

March Status Report
 European OEM Division
 Jeff Lum

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EXHIBIT
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**March Status Report
European OEM Division
Jeff Lum**

Revenue (see attachment A for details)

Revenue for the month was \$15.3M versus budget of \$7.5M. The new Siemens license was finally signed which accounted for the bulk of surplus. In addition, we invoiced \$2.5M of miscellaneous GmbH and Ltd business. We finished the quarter at \$16.9M in revenues vs. budget of \$15.1M. This is \$1M more than I expected even without the Vobis license, which we will see billed in May. YTD revenues are \$46M versus a budget of \$41.9M. FYQ4 will be strong as well. I expect to close the year in June at \$62.5M versus our budget of \$57.1M.

New Business Signed		
Account	Product	Comments
Vobis Data	DOS 5.0/Win 3/Works	Min commits to \$1.2M/qr when they ship DOS5
Bull	LM/X	40% recoupable against existing PPB.
Amstrad	DOS 5.0	Amendment signed by customer
Amstrad	German Works	\$328K commitment
Olivetti	All products incl DOS 5.0	\$1.2M dollars per year - two years
Asemi	Renewal + DOS 5.0	Commitment increased to \$657K
Victor	Renewal + DOS 5.0	
Schneider Koch	LM 2.0	\$75k ann. volume; amendment
Schneider Ref	DOS, Win, Works, OS/2	\$2,500k; eff 10/1/90. \$2.4m PPB carried over
SNI	DOS, Win, OS/2	\$4000k; eff 10/1/90
SNI	LM, LM/X	\$518k; eff 10/1/90

New Business Pending					
Account	Product	Royalty	Commit	Close	Chance
Philips	DOS 5.0/Windows	\$23.00	50,000	5/91	90%
Philips	MM Windows	\$42.00	25,000	7/1	75%
Olivetti-US	Works	\$48.50	5,000	6/91	50%
Olivetti-US	Arabic DOS	\$55.00	5,000	6/1	50%
Dan Tech	DOS/Shell/Win	guideline	\$500K/yr	7/1	40
CT Comtec	DOS/Shell/Win	\$46/\$7/\$40	6k	6/91	30%
CT Comtec	OS/2	\$160	500	6/91	30%
BOFISU	DOS/Shell	\$45	1k	4/91	10%
Amstrad	Win 3.0	\$7.5	\$400/Annum	5/91	95%
Amstrad	Works 2.0	\$26.50	12.5k	4/91	98%
Apricot	New Contract	Various	\$1.6M/Annum	5/91	100%
ICL	Win 3.0	\$1,065,000/Yr	50k	5/91	70%

News

Bull announces \$1.2B loss for CY90
Gery Calabrese was promoted to VP in charge of PCs for Philips CE in North America. This is good for us as Markpa has struck a good relationship with him and should give us greater penetration into Philips.

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Amstrad announced 3 new machines at CeBIT: a color laptop (looked like a Sharp design), a notebook, and a very small footprint 386sx machine which seemed to get a lot of attention from people. It was packaged very nicely.

People

Eilen Taylor signed on as the new PackDOS rep in MS LTD.
 Maurb suffered a setback on hiring his new AM. No reasonable candidates found yet, and little time to search for one.

Issues

Philips continues to delay the signing of their Windows 3.0 amendment, in spite of the fact that they have been shipping since January. We may need to get nasty if we don't see it by the end of April.
 Commodore slow to react against distribution of Works separately from their hardware. This was addressed at CeBIT, but we had to send a reminder letter to Helmut Jost to get him moving on it.
 OEMs will not be happy with the fact that they can't license the RUP install technology. We need to be prepared for abuse.

DOS 5.0 Watch

As of this writing, 23 signed DOS 5.0 licenses. There are about 9 "major" OEMs still outstanding. See attachment B for status of most active accounts.

Packaged DOS

Subsidiary	March Actual	March Budget	FYQ3 Forecast	FYQ3 Budget
MSAB	2,747	2,300	6,680	5,867
MSEV	1,827	1,386	6,337	3,696
MSCMBH	27,217	14,831	89,506	45,088
MSLTD	4,400	2,600	10,727	7,700
MSEARL	4,678	3,198	20,495	9,423
MSEPA	2,280	1,768	6,970	5,464
MSSRL				
TOTAL				

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SARL Packdos sales sluggish this month. Suspected reasons: big surge of sales in February still selling through, and the dollar rate was high (thus some customers waited for dollar to fall). Chrisa sees setback as temporary. April volumes are back to normal. Great win by the SARL guys with IPC SARL, who has been shipping DOS/Win combo, but will convert to DOS/Win royalty at \$100/system when they announce their new notebook product in May. This agreement will kill a pending DRDOS deal.

SPA had a good month which rocketed them above plan YTD. 4 new licenses signed in March. However, Giuseppe is seeing a lot of heat by Taiwanese manufacturers for DRDOS (packaged). He is even seeing it offered for free on 286 processors!

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GMBH slipped to below 30K units in March. CeBIT can be quite disruptive in March. They are having a hard time to get their top customers to stick to their forecasts. Manfreds is starting a campaign to get better data and better relationships with their top 6-10 customers. Good possibility of converting a large PackDOS OEM, Schmitt, to royalty DOS, Windows, and Works. They'll need to do this to compete with Vobls. These guys have the ability to ship up to 40K per year this year.

MS-LTD

Record month for shipment in spite of inventory shortage. 10 new PackDOS agreement this month. Davebr was successful in getting Multiplex, DRI's largest Packaged DRDOS customer to order PackDOS from him. Good start. Ellen Taylor started this month as a new PackDOS rep. She will eventually replace Davebr who will move on to royalty accounts to help relieve Sandy from some, if not all, of his account responsibilities.

MS-AB

Although YTD revenue is above budget, unit numbers are below. Moving towards a new strategy of allowing OEMs to purchase small quantities (25); any orders below 100 units will be cash. AB has had to adjust the price of the DOS/Win combo to compete against the grey market.

Laptop Watch

Amstrad launched color 386 lap cruncher and notebook at CeBIT.
RML about to launch a couple of new laptops (OEMed from Taiwan).

RISC Watch

Tandon to ship SPARC workstations in Germany according to Manfreds.
MIFS has been calling on all top UK accounts. Sandy to coordinate meeting with them to get status and see how we can work together.

Product Marketing Feedback

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DOS 5.0:

GmbH picked up some intelligence that DRI plans to announce/ship DR DOS 6.0 12 weeks after we announce DOS 5.0.

DRI being real aggressive in Italy with an OEM called Staver. Offering DRDOS between \$8-12.
Ankfreab and Maurb fighting real hard to keep Staver away from DRI.

Talked to some Taiwan OEMs (smaller ones) at CeBIT. Their stories are pretty consistent - mid teens for packaged product with no commit.

RCMDOS

SARL has identified a semiconductor distributor, TEKELEC, as a potential candidate to distribute RCMDOS in France for us. They focus on industrial automation. Their market size is estimated at 20K units/year (Intel). They have already identified two reasonably sized prospects.

Multimedia Windows

The high entry price for joining the European affiliate program of the multimedia council will be a barrier to entry for all but a few. We'll see what Glaser picks up on his tour thru Europe in early April.
ICL interested in becoming a European partner in the Council.

Apricot (Peter Home) sent a letter to billg complaining about the high price of entry into the council for European OEMS.

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LANMAN

Philips, ICL, Nokia, Siemens, Tulip, Schneider & Koch, and Olivetti will participate in LM Council meeting in April.

RCE in France reported sales of 222 LANMAN servers in FYQ2.

We gave Nokia the ability to upgrade the 3COM install base. They pushed pretty hard for this.

Pen Windows

SNI sees opportunities here and will build systems for pen based products. We need to get them on our bandwagon. They have been thinking about financial applications like auto teller machines, etc. Pradeeps or Lloydfr should be talking these guys. In Cannes at the Euro OEM Briefing?

Product Support Services

We need OT be careful about how we position the Olivetti SE program to Olivetti as it appears that Lord Morrison is doing what the SE normally does - track down technical issues with development or deep within PSS. Now we are going to charge them \$150K for what they now get for free? Complaints from Seco and Asem that Online response is too slow. Armandoc needs to resolve in SPA.

Account Summaries

Amstrad

Sandy arranged a productive meeting between Joachim and Malcolm Miller. Joachim was able to squash any more random ideas about DRI on the 8086s for at least another year. They signed their DOS 5.0 amendment as well as an agreement to bundle German Works on selected machines.

Apricot

Sandy has reached agreement with them to a new license (won't revert to Mitsubishi as earlier expected). Commitment will be 100K units over two years for all systems products.

Aquarius

Reached agreement with them at CeBIT to raise their unit commit from 40K to 60K per annum. We'll get DOS, Windows, and Works for about \$2M per year.

Asem

Andreab just signed them to 2 year agreement for DOS 5.0 and OS/2 - \$650K. Other opportunities include packaged LANMAN and Works bundle.

Bull

Announced DCM on March 14 which aims to provide transparency and distribution in a heterogeneous environment. It is based on OSF DCE, X/OPEN, Postx, etc. Users get access through a GUI - Windows or Motif. LM/X is part of this set of products and will be implemented on their Unix DPX minicomputer.

Bull engineering enthusiastic about Visual Basic. 10 people developing a product plan for it.

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ICL

Will participate in the LANMAN Council meetings in April. Appears they will likely have SPARC workstations via Fujitsu (this was always speculation but Dalebor got more hard data about it recently). MIPS paid a visit to ICL also this month. No major actions pending from that meeting from what we can tell. Dale organized a go-karting event with ICL that worked out nicely as a social event for the companies. Windows is still a hot topic. They are committed to it, but have some concerns regarding the MS-Fujitsu-ICL contractual relationships. Dale is trying to schedule a 3-way meeting with the 3 companies.

Nokia

Held executive review in March. We need to pay more attention to this account. They mention this to me every time I see them. Lots of issues with this account. Lars should spend more time on campus working the issues rather than working them from Sweden where he has a hard time following up on outstanding issues.

Nokia's business is feeling the pinch of the economic slump in the Nordic area; some layoffs are expected at Nokia. Their business is flat.

The LAC agreement, which allows them to license MS products onto non-Nokia hardware, was signed by Jeremy and Jukka culminating a year long negotiation.

Two engineers have moved to Redmond and have started work on OS/2 3.0 with us.

Olivetti USA

Interested in Arabic DOS for the machines they are sending into Kuwait as part of a post war cleanup plan. I am not holding my breath on this one. This is the same group that has given us the runaround on Works and Windows in the past. The Works bundle was recently shelved.

Olivetti - SPA

Clearly unhappy about the backseat they had to take on the ACE announcement. Threatened to pull out but they didn't anyway. MIPS owns this issue of giving them the proper attribution, but Carls is helping somehow.

Good progress here by Nancyrl. Source fee waived since prior Bauer customer. Awaiting final Ts&Cs to be agreed to.

MMW and Perwin issues still active. Fear that Office and OSN may make independent decisions on their OS of choice and choose GO. Maurizio is on top of it.

Excellent job by Maurizio in finishing up the Olivetti amendment which extended their license for another two years at \$12M per year. Good work Maurizio.

Peacock

GmbH squelched an aggressive Logitech push for mice and renewed the MS Mouse agreement for 25K units per year.

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Phillips

Mark continues to get good account penetration into Phillips and Magnavox via the Multimedia issues. That's the good news. The bad news is that we uncovered some agreements they have been working on with Geoworks and Lotus on some of the machines on the consumer electronics side.

Mark and donnag are putting together a plan to unseat these competitors on the current platform if not the next generation of products.

Schneider Rundfunkwerke

Met with Schneider and Rusniok at CeBIT and agreed to license the Shell on non-Windows machines for \$1. These guys are trying to up their image to top quality and great support at reasonable prices.

Will reduce their dealer channel from 1200 to 400 this year. Manfreds needs to work on resolving the Works unbundling issue with Quelle (same problem as Commodore).

Siemens-Nixdorf Informationssysteme AG (SNI)

Finally got their license agreement signed that merged Siemens and Nixdorf. This released the dam of revenue that was being held up by these agreements. The merger seems to be struggling along, and it appears they are having a long ramp time to reach their "synergy at work" slogan. SNI is on IBM's top 5 list for licensing Extended Services. You can count on IBM going after them full bore with a total OS/2 solution.

SMT-Goupil

Rumors still strong that either Siemens or a Japanese OEM will buy them. Everything with them has come to a halt until they know where they are going, and with whom. Minimum commitments are at risk for FY92. They are already behind in payments this year.

Tulip

Last month I reported that they declined the royalty LANMAN proposal. This month they were presented with a 46% discount on packaged LANMAN for all of Europe. They declined this also. We have agreed to go back with lower minimum commitments to get the royalty business. This is likely to go through.

Victor

Not much new to report here over last month. Appears there are some political struggles going on between Tandy and Victor as it has been like pulling teeth to get someone from Victor to attend the Tandy exec review in June. We have been told no one from Victor will be present. High probability that Tandy will take over the Victor license in July. Magnus did a good job on finishing a very complex amendment to their agreement which includes DOS 5.0. Their recent involvement in LANMAN bids will force them to get involved with the product, but the opportunities are too small to justify right away.

Vobis

Joachim met with Theo Lieven reached agreement on the outstanding license. We get Windows or Works on every PC, plus DOS 5.0 when they start shipping the German version. Vobis is one of DRI's largest OEMs worldwide (largest in Europe). This was a great win for us. This is just the beginning, however. We need to stay close to this company as we know DRI is very close and they will do all they can to win these guys back (but we do have them locked up for another 1.5 years!).

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REVENUE PERFORMANCE SUMMARY: Month-to-date; Quarter-to-date; Year-to-date Quarter: 3 FY91

Account	January Budget	January Actual	February Budget	February Actual	March Budget	March Actual	FYQ3 Actual	FYQ3 Budget	FYQ3 Diff.
MSAB	0	0	0	28,721	0	52,000	80,721	0	80,721
Dalatronic	0	0	0	0	550,000	0	0	550,000	-550,000
Nokia	1,279,320	0	0	0	0	1,004,070	1,004,070	1,279,320	-275,250
Norski	37,250	0	0	0	0	0	0	37,250	-37,250
PCQT	0	0	0	0	0	13,500	13,500	0	13,500
MSBV	0	0	0	0	0	2,625	2,625	0	2,625
G2	0	0	0	284,821	44,312	169,118	453,938	44,312	409,627
Tufts	0	130,107	798,965	0	0	750,000	880,107	798,965	81,142
MSGMBH	1,107,000	566,905	114,750	215,058	221,000	1,689,814	2,471,777	1,442,750	1,029,027
Nordor	893,982	0	0	0	405,312	-469,875	-469,875	1,398,294	-1,869,169
Peacock	0	0	58,292	0	184,208	242,500	242,500	242,500	0
Schneider	0	0	0	0	1,000,000	1,250,000	1,250,000	1,000,000	250,000
Siemens	0	8,000	834,500	0	61,062	2,571,188	2,579,188	695,562	1,683,626
MSLTD	108,250	-54,806	4,500	54,688	0	861,810	861,810	1,127,800	748,942
Amstrad	0	0	300,687	0	72,788	315,212	315,212	373,475	-58,263
Acricof	0	0	0	0	360,000	505,815	505,815	360,000	145,815
ICL	0	0	0	18,463	536,250	536,250	554,713	536,250	18,463
Ocus	0	0	177,300	0	0	353,698	353,698	177,300	176,398
RML	0	0	720	0	399,280	375,500	375,500	400,000	-24,500
MSSARL	33,995	19,415	0	58,162	0	48,375	125,952	35,995	89,957
Amstrad	0	317,828	0	0	0	0	317,828	0	317,828
Bull	481,845	0	0	0	0	0	0	480,645	-480,645
PCE	0	0	0	0	43,562	83,193	83,193	43,562	49,631
SMT Goupil	0	0	246,109	0	453,891	800,000	800,000	700,000	200,000
Telemecanique	0	0	0	0	47,250	47,250	47,250	47,250	0
MSSPA	0	0	0	0	0	1,188	1,188	0	1,188
Asem	0	0	0	0	0	0	0	0	0
Buffett	0	0	30,200	0	0	0	0	30,200	-30,200
Finair	0	0	0	0	20,000	20,000	20,000	20,000	0
Intercomp	0	0	5,200	0	25,000	25,000	25,000	30,200	-5,200
Olivetti	0	8,364	671,486	-10,098	2,203,514	2,875,000	2,873,266	2,975,000	-1,734
Unibit	0	0	0	0	133,375	137,500	137,500	133,375	4,125
Hartarex	0	0	0	0	250,000	200,000	200,000	250,000	-50,000
MSSRL	6,538	1,190	0	0	131,000	22,872	24,062	137,538	-113,476
MSHO-Phillip	0	0	392,660	0	307,340	707,840	707,840	700,000	7,840
Totals	4,048,980	997,003	3,635,369	649,815	7,449,144	15,301,441	16,948,259	15,133,493	1,814,766
		25%		18%		205%		112%	

SUBSIDIARY SUMMARY: Month-to-date; Quarter-to-date; Year-to-date Quarter: 3 FY91

Account	January Budget	January Actual	February Budget	February Actual	March Budget	March Actual	FYQ3 Actual	FYQ3 Budget	FYQ3 Diff.	YTD-Mar. Actual	YTD-Mar. Budget
MSAB	1,316,570	0	0	28,721	550,000	1,069,570	1,018,291	1,866,570	-768,279	5,233,617	5,144,217
MSBV	0	130,107	798,965	284,821	44,312	921,743	1,336,671	843,277	493,394	4,074,858	2,242,069
MSGMBH	2,100,982	574,905	1,007,542	215,058	1,871,582	5,293,626	6,073,590	4,980,106	1,093,484	12,185,832	13,868,550
MSLTD	108,250	-54,806	483,207	73,151	1,368,318	2,948,285	2,956,629	1,959,775	1,006,854	8,751,326	5,471,525
MSSARL	516,640	337,243	246,109	58,162	544,703	1,088,818	1,494,223	1,307,452	176,771	3,932,253	3,103,818
MSSPA	0	8,364	706,886	-10,098	2,631,889	3,258,688	3,256,954	3,338,775	-81,822	9,618,482	9,595,675
MSSRL	6,538	1,190	0	0	131,000	22,872	24,062	137,538	-113,476	90,875	407,812
MSHO	0	0	392,660	0	307,340	707,840	707,840	700,000	7,840	2,123,520	2,100,000
Totals	4,048,980	997,003	3,635,369	649,815	7,449,144	15,301,441	16,948,259	15,133,493	1,814,766	46,010,862	41,931,666
										YTD-Mar. %	110%

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DOS 5.0 Watch (March 1991)

Account Name	Account Mgr	Status*	Expected Close Date	Expected Ship Date**	DRI Threat?***
Acibus Computer	olivers	S		OAK + 60	N
AEG Olympia	micro	S		OAK + 60	N
Akhter	davebr	P	May-91	OAK + 60	N
Amstrad	sandyd	S		OAK + 60	Y
Apnot Computers	sandyd	P	May-91	OAK + 30	N
Aquantia	olivers	N	May-91	11-Jun	E
Asem	andreas	S		OAK + 60	N
Azuro	ignaciof	V	Aug-91	Sep-91 (#)	N
BEC Computers GmbH	michjo	S			
Broner Intl - Europe	davebr	P	May-91	OAK + 30	N
CANTE-FAST	micro	P	May-91	OAK + 60	N
Comcon Technology	davebr	P			
Comtes	olivers	N	May-91	OAK + 30	N
Digital Microsystems	olivers	S			
EMC-Electronic	jaapv	P	May-91	OAK + 60	N
G2	hansra	S		OAK + 30	N
Geosart Brender	micro	P	May-91	OAK + 60	N
Hantarex	andreas	N	May-91	OAK + 60	N
Hucky Computers	davebr	P			
ICL	daleoor	P	May-91	OAK + 90	N
IGS mbH & Co.KG	jaapv	P	May-91	OAK + 30	N
Imedcon		S			
Intercomp	andreas	S		OAK + 60	N
IPC Deutschland	olivers	S		30-Jun	N
MOS (OTM)	micro	P	May-91	OAK + 30	N
Kontron Elektronik	jaapv	P	May-91	OAK + 60	N
Mostron	olivers	S			
Nokia	larsant	S		OAK + 60	N
Onvetti	mauro	S		OAK + 60	N
Opus Supplies	sandyd	P	May-91	OAK + 60	N
PCOT	magnusi	S			
Peacock	olivers	S		OAK + 60	N
Philips	markba	N	May-91	?	N
Protel Electronic	olivers	N	May-91	OAK + 60	N
Pyramid Computer	micro	P	May-91	OAK + 30	N
Quatro Computers	davebr	V		OAK + 30	
Real Time Control	davebr	P			
REIN Elektronik	micro	P	May-91	OAK + 30	N
Research Machines	sandyd	P	May-91	OAK + 90	N
Robotron Ascota	jaapv	S			
Robotron Buron	jaapv	S			
Ronda & Schwarz	jaapv	P	May-91	OAK + 60	N
Sander Computersysteme	michjo	S			
Schneider Rund.	micro	S		11-Jun	N
Schweers	olivers	P	May-91	OAK + 60	N
Siemens Nixdorf	micro	S		OAK + 60	N
SMT-Goupil	chrsa	P		French OAK + 60	N
Theuretzbacher & Co	micro	P	May-91	OAK + 60	E
Tid Data A/S	magnusi	P	May-91	OAK + 30	N
Tuip	hansra	N	May-91	OAK + 30	N
Unibit	andreas	P	May-91	OAK + 60	N
Unidata	andreas	S			
Type Industry Prod.	davebr	P			
Victor	magnusi	S			
Viglen Ltd	davebr	P	May-91	OAK + 30	N
Vodis	manfreds	S		OAK + 30	C
Weico	jaapv	P	May-91	OAK + 60	N

*Status: P=Proposal N=Negotiating S=Signed LOI=Letter of Intent V=Verbal OK N/A=Not Applicable

**Expected Ship Date = OAK + number of days (e.g. OAK + 30, 60, or 90)

***DRI Threat: C=DRI customer N=No threat E=Evaluating DRI DOS

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Attachment C - Windows 3.0 License Status

Current or Pending Windows 3.0 Licensees as of..... 16-Apr-91

Company	Account Manager	Pre Installed?	Signed (S) or Pending (P)
Actebis	olivers		
AEG Olympia	manfreds		
Aknter Group PLC	davebr		
Amstrad	sandyd	Y	P
Apricot Computers	sandyd		
Aquarius Systems International	olivers		
Asem SPA	andreab		
Brother Int'l	davebr		
Digitale Microsysteme GmbH	olivers		
G2 Computers	hansra		
IPC Deutschland	olivers		
Intercomp APA	andreab		
Nokia Data Systems	larsahl	Y	
Orivetl SPA	maurb		
Optisys AB	magnusl	Y	
Peacock	manfred		
Philips	markba		P
Profex Electronic	olivers		
Quatro	davebr		
Research Machines Ltd.	sandyd	Y	
Schneider	michro		
Siemens-Nixdorf	jaapv		
SMT-Goupil	chrisa		
Tiki Data	magnusl		
Tulip Computer BV	hansra		
Unibit	andreab	Y	
Unidata	andreab		
Victor	magnusl	Y	
Viglen	davebr	Y	

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EOEM OS/2 1.21 and 1.3 Status

OS/2.1.3

OS/2.1.21

Account Name	Account Mgr	Shipping (Version*/M)	Expected Ship Date	Required Localized Version(s)*	Will Ship? (Y/N)	Required Localized Version(s)*
AEG Olympia	mlchro	N	Apr-91	G	N	
Anistrad	sandyd	US			N	
Apico Computers	olivers	Y	Mar-91	I	Y	I
Aquarius	andreas	US			Maybe	
Ascom	magnus	N	Apr-91	G	N	
Banzel	mlchro	N	Jan-91	G	N	
Borus	chrisa	N	Apr-91	G	N	
Bull	olivers	N	Apr-91	G	Maybe	
CB Computerbau	magnus	US	Mar-91	I	Y	
Datasonic (Victor)	hanara	N	Apr-91	G	N	
G2	mlchro	N	Apr-91	G	N	
GEFA Prozesstechnik	mlchro	US	Mar-91	G	Maybe	
ICL	dialeb	N	Apr-91	G	N	
Informatik Forum	jaspv	N	May-91	G	Maybe	
ITOS	mlchro	N				
Jel Computer	magnus	US				
Kontron	jaspv	N	Apr-91	G	Y	Undecided: F7/G?
Musertechnik	EAST	US			Y	Da/Du/F/G/J/K/P/R/S
Nokia	larahl	US			N	
Olivetti	maurb	US			Y	
Parcock	jaspv	US				
Phillips	maikba	N	Apr-91	G	N	
Pyramid	mlchro	N	Mar-91	G	N	
REIN Elektronik	mlchro	N	Q3 FY91	G	N	
Forsch Machinos	sandyd	N	Apr-91	G	N	
Schnaider Rund	mlchro	N	Feb-91	G	N	
Siemens Nixdorf	jaspv	US	Jan-91		N	
SMT-Goupil	chrisa	N	Jan-91		Y	I
Telemechanique	chrisa	N			N	
Tulp	hanara	N			Y	I
Unibel	andreas	US			Y	I
Unidata	andreas	US			N	
Verbis	manfreds	N	Apr-91	G	N	

* Da = Danish, Du = Dutch, F = French, G = German, I = Italian, K = Kanji, P = Portuguese, R = Russian, S = Spanish

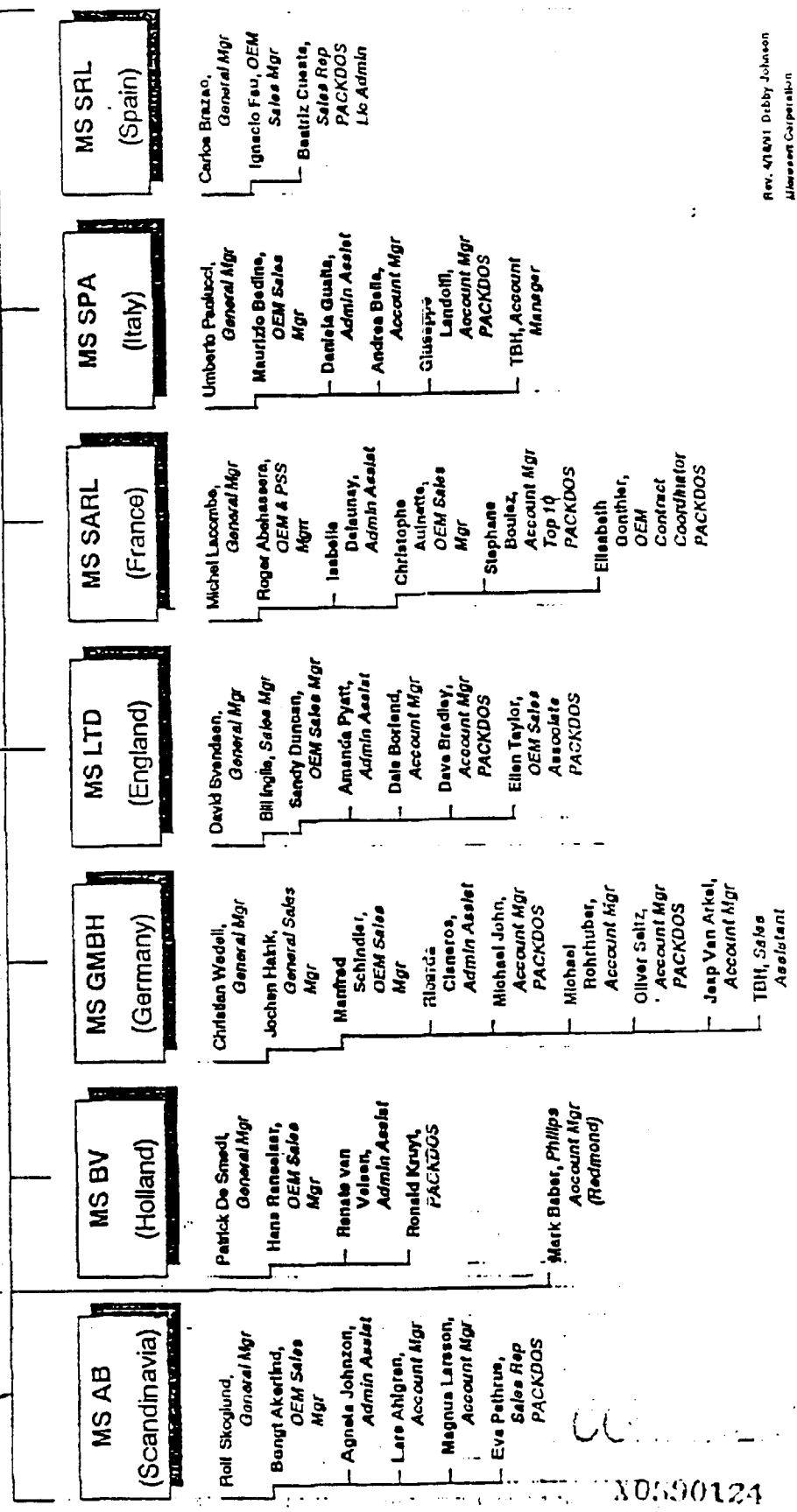
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