

company	salu	firstname	lastname	title	address	city	state	zip	industry	sales (millions \$)	User1
3Com Corp	Mr	Eric	Benhamou	CEO	5400 Bayfront Plaza	Santa Clara	CA	95052	network, LAN	450.00	
Abaton	Mr	Harold	Clark	President	48431 Milmont Dr.	Fremont	CA	94538	PC Equipment	0.00	
ABB Drive Inc.	Mr	Klause	Agthe	CEO	16250 W. Glendale Dr	New Berlin	WI	53151	computer	30.00	
Access Graphics	Mr	John	Ramsey	President	1426 Pearl St	Boulder	CO	80302	RES	250.00	
Access Technology Inc.	Mr	Carl	Nelson	President	Two Executive Park	Natick	MA	01760	business software	30.00	
Acco USA	Mr	Bruce	Gescheider	President	770 S. Acco Plaza	Wheeling	IL	60090	data comm	320.00	
Accu-sort Systems, Inc.	Mr	Al	Wurz	President	511 School House Rd.	Telford	PA	18969	electronic equipment	25.00	
Acer America.	Mr	Ronald	Chwang	President	2641 Orchard Pkwy.	San Jose	CA	95134	PCs	1200.00	
Acer America.	Mr	Stan	Shih	CEO	2641 Orchard Pkwy.	San Jose	CA	95134	PCs	1200.00	
ACI US	Ms	Marylene D.	Delphis	President	10351 Bubb Road	Cupertino	CA	95014	SW100, business	23.00	
ACT Financial Systems, Inc.	Mr	William	Payne	President	45 Broadway, 4th Floor	New York	NY	10006	banking applications	200.00	
Action Instruments	Mr	Jim	Pinto	CEO	8601 Aero Dr.	San Diego	CA	92123	VAR-manuf	30.00	
Action Technologies	Mr	Tom	White	CEO		Alameda	CA		workgroup sw	0.00	
Activision	Mr	Robert	Kotick	CEO	11440 San Vicente Blvd	Los Angeles	CA	90049	SW100, PC, entertainment	21.00	
ADAC Laboratories	Mr	Stan	Czerwinski	CEO	540 Alder Ave.	Milpitas	CA	95035	healthcare software	100.00	
Adaptec, Inc.	Mr	Grant	Saviers	President	691 S. Milpitas Blvd	Milpitas	CA	95035	computer	151.00	
ADC Telecommunications, Inc.	Mr	William	Cadogan	President	4900 West 78th St.	Minneapolis	MN	55435	DC	310.00	
ADMINS, Inc.	Mr	Dagfinn	Saether	President	432 Columbia St.	Cambridge	MA	02141	data base software	12.00	
ADP	Mr	Josh	Weston	CEO	175 Jackson Plaza	Ann Arbor	MI	48106	services	2000.00	
Adra Systems, Inc.	Mr	William	Mason	President	59 Technology Dr.	Lowell	MA	01851	manufacturing software	20.00	
Adstar	Mr	Ed	Zschau	CEO	5600 Cottle Road	San Jose	CA	95193	disk drives, IBM	62000.00	
ADTRAN, Inc.	Mr	Mark	Smith	President	901 Explorer Blvd.	Huntsville	AL	35806	communications products	48.00	
Advanced Information Service	Mr	Gerry	Nelson	President	126 High St.	Boston	MA	02110	banking software	7.00	
Advanced	Mr	Jerome	Hill	President	800 Follin Lane,	Vienna	VA	2218	software	25.00	

Technology Advanced Technology	Mr	Del	Lewis	nt CEO	Ste 800 Follin Lane,	Vienna	VA	0 2218	software	25.00
Advantage Systems Inc.	Mr	Joseph	Bayne	CEO	Ste 950 Winter St.	Waltham	MA	0 0215	banking software	6.00
Advantis	Mr	Gary	Weis	Preside nt	3405 W. Dr. MLKing Blvd.	Tampa	FL	3360 7	data comm services,SI,IBM	500.00
AG Communicatio n Systems	Mr	Jack	Kirker	Preside nt	2500 W. Utopia Rd.	Phoenix	AZ	8502 7	systems & software,SI	300.00
Agency Management Services	Mr	David	Wroe	Preside nt	700 Longwater Dr.	Norwell	MA	0206 1	VAR-insur	100.00
AgFa Compugraphic	Mr	Ken	Draeger	Preside nt	90 Industrial Way	Wilmington	MA	0118 7	computer	
AGS Information Serv	Mr	Tony	Stepanski	Preside nt	1139 Spruce Dr.	Mountains ide	NJ	0709 2	SW100	210.00
AICorp.,Inc	Mr	Robert	Goldman	CEO	138 Technology Dr.	Waltham	MA	0215 4	software: AI	40.00
AIM Systems	Mr	Scott	Borchardt	Preside nt	1130 D Burnett Ave.	Concord	CA	9452 0	software	
Algor Interactive Systems	Mr	Michael	Bussler	Preside nt	150 Beta Drive	Pittsburgh	PA	1523 8	SW-CAD	7.00
Allen Systems Group	Mr	Arthur	Allen	CEO	750 11th St., South	Naples	FL	3394 0	system & comm sw	22.00
Alliant Computer Sys	Mr	Craig	Mundie	Preside nt	One Monarch Dr.	Littleton	MA	0146 0	computer	70.00
Alloy Computer Products	Mr	Herbert	Shanzer	Preside nt	1 Brigham St.	Marlborou gh	MA	0175 2	LAN products	30.00
Alpha Microsystems	Mr	Douglas	Tullio	Preside nt	3501 Sunflower	Santa Ana	CA	9270 4	computer	50.00
Alpha Software Corp.	Mr	Richard	Rabins	Preside nt	One North Ave.	Burlington	MA	0180 3	PC,business,SW 100	18.00
Alsys, Inc.	Mr	Jean- Louis	Olie	CEO	67 S. Bedford St.	Burlington	MA	0180 3	SW100: ADA	40.00
Alsys, Inc.	Mr	Benjami n	Goodwin	Preside nt	67 S. Bedford St.	Burlington	MA	0180 3	SW100: ADA	40.00
Altera Corp.	Mr	Rodney	Smith	Preside nt	2610 Orchard Parkway	San Jose	CA	9513 4	computer	60.00
Altos Computer Syste	Mr	Bob	Bozeman	Preside nt	2641 Orchard Pkw	San Jose	CA	9513 4	computer	
America On- Line	Mr	Steve	Case	Preside nt	8619 Westwood Ctr.	Vienna	VA	2218 2	network services	30.00
American Lightwave Systems	Mr	M. F.	Mesiya	Preside nt	358 Hall Ave.	Wallingfor d	CT	0649 2	DC	310.00
American Management Systems	Mr	Philip	Giutini	Preside nt	1777 Kent St.	Arlington	VA	2220 9	SW, SI	333.00
American	Mr	Rodger	Dowdell	CEO	132 Fairgrounds	West	RI	0289	power	157.00

Power Conversion					Rd.	Kingston		2	equipment	
American Research Co	Mr	Alex	Ho	President	1101 Monterey Pass R	Monterey Park	CA	91754	computer	100.00
Ameritech Information Systems	Mr	Roger	Plummer	President	500 W. Madison St.	Chicago	IL	60606	software	100.00
AMNET, Inc.	Mr	H. Jay	Hill	CEO	1881 Worcester Rd.	Framingham	MA	01701	data comm	13.00
AMP, Inc.	Mr	James	Marley	President	PO Box 3608	Harrisburg	PA	17105	data comm products	3000.00
Analogic Corp.	Mr	Bernard	Gordon	President	8 Centennial Dr.	Peabody	MA	01960	computer products	150.00
Analysts Int'l Corp.	Mr	Victor	Benda	President	7615 Metro Blvd	Minneapolis	MN	55439	programming services	130.00
Anco Corp	Mr	Edmund	Chang	CEO	9477 Archibald Ave.	Rancho Cucamong	CA	91730	LAN	
Andersen Consulting	Mr	George	Shaheen	CEO	69 W. Washington St.	Chicago	IL	60602	SI, consulting	2250.00
Anterior Technology	Mr	Geoffrey	Goodfellow	President	PO Box 1206	Menlo Park	CA	94026	mobile mail	0.00
Anthem Electronics Inc.	Mr	Robert	Tyroop	CEO	1160 Ridder Park Dr	San Jose	CA	95131	ICs	420.00
Apertus Technologies	Mr	Robert	Gordon	CEO	7275 Flying Cloud Dr	Eden Prairie	MN	55344	network	28.00
Applicon	Mr	Bradford	Morley	President	4251 Plymouth Rd	Ann Arbor	MI	48106	SW-cad	90.00
Applied Automation, Inc.	Mr	David	Snow	President	1700 Dell Ave, Ste.	Campbell	CA	95008	software	80.00
Applied Biosystems, Inc.	Mr	Andre	Marion	President	850 Lincoln Center Dr.	Foster City	CA	94404	software	165.00
Applied Color Systems, Inc.	Mr	Don	Hall	President	PO Box 5800	Princeton	NJ	08543	software	
Applied Decision Systems	Mr	Paul	Fulchino	President	99 Hayden Ave.	Lexington	MA	02173	computer	60.00
Applied Learning	Mr	George	Haskell	President	9 Oak Park Dr.	Bedford	MA	01730	education	2000.00
Applied Microsystems Corp.	Mr	Charles	D'Ambrosia	President	5020 148th Ave.	Redmond	WA	98073	software	25.00
Approach Software Corp.	Mr	Kevin	Harvey	President	311 Penobscot Dr	Redwood City	CA	94063	SW-data base	0.00
Archieve Technology, Inc.	Mr	Kenneth	Hendrickson	President	1650 Sunflower Ave	Costa Mesa	CA	92626	tape drive	380.00
ARCO Electronics	Mr	Avraram	Harshalon	President	5830 Sheraton St.	Hollywood	FL	33021	data comm	50.00
Aries Technology,	Mr	Larry	McArthur	CEO	600 Suffolk St	Lowell	MA	01854	CAD software	12.00

Inc. Arthur D. Little Inc.	Mr	Charles	LaMantia	CEO	25 Acorn Park	Cambridge	MA	02140	consulting	500.00
Artisoft, Inc.	Mr	Will	Keiper	President	691 E. River Rd.	Tucson	AZ	85704	LAN, network	75.00
ASA International, Ltd.	Mr	Eli	Szklanka	President	13 Industrial Way	Salem	NH	03079	SW	31.00
ASA International, Ltd	Mr	Christopher	Crane	President	10 Speen St	Framingham	MA	01701	SW	31.00
Ascom Timeplex, Inc.	Mr	William	O'Connor	President	400 Chestnut Ridge Road	Woodcliff Lake	NJ	07675	data comm products	200.00
Aspen Technology, Inc.	Mr	Joseph	Boston	President	10 Canal Park	Cambridge	MA	02141	software	20.00
Asymetrix Corp.	Mr	Paul	Allen	CEO	110 110th Ave, NE, Ste 700	Bellevue	WA	98004	PC,SW100	20.00
AT&T Paradyne	Mr	John	Mitcham	President	8545 125th Ave.	Largo	FL	34649	telecommunications	
Atari	Mr	Sam	Tramiel	CEO	1196 Borregas Ave	Sunnyvale	CA	94086	PCs	452.00
Atex Inc.	Mr	Brian	Lacey	CEO	805 Middlesex Turnpike	Billerica	MA	01821	VAR-publi	60.00
ATG Gigadisc, Inc.	Mr	Michel	Wilsalmon	President	400 W. Cummings Park	Woburn	MA	01801	disk drives	15.00
Atlantic Data Services	Mr	Robert	Howe	President	1 Batterymarch Park	Quincy	MA	02169	development services	15.00
Attachmate Corp.	Mr	Wayne	Smith	CEO	13231 Southeast 36th	Bellevue	WA	98006	data comm products	120.00
Auto Tell Services, Auto-trol	Mr	Richard	Shcwenk	President	600 Clark Ave.	King of Prussia	PA	19406	VAR-autom	21.00
Technology Corp	Mr	Howard	Hillman	CEO	12500 N. Washington St.	Denver	CO	80241	appl. software	65.00
Autographix, Inc.	Mr	D. Westervelt	Davis	President	63 Third Ave.	Burlington	MA	01803	graphics products	35.00
Avatar Corp.	Mr	Thomas	Bogan	President	65 South St.	Hopkinton	MA	01748	mainframe connectivity	14.00
Avid Technology, Inc.	Mr	Curt	Rawley	President	3 Burlington Woods	Burlington	MA	01803	computer graphics	50.00
Axel Electronics	Mr	Manny	Matnick	President	134-20 Jamaica Ave.	Jamaica	NY	11418	data comm products	0.00
Aydin Controls	Mr	Palle	Christensen	President	414 Commerce Dr.	Ft. Washington	PA	19034	communications	142.00
Aydin Corp.	Mr	Gary	Boswell	President	700 Dresher Rd.	Horsham	PA	19044	communications	142.00
A & I Associates	Mr	Gerald	Asselin		60 Williams Drive	Longmeadow	MA	01106	Recruiter	

A. Davis Grant & Co.	Mr	Allan	Grossman	1 Ronson Rd	Iselin	NJ	08830	Recruiter
A. William Symth Adams & Assoc.	Mr	William	Symth	PO Box 380	Ross	CA	94957	Recruiter
Advanced Executive Resources	Mr	Adam	Zak	978 Hampton Park	Barrington	IL	60010	Recruiter
Aim Executive Consulting Services	Mr	Michael	Harvey	4610 44th St	Grand Rapids	MI	49512	Recruiter
Albert J. Walsh & Assoc.	Mr	John	Thornton	35000 Chardon Rd, Ste 425	Willoughby Hills	OH	44094	Recruiter
Allan Karson Assoc.	Mr	Albert	Walsh	PO Box 301	Newtown	PA	18940	Recruiter
Allerton Henegan & O'Neil	Mr	Allan	Karson	8200 Blvd. East	North Bergen	NJ	07047	Recruiter
Alexander Ross Associates	Mr	Donald	Allerton	208 S. LaSalle St., Ste 766	Chicago	IL	60604	Recruiter
Alwyn Assoc., Inc.	Mr	Ben	Lichtenstein	280 Madison Ave.	New York	NY	10016	Recruiter
American Executive Search Services, Inc.	Mr	Arthur	D'Elia	PO Box 757	Southport	CT	06490	Recruiter
Ames & Ames	Mr	Donald	Tisher	7045 Via Valverde	San Jose	CA	95135	Recruiter
Andcor Human Resources	Mr	Andrew	Ames	PO Box 7404	Menlo Park	CA	94026	Recruiter
Anders Inc.	Mr	Dennis	Anderson	600 S. Highway 179	Minneapolis	MN	55426	Recruiter
Anderson Bradshaw Assoc.	Mr	Kenneth	Anderson	PO Box 20429	Cleveland	OH	44120	Recruiter
Anderson & Associates	Mr	Robert	Anderson	1225 N. Loop West, Ste. 820	Houston	TX	77008	Recruiter
Annapolis Consulting Group	Mr	Donald	Anderson	112 S. Tryon, Ste. 540	Charlotte	NC	28284	Recruiter
Anthony Michael & Co.	Mr	Ronald	Lindner	1099 Winterson Rd.	Linthicum	MD	21090	Recruiter
Anthony Executive Search	Mr	Michael	Kulesza	10 Post Office Sq., Ste 600	Boston	MA	02109	Recruiter
Argus National, Inc.	Mr	Charles	Anthony	PO Box 320	Dublin	NH	02444	Recruiter
Ashworth Consultants, Inc.	Mr	Ronald	Guido	98 Mill Plain Rd., Ste 301	Danbury	CT	06811	Recruiter
Asquith &	Mr	Robert	Ash	53 Fulton St.	Boston	MA	02109	Recruiter
	Mr	Jerry	Morris	586 Boston Post	Weston	MA	02119	Recruiter

Jackson Assoc Aubin International, Inc.	Mr	Richard	Aubin	Road 281 Winter St.	Waltham	MA	3 0215 4	Recruiter
Baldwin Associates, Inc.	Mr	Max	Baldwin	39 Locust Ave.	New Canaan	CT	0684 0	Recruiter
Ballantyne & Assoc	Mr	Tom	Ballantyne	PO Box 810	Moss Beach	CA	9403 8	Recruiter
Ballos & Co., Inc.	Mr	Constan tine	Ballos	415 Speedwell Ave.	Morris Plains	NJ	0795 0	Recruiter
Barger & Sargeant, Inc.	Mr	H. Carter	Barger	One Bicentennial Sq.	Concord	NH	0330 1	Recruiter
Barnes, Walters & Assoc.	Mr	Richard	Barnes	1110 N. Old Wold Thrid St	Milwaukee	WI	5320 3	Recruiter
Jonathan Barrett & Co.	Mr	John	Gorga	201 Rte 17, Ste 300	Rutheford	NJ	0707 0	Recruiter
Barry Nathanson & Co.	Mr	Barry	Nathanson	40 Cutter Mill Rd.	Great Neck	NY	1102 1	Recruiter
Bartholdi & Company	Mr	Ted	Bartholdi	P.O. Box 2547	Avon	CO	8162 0	Recruiter
Barton Raben, Inc.	Mr	Gary	Barton	Three Riverway	Houston	TX	7705 6	Recruiter
Barton Sans Int'l	Mr	Robert	Rawson	PO Box 10315	Phoenix	AZ	8506 4	Recruiter
Bason Assoc.	Mr	Morris	Bason	410 Crescent Ave.	Cincinnati	OH	4521 5	Recruiter
Battalia	Mr	Dale	Winston	300 Park Ave.	New York	NY	1002 2	Recruiter
Winston Intl Martin Bauman Associates	Mr	Martin	Bauman	410 Park Ave.	New York	NY	1002 2	Recruiter
BDO Seidman	Mr	Bernard	Ryan	1430 Broadway	New York	NY	1001 8	Recruiter
Beall & Company, Inc.	Mr	Charles	Beall	535 Colonial Park Dr.	Roswell	GA	3007 5	Recruiter
Becker, Norton & Co.	Mr	Robert	Becker	4088 Alpha Dr.	Allison Park	PA	1410 1	Recruiter
Bennett Search & Consulting	Mr	Robert	Bennett	5790 Bald Eagle Dr.	Naples	FL	3394 1	Recruiter
Bert H. Early Associates	Mr	Bert	Early	55 E. Monroe St.	Chicago	IL	6060 3	Recruiter
Bialecki Inc	Ms	Linda	Bialecki	780 Third Ave.	New York	NY	1001 7	Recruiter
Bishop Partners, Ltd.	Ms	Linda	Bishop	708 Thrid Ave.	New York	NY	1001 7	Recruiter
Blacksaw, Olmstead & Atwood	Mr	Brian	Blackshaw	3413 Peachtree Rd, NE	Atlanta	GA	3032 6	Recruiter
Blake, Hansen & Nye, Ltd.	Mr	David	Nye	1155 Connecticut Ave, Ste 400	Washingto n	DC	2003 6	Recruiter
Blaney	Mr	John	Blaney	97 Lowell Rd	Concord	MA	0174	Recruiter

Executive Search							2	
Blendow, Crowley & Oliver, Inc.	Mr	Lawrence	Crowley	629 Fifth Ave.	Pelham	NY	10803	Recruiter
Block & Assoc.	Mr	Randall	Block	20 Sunnyside Ave.	Mill Valley	CA	94941	Recruiter
Blum & Co	Mr	Buzz	Blum	PO Box 128	Nashota	WI	53058	Recruiter
Boardroom Planning & Consulting Group	Mr	Justin	Thompson	24 Fort Salonga Rd.	Centerport	NY	11721	Recruiter
Boyden	Mr	Leonard	Clark	364 Elwood Ave.	Hawthorne	NY	10532	Recruiter
Boyden	Mr	E. Wade	Close	625 Stanwix St., Ste 2405	Pittsburgh	PA	15222	Recruiter
Boyden/Spaine	Mr	Charles	Splaine	15951 Los Gatos Blvd.	Los Gatos	CA	95032	Recruiter
Brault & Associates	Mr	J. P.	Brault	11703 Bowman Green Dr.	Reston	VA	22090	Recruiter
Brentwood Int'l.	Mr	James	Keenan	9841 Airport Blvd., Ste. 420	Los Angeles	CA	90045	Recruiter
Brissenden, McFarland, Wagoner & Fuccella, Inc.	Mr	Hoke	Brissenden	721 Route 202-206	Bridgewater	NJ	08807	Recruiter
Broadly & Associates	Mr	Steve	Brody	P.O. Box 522	Alamo	CA	94507	Recruiter
Bruce Edward & Assoc.	Mr	Bruce	Edwards	220 Main St., Ste 900	Durham	NC	27705	Recruiter
Bruce Roberts Associates	Mr	Bruce	Roberts	250 W. 57th St.	New York	NY	10107	Recruiter
Buck Associates	Mr	Charles	Buck	501 Madison Ave.	New York	NY	10022	Recruiter
Bullis & Co., Inc.	Mr	Richard	Bullis	120 Quintara St.	San Francisco	CA	94116	Recruiter
Burke, O'Brien & Bishop	Mr	James	Bishop	1000 Herrontown Road	Princeton	NY	08540	Recruiter
Busch Int'l.	Mr	Jack	Busch	One First St., Ste. 4	Los Altos	CA	94022	Recruiter
Butterfass, Pepe & MacCallan, Inc.	Mr	Stanley	Butterfass	104 Airmont Ave.	Mahwah	NJ	07430	Recruiter
Buzhardt Assoc.	Mr	J.F.	Buzhardt	1385 Narrow Gauge Rd.	Bolton	MI	39041	Recruiter

