A-3 Naraina Industr	New Delhi	110 028	India	n/a	n/a	D. Seth, Chairman of the Board	n/a
Curtron Curtains Inc.	PO Box 248	Travelers Rest, South Carolina	29690	United States	(864) 834-7217	USA(864)834-8103	Gerald Greenberg, President	n/a
Crowntek Inc.	PO Box 47	Wrightsville, Georgia	31096	United States	(478) 864-2704	USA(478)864-3076	O Stephenson, President	n/a
Jenice Ltd.	39 Bethnal Green Rd.	London	E1 6LE	United Kingdom	n/a	n/a	n/a	n/a
Perfect Fit Industries Inc.	PO Box 709	Monroe, North Carolina	28111	United States	(704) 220-4200	USA(704)220-4205	n/a	n/a
Berco Inc.	PO Box 309	Berne, Indiana	46711	United States	(219) 589-3136	n/a	n/a	Richard Honig, Vice President, Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Stone Manufacturing Co. (Greenville, South Carolina)	3452 Main St.	Columbia, South Carolina	29203-6435	United States	(803) 799-5864	(803)765-0929	Eugene E. Stone IV, Chairman of the Board	John Brausch, Vice President, Finance
Bean-David Ltd.	1400 Broadway	New York, New York	10018	United States	(212) 382-3777	n/a	Beau Baker, Chief Executive Officer	n/a
Maggy London International Ltd.	530 Fashion Ave.	New York, New York	10018-4878	United States	(212) 944-7199	USA(212)840-2483	Milton Kahn, Chief Executive Officer	n/a
Lou Levy and Sons Fashions Inc.	512 7th Ave.Ste. 3	New York, New York	10018	United States	(212) 398-0707	USA(212)944-7857	Donald Levy, President	n/a
Glencraft Lingerie Inc.	38 E 32nd St. 10th Fl.	New York, New York	10016	United States	(212) 689-5990	USA(212)545-0235	Harvey Jacobson, Vice President	Bernard Eisenberg, Vice President
Gerson and Gerson Inc.	112 W 34th St Ste. 2001	New York, New York	10120	United States	(212) 279-1130	USA(212)244-6794	Barbara Zeins, President	n/a
Flemington Fur Co.	8 Spring St.	Flemington, New Jersey	8822	United States	(908) 782-2212	USA(908)782-2773	Robert Benjamin, Chief Executive Officer and President	John Hanson, Controller
Dakotah Inc.	PO Box 120	Webster, South Dakota	57274	United States	(605) 345-4646	USA(605)345-3300	David Ratner, President	n/a
Georgia Textile Corp.	PO Box 12569	Calhoun, Georgia	30703	United States	(706) 629-4573	USA(706)625-2043	n/a	n/a
Service Manufacturing Corp. (Aurora, Illinois)	1601 Mountain St.	Aurora, Illinois	60505	United States	(630) 898-6800	USA(630)379-9199	Louis Levin, President	n/a
James Thompson and Company Inc.	475 Park Ave.S Ste. 9	New York, New York	10016	United States	(212) 686-4242	USA(212)686-9528	Robert Judell, President	n/a
Mid-South Manufacturing Co.	PO Box 2042	Jackson, Tennessee	38302	United States	(731) 424-2525	USA(731)422-4058	Robert Jones, President	n/a
Guadalajara S.A. Industria de Roupas	Av Getulio Vargas 1200, Tabuleta	Teresina	PI 64019-750	Brazil	n/a	n/a	Joao Claudino Fernandes, Chairman of the Board	n/a
Clayeux	avenue du Marechal Leclerc, BP 9	Montceau Cedex	F-71304	France	n/a	n/a	Gerard Clayeux, Chairman of the Board	n/a
Kahn-Lucas-Lancaster Inc.	PO Box 120	Columbia, Pennsylvania	17512	United States	(717) 684-6911	USA(717)684-0229	n/a	John Zander, Chief Financial Officer
Harry J. Rashti and Company Inc.	112 W 34th St	New York, New York	10120	United States	(212) 594-2939	USA(212)594-9102	Michael Rashti, President	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Country	Telephone	Fax	CEO	CFO
Jyoti Overseas Ltd.	1st Fl., Film Bhawan, Yeshwant N	Indore	452 003	India	n/a	n/a	B. L. Somani, Chairman of the Board	Akhilesh Rathi, Director of Finance
Revelation Brassiere Company Inc.	65 Sprague St	Hyde Park, Massachusetts	2136	United States	(617) 361-7559	USA(617)361-7527	A Jacobson, President	Arnold Wilson, Treasurer
Lucedale Sportswear Co.	52 Virginia St.	Lucedale, Mississippi	39452	United States	(601) 947-2747	USA(601)947-4739	n/a	n/a
Lakeshirts Inc.	PO Box 52	Detroit Lakes, Minnesota	56502	United States	(218) 847-2171	USA(218)847-2226	Mike Hutchinson, Owner	n/a
KRAS-HAKA Brno A.S.	Belidla 6	Brno	603 71	Czech Republic	n/a	n/a	n/a	n/a
Mayflower Manufacturing Company Inc.	PO Box 3627	Scranton, Pennsylvania	18505	United States	(570) 457-5151	USA(570)457-0500	Irwin Alperin, President	n/a
Jayark Corp.	300 Plaza Dr.	Vestal, New York	13850	United States	(607) 729-9331	USA(607)798-1079	David L. Koffman, Chief Executive Officer, President, Chairman of the Board	Robert C. Nolt, Chief Financial Officer
Trau and Loevner Inc.	5817 Centre Ave.	Pittsburgh, Pennsylvania	15206	United States	(412) 361-7700	USA(412)361-8221	Steven Loevner, Owner	n/a
Barnesboro Shirt Company Inc.	1201 Maple Ave.	Barnesboro, Pennsylvania	15714	United States	(814) 948-7320	USA(814)948-9750	Yale Shanfield, President	n/a

Annex A.4: Top Companies in Dimension Stone

Annex A.4: Top Companies by SIC Code 1411, Dimension Stone

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Mailing Address 4	Country	Telephone	Fax	CEO	CFO
Italcementi S.p.A.	Via G Camozzi 124	Bergamo	I-24121	n/a	Italy	n/a	n/a	Giovanni Giavazzi, Chairman of the Board	Dario Massi, Director of Finance
Empresas ICA Soc. Controladora S.A. de C.V.	Mineria 145, Edificio G Piso 3	Mexico DF	11800	n/a	Mexico	n/a	n/a	Bernardo Quintana Isaac, Chairman of the Board	Jose Luis Guerrero Alvarez, Director of Finance
Aggregate Industries PLC	Bardon Hall, Copt Oak Rd.	Markfield	LE67 9PJ	n/a	United Kingdom	n/a	n/a	Norman Fowler, Chairman of the Board	C. Bailey, Director of Finance
Hume Industries Bhd.	8/F Wisma Hong Leong, 18 Jalan P	Kuala Lumpur	50450	n/a	Malaysia	n/a	n/a	Quek Leng Chan, Chairman of the Board	Wong Yoke Ming, Director of Finance
Hume Industries Malaysia Bhd.	8/F Wisma Hong Leong, 18 Jalan P	Kuala Lumpur	50450	n/a	Malaysia	n/a	n/a	Quek Leng Chan, Chairman of the Board	Wong Yoke Ming, Director of Finance
Lemminkainen Oy	Esterinportti 2	Helsinki	FIN-00240	n/a	Finland	n/a	n/a	Heikki Pentti, Chairman of the Board	n/a
Murray and Roberts Holdings Ltd.	PO Box 1000	Bedfordview	2007	n/a	South Africa	n/a	n/a	D. C. Brink, Chairman of the Board	A. Flint, Director of Finance
Nittetsu Mining Company Ltd.	Yusen Building, 3-2 Marunouchi 2	Tokyo	100-8377	n/a	Japan	n/a	n/a	Takeshi Oda, Chairman of the Board	Sadao Maekawa, Director of Finance
Nittetsu Mining Co Ltd.	Yusen Building, 3-2 Marunouchi 2	Tokyo	100-8377	n/a	Japan	n/a	n/a	Takeshi Oda, Chairman of the Board	Sadao Maekawa, Director of Finance
Partek Nordkalk Corp.	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Christopher Taxell, Chairman of the Board	n/a
Partek Nordkalk AB	Box 544	Stockholm	S-101	n/a	Sweden	n/a	n/a	Christoffer Taxell, Chairman of the Board	Kim Nordell, Director of Finance
Constran S.A. Construcoes e Comercio	Av Pres Juscelino Kubitschek 183	Sao Paulo	SP 04543-900	n/a	Brazil	n/a	n/a	Silvio Fernandes Lopes, Chairman of the Board	Carlos Silva Pereira, Director of Finance
Barr Ltd.	Heathfield	Ayr	KA8 9SL	n/a	United Kingdom	n/a	n/a	n/a	A. C. Towers, Director of Finance
Ingemar S.A.	Frente a la Estacion s/n	Usurbil Guipuzcoa	E-20170	n/a	Spain	n/a	n/a	Javier Zarauz Elguezabal, Chairman of the Board	n/a
Optiroc Oy Ab	PL 49	Helsinki	FIN-00441	n/a	Finland	n/a	n/a	n/a	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Mailing Address 4	Country	Telephone	Fax	CEO	CFO
Omya S.A.	35 quai Andre Citroen	Paris Cedex	F-75725	n/a	France	n/a	n/a	Jean Crespon, Chairman of the Board	Alain Baudart, Director of Finance
Rudersdorfer Zement GmbH	Heinitzstrasse 10	Rudersdorf	D-15562	n/a	Germany	n/a	n/a	n/a	n/a
Nitchitsu Company Ltd.	1-3-6 Uchi-Saiwaicho, Chiyoda-ku	Tokyo	100-0011	n/a	Japan	n/a	n/a	Motoo Nagaishi, Chairman of the Board	n/a
Nitchitsu Co Ltd.	1-3-6 Uchi-Saiwaicho, Chiyoda-ku	Tokyo	100-0011	n/a	Japan	n/a	n/a	Motoo Nagaishi, Chairman of the Board	n/a
Tarmac Canada Inc.	80 N Queen St.	Toronto	M8Z 5Z6	n/a	Canada	n/a	n/a	n/a	n/a
Adam Sehring and Sohne	Ausserhalb NW60	Langen	D-63225	n/a	Germany	n/a	n/a	n/a	n/a
KANN GmbH Baustoffwerke	Bendorfer Str	Bendorf	D-56170	n/a	Germany	n/a	n/a	n/a	n/a
Ennstone PLC	2475 Regents Court, The Crescent	Birmingham	B37 7YE	n/a	United Kingdom	n/a	n/a	Vaughan McLeod, Chairman of the Board	David Hooper, Director of Finance
C I Holdings Bhd.	Level 8, Wisma Hong Leong, 18 Ja	Kuala Lumpur	50450	n/a	Malaysia	n/a	n/a	Tan Sri Quek Leng Chan, Chairman of the Board	Quah Ban Lee, Director of Finance
Sharjah Cement and Industrial Development Company Limited PLC	Bank St.	Sharjah	n/a	n/a	United Arab Emirates	n/a	n/a	Ahmad Abdullah Al Nouman, Chairman of the Board	n/a
Marlin Corporation Ltd.	PO Box 65043	Benmore	2010	n/a	South Africa	n/a	n/a	Julien R. R. Koch, Chairman of the Board	Glenn Kirk, Director of Finance
Sharjah Cement and Industrial Development Co Ltd PLC	Bank St.	Sharjah	n/a	n/a	United Arab Emirates	n/a	n/a	Ahmad Abdullah Al Nouman, Chairman of the Board	n/a
Concrebras Engenharia Concreto S.A.	Rodovia Campinas-Monte Mor Km 20	Campinas	SP 13064-180	n/a	Brazil	n/a	n/a	n/a	Gerardo F. Costa, Director of Finance
Hancock and Gore Ltd.	Level 5, 34 Hunter St.	Sydney	NSW 2000	n/a	Australia	n/a	n/a	John L. Parker, Chairman of the Board	n/a
Hancock and Gore Ltd.	Level 5, 34 Hunter St.	Sydney	NSW 2000	n/a	Australia	n/a	n/a	John L. Parker, Chairman of the Board	n/a
Optiroc A/S	Borglumvej 13	Risskov	DK-8240	n/a	Denmark	n/a	n/a	Allen Laursen, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Mailing Address 4	Country	Telephone	Fax	CEO	CFO
Monte and Monte S.A.	Rua de Maria da Paz Varzim 116,	Povoa de Varzim	P-4494-909	n/a	Portugal	n/a	n/a	n/a	n/a
Jarvela and Stahlberg Oy	PL 60	Jamsa	FIN-42101	n/a	Finland	n/a	n/a	n/a	n/a
Carrieres du Boulonnais S.A.	rue Louis le Senechal	Ferques	F-62250	n/a	France	n/a	n/a	Gilles Poulain, Chairman of the Board	Henri Lefort, Director of Finance
Swenson Granite Co.	369 N. State St.	Concord, New Hampshire	3301	n/a	United States	(603) 225-2783	USA (603) 227-2221	Robert Pope, President	n/a
Salonit Anhovo po	Vojkova 1	Deskle	5210	n/a	Slovenia	n/a	n/a	Stanko Debeljak, Chairman of the Board	Bojan Bratec, Director of Finance
Golden Plus Holdings Bhd.	Level 13 Wisma Idris, 17 Jalan S	Kuala Lumpur	52200	n/a	Malaysia	n/a	n/a	Haji Mohd Ali, Chairman of the Board	Tai Sook Yee, Director of Finance
Golden Plus Holdings Bhd.	Level 13 Wisma Idris, 17 Jalan S	Kuala Lumpur	52200	n/a	Malaysia	n/a	n/a	Haji Mohd Ali, Chairman of the Board	Tai Sook Yee, Director of Finance
Campolonghi Italia S.p.A.	Via Aurelia Sud 97	Montignoso	I-54038	n/a	Italy	n/a	n/a	Vando D'Angiolo, Chairman of the Board	n/a
Kelgran Africa Ltd.	PO Box 1052	Johannesburg	2000	n/a	South Africa	n/a	n/a	Dato Yap Yong Seong, Chairman of the Board	F. P. van Wyk, Director of Finance
Graymont Western US Inc.	670 E. 3900 S. Ste. 205	Salt Lake City, Utah	84107	n/a	United States	(801) 262-3942	USA (801) 264-2627	Bill Dodge, President	n/a
Nassar Investment Co.	PO Box 620	Bethlehem	n/a	n/a	Gaza/West Bank	n/a	n/a	Nassar A. Nassar, Chairman of the Board	Ahmad Tamimi, Director of Finance
Nassar Investment Co.	PO Box 620	Bethlehem	n/a	n/a	Gaza/West Bank	n/a	n/a	Nassar A. Nassar, Chairman of the Board	Ahmad Tamimi, Director of Finance
Patersons Quarries Ltd.	Gartsherrie Rd.	Coatbridge	ML5 2EU	n/a	United Kingdom	n/a	n/a	n/a	J. Richardson, Director of Finance
RWK Kalk AG	Itterpark 1	Hilden	D-40724	n/a	Germany	n/a	n/a	n/a	n/a
Embu S.A. Engenharia e Comercio	Av Sumare 1411	Sao Paulo	SP 05106-110	n/a	Brazil	n/a	n/a	n/a	n/a
Henraux S.p.A.	Via Deposito 269, Querceta	Seravezza	I-55046	n/a	Italy	n/a	n/a	Andrea Orlandini, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Mailing Address 4	Country	Telephone	Fax	CEO	CFO
Kamen d.d.	Trg Slobode 2	Pazin	52 000	n/a	Croatia	n/a	n/a	n/a	n/a
Bybee Stone Company Inc.	PO Box 968	Bloomington, Indiana	47402	n/a	United States	(812) 876-2215	USA (812) 876-2215	J Bybee, President	n/a
Rock Chemical Industries Bhd	Lot 75244 Pinji Estate - Lahat	Ipoh	n/a	n/a	Malaysia	n/a	n/a	n/a	n/a
Rock Chemical Industries M Bhd	Lot 75244 Pinji Estate - Lahat	Ipoh	n/a	n/a	Malaysia	n/a	n/a	n/a	n/a
Indiana Limestone Company Inc.	PO Box 1560	Bedford, Indiana	47421	n/a	United States	(812) 275-3341	USA (812) 275-3341	Brian Moore, President	n/a
Geogranitos - Pedreiras de Amarante Lda	Lugar da Varzea	Aboadela	P-4600-500	n/a	Portugal	n/a	n/a	n/a	n/a
Water Hall Group PLC	Norfolk House, 187 High St.	Guildford	GU1 3AW	n/a	United Kingdom	n/a	n/a	Anthony Smith, Chairman of the Board	n/a
Valders Stone and Marble Inc.	443 Quarry St.	Valders, Wisconsin	54245	n/a	United States	(920) 775-4151	USA (920) 775-4151	William Gesell, President	n/a
Roverud Construction Inc.	PO Box 606	Spring Grove, Minnesota	55974	n/a	United States	(507) 498-3377	USA (507) 498-3377	Jeff Roverud, President	n/a
Martin Marietta (Ottawa, Kansas)	2807 San Creek Rd.	Ottawa, Kansas	66067	n/a	United States	(785) 242-3232	USA (785) 242-3232	Charlie Reed, Manager	n/a
Egeko Ltd.	146-148 Limassol Avenue, Latsia	Nicosia	Nicosia	n/a	Cyprus	n/a	n/a	n/a	n/a
Construction Materials Industries SAOG	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Ahmed Harib Ibrahim Al Balushi, Chairman of the Board	n/a
Ankit Granites Ltd.	886 19th Main 4th Cross, B T M L	Bangalore	560 076	n/a	India	n/a	n/a	A. K. Agarwal, Chairman of the Board	n/a
Construction Materials Industries S.A.OG	n/a	n/a	n/a	n/a	n/a	n/a	n/a	Ahmed Harib Ibrahim Al Balushi, Chairman of the Board	n/a
Dhofar Marble and Granite Co. S.A.OG	PO Box 2227	Salalah	211	n/a	Oman	n/a	n/a	Abdullah Mohsin Mohamed, Chairman of the Board	Firoz Dhariwala, Director of Finance
Dhofar Marble and Granite Company SAOG	PO Box 2227	Salalah	211	n/a	Oman	n/a	n/a	Abdullah Mohsin Mohamed, Chairman of the Board	Firoz Dhariwala, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Mailing Address 4	Country	Telephone	Fax	CEO	CFO
Cleveland Granite	955 West Ave.	Cleveland, Ohio	44113	n/a	United States	(216) 241-0220	USA (216)241-	n/a	n/a
Gralex S.A.	Gulledelle 94	Bruxelles	B-1200	n/a	Belgium	n/a	n/a	Bernard Ghins, Chairman of the Board	Daniel Lamoureux, Director of Finance
Kgale Quarries Ltd.	PO Box 602072	Gaborone	n/a	n/a	Botswana	n/a	n/a	n/a	Nic van Rensburg, Director of Finance
Bhutan Carbide and Chemicals Ltd.	1st Fl. TCC Complex Bldg.	Phuntsholing	n/a	n/a	Bhutan	n/a	n/a	Dasho U. Dorji, Chairman of the Board	J. Ravindran, Director of Finance
UCP Snc	Gulledelle 94	Bruxelles	B-1200	n/a	Belgium	n/a	n/a	Patrice Notte, Chairman of the Board	n/a
Pedreira Anhanguera S.A. Empresa de Mineracao	Rua Dom Jose de Barros 152, 8 an	Sao Paulo	SP 01038-902	n/a	Brazil	n/a	n/a	Thomaz Melo Cruz, Chairman of the Board	n/a
Elepem Ltd.	Dafnis and Delos Street, Ipsonas	Limassol	CY-2021	n/a	Cyprus	n/a	n/a	n/a	Mikis Michaelides, Director of Finance
Peletico Ltd.	19 Kambos Street, Strovolos Indu	Nicosia	CY-1506	n/a	Cyprus	n/a	n/a	Chris Peleties, Chairman of the Board	Nicos Kaloyiour, Director of Finance
Ethiopian Marble Industry	PO Box 862	Addis Ababa	n/a	n/a	Ethiopia	n/a	n/a	n/a	Getahun Gebre, Director of Finance
National Mining Corp.	PO Box 1174	Addis Ababa	n/a	n/a	Ethiopia	n/a	n/a	n/a	Dessu Antawi, Director of Finance
Basalt AG	Linzhausenstr 20	Linz	D-53545	n/a	Germany	n/a	n/a	n/a	n/a
Limestone Products Ltd.	PO Box 1163	Takoradi	n/a	n/a	Ghana	n/a	n/a	S. E. K. Jonah, Chairman of the Board	Osei Amo-Mensah, Director of Finance
Dionysos Pentelicon Marble Co. S.A.	119 Messogeion	Athens	GR-115	n/a	Greece	n/a	n/a	G. Krassoulis, Chairman of the Board	M. Saltagiannis, Director of Finance
Lazaridis Drama Marmor AG	Terma Efxeinou Pontou	Drama	GR-661	n/a	Greece	n/a	n/a	N. Lazaridis, Chairman of the Board	n/a
Shui On Group Ltd.	34/F Shui On Centre, 6-8 Harbour	Hong Kong	n/a	n/a	Hong Kong	n/a	n/a	Vincent H. S. Lo, Chairman of the Board	Eric H. Leung, Director of Finance
Magyar Terranova Epitoanyagipari Kft	Pf 46	Pilisvorosvar	2085	n/a	Hungaries	n/a	n/a	n/a	Imrene Olah, Director of Finance

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Mailing Address 4	Country	Telephone	Fax	CEO	CFO
Chinar Exports Ltd.	Ambadeep 13th Floor, 14 Kasturba	New Delhi	110 001	n/a	India	n/a	n/a	V. Ramakrishna, Chairman of the Board	n/a
S N Sunderson Ltd.	1 Desh Bandhu Gupta Rd.	New Delhi	110 055	n/a	India	n/a	n/a	n/a	n/a
Vineet Udyog Ltd.	Udyog Vihar, Sukher	Udaipur	313 001	n/a	India	n/a	n/a	n/a	n/a
Yenepoya Minerals and Granites Ltd.	P O Jodumarga, Muda Village	Taluka Bantwal	574 219	n/a	India	n/a	n/a	Y. Mohammed Kunhi, Chairman of the Board	n/a
Societe Tunisienne des Materiaux de Construction S.A.	2 Place Barcelone	Tunis	1000	n/a	Tunisia	n/a	n/a	Mohamed Eltaief, Chairman of the Board	n/a
Ciments de Bizerte	Baie De Sebra, BP 53	Bizerte	7018	n/a	Tunisia	n/a	n/a	Abderrahmen Touhami, Chairman of the Board	Tahar Dhaouadi, Director of Finance
Nouvelle Ste. Togolaise Marbrerie et de Materiaux	BP 2105	Lome	n/a	n/a	Togo	n/a	n/a	n/a	n/a
Thai Granite PCL	542-184-187 Rajadapisek Road, Ch	Bangkok	10900	n/a	Thailand	n/a	n/a	Somboon Songpaibool, Chairman of the Board	n/a
Aokam Thai PCL	Sino-Thai Tower, 32/60 Sukhumvit	Bangkok	10110	n/a	Thailand	n/a	n/a	Prakit Pradipasen, Chairman of the Board	n/a
Kwalini Ltd.	PO Box 242	Mbabane	n/a	n/a	Swaziland	n/a	n/a	n/a	n/a
Minaco Stone	PO Box 27520	Benrose	2011	n/a	South Africa	n/a	n/a	n/a	n/a
Marble Lime and Associated Industries Ltd.	PO Box 7711	Johannesburg	2000	n/a	South Africa	n/a	n/a	n/a	Michael Vorster, Director of Finance
Metadynamics Ltd.	PO Box 1301	Randburg	2125	n/a	South Africa	n/a	n/a	n/a	R. V. Coulson, Director of Finance
Latilla Mining and Exploration	PO Box 801	Bedfordview	2008	n/a	South Africa	n/a	n/a	n/a	n/a
Pogranskoe Quarries Joint Stock Co.	Ul. Promyvnye 7	Podporozhe	187740	n/a	Russia	n/a	n/a	n/a	n/a
Ras Al Khaimah Rock Co.	PO Box 86	Ras Al Khaimah	n/a	n/a	United Arab Emirates	n/a	n/a	Sultan Bin Saqr Al Qasimi, Chairman of the Board	n/a

Company	Mailing Address 1	Mailing Address 2	Mailing Address 3	Mailing Address 4	Country	Telephone	Fax	CEO	CFO
Przedsiębiorstwo Gorniczo Obrobcze Granit S.A.	6 Gornicza	Strzegom	58-150	n/a	Poland	n/a	n/a	n/a	Mgr Edward Kotwica, Director of Finance
Namibia Marble and Granite Ltd.	PO Box 69	Karibib	n/a	n/a	Namibia	n/a	n/a	n/a	Dominique Wittreich, Director of Finance
Freedom Group	17 Ihama Rd.	Benin City	n/a	n/a	Nigeria	n/a	n/a	Chief V. E. Agenmonmen, Chairman of the Board	Chuks Onyemulu, Director of Finance
CDM- Companhia de Desenvolvimento Mineiro SARL	Avenida 24 de Julho 1895, Caixa	Maputo	n/a	n/a	Mozambique	n/a	n/a	Luis Jossene, Chairman of the Board	n/a
Marmoles Poblanos S.A. de C.V.	Rancho La Calera s/n, Bosque de	Puebla	72520	n/a	Mexico	n/a	n/a	Gonzalo O'Farril Bautista, Chairman of the Board	n/a
Kenneison Bros. Sdn Bhd	PO Box 1	Batu Caves	68100	n/a	Malaysia	n/a	n/a	n/a	Henry Lim, Director of Finance
Lesotho Sandstone Company Ltd.	Private Bag A241	Maseru	n/a	n/a	Lesotho	n/a	n/a	L. G. Facta, Chairman of the Board	n/a
Daesung Resources Company Ltd.	155-2 Kwanhon-dong, Chongro ku	Seoul	n/a	n/a	South Korea	n/a	n/a	Kim Young-Hun, Chairman of the Board	n/a
Jordan Carbonate Co.	PO Box 1059	Amman	11118	n/a	Jordan	n/a	n/a	Aymen Hatahet, Chairman of the Board	n/a
Kfar Giladi Quarries Ltd.	Kibbutz Kfar Giladi	Upper Galilee	12210	n/a	Israel	n/a	n/a	n/a	n/a
ENAMARBRE	BP 228	Skikda	2100	n/a	Algeria	n/a	n/a	Djamel Mohamed Soudani, Chairman of the Board	n/a
Uzstroyaterialy Concern	Mirokilova Str. 68	Tashkent	700128	n/a	Uzbekistan	n/a	n/a	Nizamov Z. Makhhammadamin, Chairman of the Board	n/a
Nurata Mramor	704000 Nurata	Ul. Karernaya	n/a	n/a	Uzbekistan	n/a	n/a	n/a	A. Imamov, Director of Finance
Saba Dimensional Stones Share Co.	PO Box 13195	Addis Ababa	n/a	n/a	Ethiopia	n/a	n/a	Tewodros Hagos, Chairman of the Board	Tewolde Balcha, Director of Finance
Fujian Chemical Fabrics Plant	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
FRANZ CARL NUDLING Basaltwerke GmbH und Co. KG	Ruprechtstrasse 24	Fulda	D-36037	n/a	Germany	n/a	n/a	n/a	n/a

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Erste Bayerische Basaltstein-AG	Steinmuhle 20	Mitterteich	D-95666	n/a	Germany	n/a	n/a	n/a	n/a
Sächsische Quarzporphyr-Werke GmbH	Steinbergstrasse 27	Rocknitz	D-04808	n/a	Germany	n/a	n/a	n/a	n/a
Hatzakis Marble Industry	6 Tinou St.	Athens	GR-152	n/a	Greece	n/a	n/a	n/a	n/a
Societe Nouvelle Basaltes	57 rue Pierre Charron	Paris	F-75008	n/a	France	n/a	n/a	Robert Toure, Chairman of the Board	n/a
Gulf Stone Co SAOG	PO Box 253	Al Azaiba	130	n/a	Oman	n/a	n/a	Ahmed Mohammed Al Rasbi, Chairman of the Board	n/a
Ras Al Khaimah Rock Co.	PO Box 86	Ras Al Khaimah	n/a	n/a	United Arab Emirates	n/a	n/a	Sultan Bin Saqr Al Qasimi, Chairman of the Board	n/a
Ciments de Bizerte Les	Baie De Sebra, BP 53	Bizerte	7018	n/a	Tunisia	n/a	n/a	Abderrahmen Touhami, Chairman of the Board	Tahar Dhaouadi, Director of Finance
Societe Tunisienne des Matériaux de Construction SA	2 Place Barcelone	Tunis	1000	n/a	Tunisia	n/a	n/a	Mohamed Eltaief, Chairman of the Board	n/a
Jordan Carbonate Co.	PO Box 1059	Amman	11118	n/a	Jordan	n/a	n/a	Aymen Hatahet, Chairman of the Board	n/a
ENAMARBRE	BP 228	Skikda	2100	n/a	Algeria	n/a	n/a	Djamel Mohamed Soudani, Chairman of the Board	n/a
Gulf Stone Co SAOG	PO Box 253	Al Azaiba	130	n/a	Oman	n/a	n/a	Ahmed Mohammed Al Rasbi, Chairman of the Board	n/a
Shui On Holdings Ltd.	34/F Shui On Centre, 6-8 Harbour	Hong Kong	n/a	n/a	Hong Kong	n/a	n/a	n/a	n/a
C I Holdings Bhd.	Level 8, Wisma Hong Leong, 18 Ja	Kuala Lumpur	50450	n/a	Malaysia	n/a	n/a	Tan Sri Quek Leng Chan, Chairman of the Board	Quah Ban Lee, Director of Finance
Sino-Thai Resources Development PCL	Sino-Thai Tower, 32/60 Sukhumvit	Bangkok	10110	n/a	Thailand	n/a	n/a	Prakit Pradipasen, Chairman of the Board	n/a
Thai Granite PCL	542-184-187 Rajadapisek Road, Ch	Bangkok	10900	n/a	Thailand	n/a	n/a	Somboon Songpaibool, Chairman of the Board	n/a
Daesung Resources Co Ltd.	155-2 Kwanhon-dong, Chongro-ku	Seoul	n/a	n/a	South Korea	n/a	n/a	Kim Young-Hun, Chairman of the Board	n/a

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Kenneison Brothers Sdn Bhd	PO Box 1	Batu Caves	68100	n/a	Malaysia	n/a	n/a	n/a	Henry Lim, Director of Finance
Fujian Chemical Fabrics Plant	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a