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A STRATEGY
FOR ECONOMIC
REDEVELOPMENT

by

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SEPTEMBER 1988

A STRATEGY FOR THE ATTRACTION OF NEW BUSINESS TO NORTHEAST MINNESOTA

Forecast Northeast Minnesota for Redevelopment of Lake and St. Louis County

Although 1987 has just ended, the estimate of modest improved economic conditions over 1985 have probably not materialized for Northeast Minnesota. If the region had not experienced a protracted steel strike, then gross regional product for the area would have increased to an estimate of \$5.480 billion up from a 4.714 billion for 1985. Presuming the national economy continues to improve then Northeast Minnesota will grow with GRP rising to \$6.050 billion in 1988 (see Table 1).

The growth in GRP will be across the board but it will be led by somewhat improved conditions in mining and colateral industries and continued rapid growth in the wood products industry and tourism. The expected increase in the region's economy, however, must be taken in perspective from where the economy has come. Even if the growth currently forecast for the regional economy materializes, the region's GRP will still be only 74 percent of the level of output reached in 1980. In a nut shell, Northeast Minnesota remains deep in a regional depression.

One of the most serious consequences of this regional depression is the lack of locally generated capital to finance reinvestment in new or expanding firms or industries. In Table 2 the regionally generated financial capital for Northeast Minnesota with a 4 billion dollar GRP economy shows that the region will generate only about \$350 to \$400 million in capital resources. The region, however, requires about \$2.15 billion per year to replace worn out or obsolete capital.

At the present time in Northeast Minnesota there are 7,200 different firms employing on the average about 124,000 workers. These jobs have required about \$119,000 per job in average regional investment to create. The investment per job varies greatly depending on the industry which employs the individual. For example, the Lake Superior Paper Mill is investing some \$300 million to create 300 new jobs in Duluth. This investment project required over \$1,000,000 per new job created. On the other end of the spectrum Stephanie's on the Lake, a new restaurant in Duluth, invested \$150,000 to create 25 new jobs. This investment required about \$6,000 in new capital for each job created. Obviously, the number and quality of jobs created by any new investment activity in the region will vary widely in terms of capital required.

The regions goal should include the identification of prospective new employers that will be capable of creating new jobs in the region. If this goal is to be reached, these new firms will require an investment of \$24 million in new capital for each 200 new jobs created.

TABLE 1

Impact of Change in Steel Industry
of Northeastern Minnesota Economy

Millions of Dollars - 1986 Prices

	<u>1980</u>	<u>1985</u>	<u>Est.</u> <u>1987</u>	<u>Forecast</u> <u>1988</u>
Taconite Industry	3,484.75	2,087.52	2,400.00	2,700.00
Ore Transport	<u>401.29</u>	<u>240.39</u>	<u>280.00</u>	<u>300.00</u>
Total	3,886.04	2,327.91	2,680.00	3,000.00
Other Transport	800.00	700.00	800.00	900.00
Wood	729.00	929.00	1,100.00	1,200.00
Tourism	182.00	242.00	300.00	330.00
Other	<u>802.93</u>	<u>515.14</u>	<u>600.00</u>	<u>620.00</u>
Gross Regional Product	6,399.97	4,714.05	5,480.00	6,050.00
Employment	133,500.00	121,900.00	123,000.00	124,000.00

Source: J. Peterson, et al., "Estimating the Direct and Indirect Impacts of Direct Reduction and Steelmaking in Northeastern Minnesota," Duluth, Minnesota, Bureau of Business and Economic Research, 1981. See Table 7, p. 33. Adjusted to 1986 prices.

TABLE 2

Northeastern Minnesota Sources and Demand
for Funds in 1985

Capital Needs:	1985
1. Replace obsolete industry ¹	\$1.42 billion
2. Expand capital stock at national rate ²	.25
3. Replace worn out capital during year's production ³	.48
4. Total capital needs	2.15
Savings Available Regionally:	
5. Capital consumption allowance	.48
6. Business saving from retained profits ⁴	.13
7. Personal saving	.17
8. Federal saving	-.20
9. Total savings available	.58
10. .65 x total available for reinvestment ⁵	.37

Source: Jerrold M. Peterson, Department of Economics, University of Minnesota-Duluth, and J. P. Consulting, Inc.

¹Based on industry adjustment of capacity from 65 to 50 million tons.

²Growth rate of National Capital Stock.

³National Capital Consumption Allowance applied to Region through GRP.

⁴National percentages applied to GRP.

⁵Presumes that 35 percent of savings from taconite industry will be unavailable for redevelopment of regional economy.

Types of Industries that Might be Capable of Locating in Northeast Minnesota

While it may be possible to relocate firms in industries that are declining, the most likely candidate for relocation are firms in industries experiencing rapid regional or national growth. In Minnesota the two major sectors of industrial and commercial growth are shown in Tables 3 and 4. One of the major requirements will be to target firms for possible expansion or relocation. The targeting of such firms will begin by targeting specific industries. From Table 3 it can be seen that certain industries such as ordinance, books, millwork (plywood) or periodicals might provide beginning target groups of firms to approach in the manufacturing sector. From Table 4 certain services such as finance, insurance, real estate or health care may provide opportunities for Northeast Minnesota.

The service sector is the fastest growing national and state two digit industry. One of the potentially rapid growing segments of this industry is Computer Software. At present this industry is in its infant stage. Minnesota has over 100 companies and employees nearly 600 people in this activity. At present the Northeast Minnesota region has less than one percent of these jobs or firms 3 out of 379. This industry's revenues are expected to grow at the annual rate of over 14 percent per year for the next decade. (see Table 7 for current industry in Minnesota)

Table 3

**Minnesota Manufacturing Industries Which Gained 1,000 Jobs
or More Between 1976 and 1983**

SIC	Industry	Job Gain (loss)	Percentage Gain (loss)	1983 Employment
35	Non-electrical machinery	9,295	16.1	67,040
357	Office and computing machines ^a	12,309	47.0	38,485
356	General industrial machinery	1,914	39.9	4,803
359	Miscellaneous machinery	1,308	24.1	6,742
354	Metalworking machinery	119	2.8	3,817
355	Special industrial machinery	11	0.5	2,226
352	Farm and garden machinery	(2,009)	(37.4)	3,358
353	Construction machinery	(1,962)	(26.5)	5,417
358	Refrigeration machinery	(1,700)	(21.9)	5,854
38	Instruments and related products	8,711	71.5	20,888
382	Measuring and controlling devices ^b	8,003-	160.1-	13,002
		10,502	420.1	
384	Medical instruments	1,060	74.3	3,214
383	Optical instruments	225	47.1	469
386	Photographic equipment	61	2.5	2,477
27	Printing and publishing	8,629	32.6	35,119
275	Commercial printing	4,786	41.7	11,488
272	Periodicals	1,142	107.9	2,200
271	Newspapers	1,024	13.7	8,478
273	Books	954	31.2	4,007
274	Miscellaneous publishing	378	62.6	982
279	Printing trade services	290	30.1	1,252
30	Rubber and plastics	3,127	36.4	11,706
307	Miscellaneous plastics	3,380	48.0	10,416
34	Fabricated metal products	2,323	7.9	31,627
348	Ordinance	1,482	15.6	10,959
349	Miscellaneous	1,128	47.5	3,503
347	Metal services	664	42.8	2,214
344	Fabricated structural products	(778)	(13.0)	5,279
346	Metal forgings, stampings ^a	(605)	(16.1)	2,855
32	Stone, clay and glass	2,320	34.2	9,104
328	Cut stone products	138	13.3	1,177
327	Concrete, gypsum, plaster	(925)	(27.8)	2,407

^aEmployment data from Minnesota Department of Jobs and Training, ES 202 forms.

^bTo prevent disclosure of individual firm operations, only a range of employment was reported in 1983.

Source:
U.S. Department of Commerce, Bureau of the Census, *County Business Patterns*, 1976 and 1983.

Table 4

Growth in Minnesota's Services Industries, 1976-1983

SIC	Industry	Job Gain (loss)	Percentage Gain (loss)	1983 Employment
80	Health services	42,472	43.1	141,042
805	Nursing homes	16,062	58.4	43,576
808	Outpatient care	10,726	490.1	12,911
801	Phys. offices	4,970	51.5	14,619
806	Hospitals	4,682	9.6	53,298
802	Dentists offices	3,537	61.8	9,255
804	Other health offices	2,263	187.3	3,471
52-59	Retail trade	37,142	13.9	303,672
581	Eating, drinking places	21,959	32.1	97,618
59	Misc. retail	5,969	17.5	40,005
541	Grocery stores	5,971	19.7	36,243
531	Department stores	3,640	10.7	37,770
60-67	Finance	26,295	33.2	105,397
602	Commercial banks	7,963	41.3	27,241
653	Real estate agents	2,405	52.4	6,997
621	Security brokers	1,511	66.2	3,795
631	Life insurance	1,278	14.4	10,148
616	Mortgage banks	1,259	172.9	1,987
614	Personal credit	942	36.1	3,552
671	Holding offices	934	111.1	1,775
73	Business services	16,244	44.3	52,894
739	Misc. services	7,074	49.1	21,488
734	Svcs. to buildings	4,368	78.7	9,915
736	Personnel services	2,148	34.1	8,449
733	Mailing, repro.	1,633	114.8	3,055
731	Advertising	559	26.5	2,670
50-51	Wholesale trade	13,956	14.5	110,043
508	Machinery, equipment	3,570	15.6	26,473
519	Misc. nondurable	2,362	25.3	11,686
516	Chemicals	1,508	143.9	2,557
514	Groceries	1,143	10.3	12,220
506	Electrical goods	1,094	22.5	5,956
82	Educational services	9,365	56.8	25,855
822	Colleges and universities	11,580	168.6	18,450

Source:

U.S. Department of Commerce, Bureau of the Census, *County Business Patterns*, 1976 and 1983.

Intervention in the Firms Decisions Process

To be successful in attracting new business to an overlooked geographic region, we must be aware of the general process by which decision makers in a firm will make their expansion decisions. The decision often begins in a very fragmented way. The firm may discover or acquire a new product or service or find a new way of producing an old product. Obviously outside interest groups will be oblivious to these first steps in the expansion process for any individual firm.

After the initial fragmented decision process, however, the process becomes more formalized (see Table 5). This process involves a market analysis, production analysis, location analysis, a financial projection and finally the decision to invest. In most cases the process is internal and secret with little chance for outside input. There are usually two times when outside input is capable of altering the decision. The most important time occurs at the stage of financing. Unfortunately, at this stage of the project the location has often been chosen or at least several locations identified. The ability of an outside group to alter the chosen location with an attractive financial package is remote. (Witness G.M.'s Saturn Plant attempts by our state and numerous other states.)

The second intervention point occurs at an earlier phase of the decision process, during the location analysis. Here the firm analyzes the various possible locations in relation to the firm's needs for the project. These needs include analysis of markets, raw materials, labor and transportation in relation to potential locations and then a narrowing of potential locations down to several possible areas. In this process the firm is always operating with incomplete and often biased information. If one or more firms can be identified within growth industries that are in this phase of the decision process the likelihood of successful intervention is greatly enhanced. Our region can identify and describe its strengths while minimizing our area's short comings in relationship to their particular project.

This project focuses on the identification of firms which are still in the process of deciding on the location of their new investment. The project will then concentrate its efforts on selling the regions strengths with the inducement of an attractive financial package as the mechanism of keeping the firm's interest. Through this type of intervention Northeast Minnesota will be able to attract new investment with the potential of providing up to 200 additional jobs for the citizens of Northeastern Minnesota.

TABLE 5
FIRMS HYPOTHETICAL DECISION PROCESS

- I. **Market Analysis**
 - a) Product development
 - b) Market assessment
 - c) Projected sales at various prices

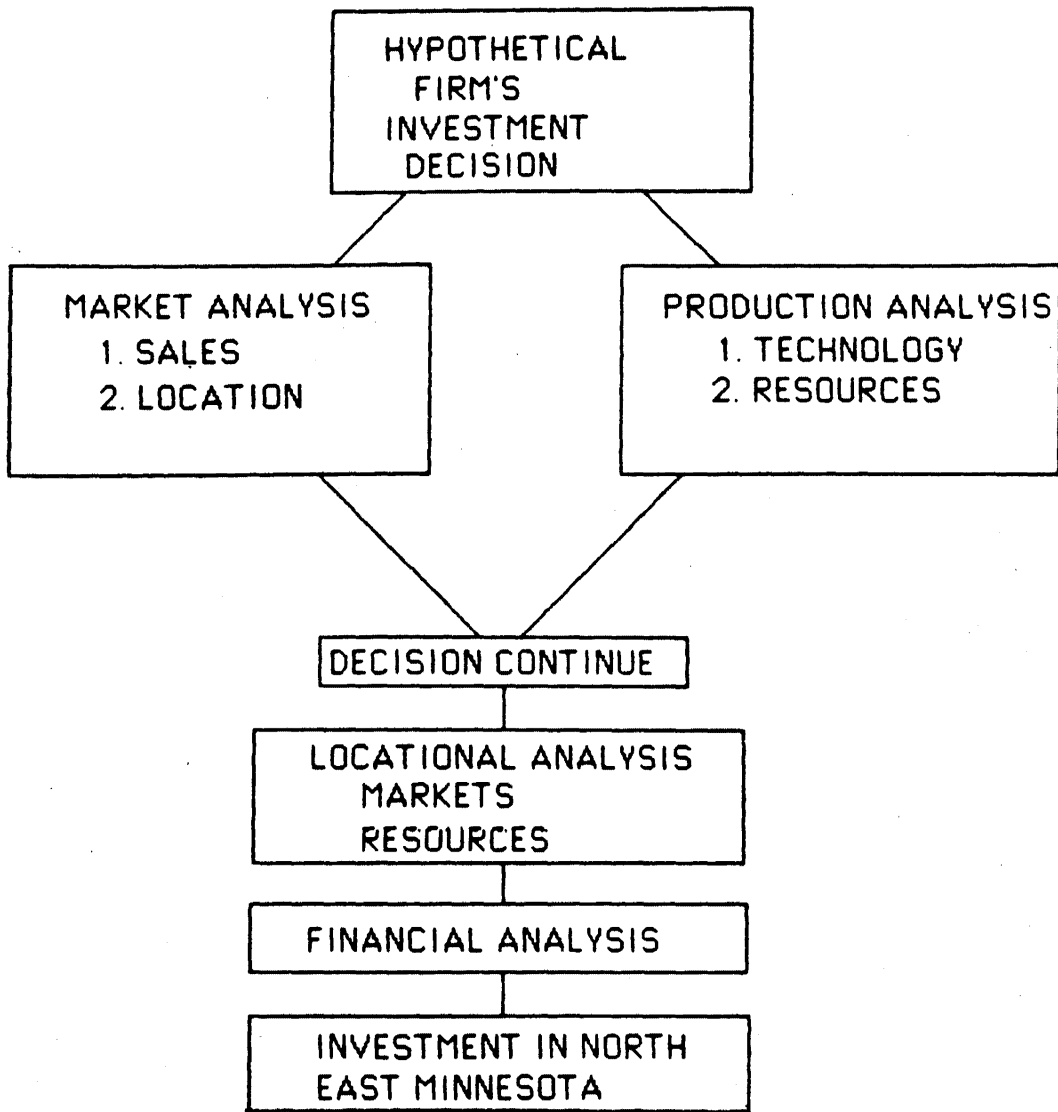
- II. **Production Analysis**
 - a) Technology
 - b) Production Analysis
 - c) Cost assessment

- III. **Location Analysis**
 - a) Markets
 - b) Raw materials
 - c) Labor
 - d) Transportation
 - e) Evaluation of various locations

- IV. **Financing**
 - a) Real Estate
 - b) Capital equipment
 - c) Working capital
 - d) Sources of funds, uses of funds

- V. **Decision to Invest**

TABLE 6
AN INTERVENTION STRATEGY



1988
MSA
Directory

(M)AGREEABLE SOFTWARE, INC.
5925 MAGNOLIA LANE
PLYMOUTH, MN 55442
Phone: 612-559-1108
Contact: MELVYN D. MAGREE

3M COMPANY
PO BOX 33211
ST PAUL, MN 55133
Phone: 612-452-5300
Contact: MARK DUSSEL

4D INTERACTIVE SYSTEMS, INC
PO BOX 6285
ROCHESTER, MN 55903
Phone: 507-285-0150
Contact: DANIEL NICHOLSON

A

A+ COMPUTER SPECIALISTS, INC.
PO BOX 6671
ROCHESTER, MN 55903
Phone: 507-289-4824
Contact: JAMES F. RENN

ABACOUNT INC
1599 SELBY AVE.
ST PAUL, MN 55104
Phone: 612-641-0030
Contact: D HANSEN/B ANTLEY/S BROIN
Product: ACCOUNTING SOFTWARE GEARED
TO WARDS DESIGN STUDIOS, ARCHITECTURE
FIRMS, ETC. USING APPLE MACINTOSH
& DOUBLE HELIX

ABACUS, DIV. OF CALCULUS, INC.
2929 4TH AVE. SO.
MINNEAPOLIS, MN 55408
Phone: 612-827-2689
Contact: B SPIRO/M DERCKS/S DERCKS
Product: CUSTOM SOFTWARE-NEW DEVELOPMENT
OR MODIFICATION OF EXISTING PROGRAMS-
SCIENTIFIC ENGINEERING AND TECHNICAL
APPLICATION

ABC DEVELOPMENT
3433 BROADWAY STREET NE
MINNEAPOLIS, MN 55413
Phone: 612-331-8844
Contact: TOM KOLBO

ACCESS DATA, INC.
1272 RANDOLPH AVE
ST PAUL, MN 55105
Phone: 612-699-7742
Contact: PAUL F. KUETTEL

ACSY COMMAND DATA
2005 SHAUGHNESSY CIRCLE
LONG LAKE, MN 55356
Phone: 612-476-6202
Contact: JAMES WAGNER

ACTIVE SOFTWARE INC
4000 OLSON MEM HWY #611
GOLDEN, MN 55422
Phone: 612-522-4243
Contact: AMY MCNEIL

ACTIVITIES FOR LEARNING
2684 SUMAC RIDGE
ST PAUL, MN 55110
Phone: 612-777-0413
Contact: JOAN A. COTTER

ADVANCED SYSTEMS ANALYSIS
& PROGRAM
11326 N 30TH ST
LAKE ELMO, MN 55042
Phone: 612-770-9339
Contact: PAUL A. RYBERG

AEC ENGINEERS & DESIGNERS
511 11TH AVE S
MINNEAPOLIS, MN 55415
Phone: 612-332-8905
Contact: JOHN R. BUZEK

AEIOU CONSULTING
712 NUTTING COURT
NORTHFIELD, MN 55057
Phone: 507-645-6754
Contact: KARL N. HELLA

ALLENBACH INDUSTRIES, INC.
9201 EAST BLOOMINGTON FREEWAY, #T
BLOOMINGTON, MN 55420
Phone: 612-884-6677
Contact:

ALPHA ASSOC MICROCOMPUTER SUPPORT
3625 TALMAGE CIRCLE
ST PAUL, MN 55110
Phone: 612-646-0099
Contact: HELEN MILLER

ALPHA COMMUNICATIONS INC
2737 NW 16TH ST
MINNEAPOLIS, MN 55112
Contact: WAYNE PAULSON

AMERICAN BUSINESS COMPUTER
3433 NE BROADWAY ST, STE 260
MINNEAPOLIS, MN 55413
Phone: 612-331-8844

ANALYSTS INTERNATIONAL CORP (AIC)
7615 METRO BLVD
MINNEAPOLIS, MN 55435
Phone: 612-835-2330
Contact: VICTOR BENDA

ANATEC
(ANALYTICAL TECHNOLOGIES, INC.)
2817 ANTHONY LANE SO, STE 305
MINNEAPOLIS, MN 55418
Phone: 612-788-2490
Contact: GARY W. FISH

ANN REID/CIS
10301 DECARO AVENUE SO
BLOOMINGTON, MN 55438
Phone: 612-941-8168
Contact: ANN REID

APPLICATION DEVELOPMENT SYSTEMS, INC
6840 78TH AVE NO
MINNEAPOLIS, MN 55445
Phone: 612-560-8633
Contact: DOUG ANDERSON/J FINNAMORE

APPLICATIONS PLUS, INC.
15720 HARMONY WAY
APPLE VALLEY, MN 55124
Phone: 612-432-5560
Contact: BRUCE C. COPLAND

APPLIED SOFTWARE, INC.
3402 COLUMBUS AVE S, DEPT 224
MINNEAPOLIS, MN 55407
Phone: 612-822-1998
Contact: PAUL PALMER

ARSEN DARNAY & ASSOC.
23 W ST ALBANS RD
HOPKINS, MN 55343
Phone: 612-933-2540
Contact: ARSEN DARNAY

ARTS & FARCES VIDEO & INFO SERVICES
316 SO 4TH STREET
STILLWATER, MN 55082
Phone: 612-430-2944
Contact: MICHAEL F RAASE

AUSEN, BOB
10233 GRAND JUNCTION ROAD
CHARLOTTE, NC 28212
Contact: BOB AUSEN

AZIMUTH COURSEWARE, INC.
1035 ST PAUL AVE
ST PAUL, MN 55116
Phone: 612-690-4814
Contact: CYNTHIA L. KREY

B

B. I. MOYLE ASSOCIATES, INC.
5788 LINCOLN DR
EDINA, MN 55436
Phone: 612-933-2885
Contact: BENNETT I. MOYLE
Product: SYSTEM SOFTWARE FOR IBM MAIN-
FRAMES. ALSO SYSTEMS PROGRAMMING
CONSULTING.

BAQUI, ABDUL
822 ALICE DRIVE
THEIF RIVER, MN 56701
Phone: 218-681-8038
Product: CONSULTANT, DATA PROCESSING
AND INSTRUMENTATION/CONTROL.

BARTSOFT
4365 JUNEAU LANE
PLYMOUTH, MN 55446
Phone: 612-559-5501
Contact: CRAIG OR JOHN BARTON

BASS ASSOCIATES
1421 E WAYZATA BLVD
WAYZATA, MN 55391
Phone: 612-476-1144
Contact: JOHN M. BASS

BEACON SYSTEMS CORPORATION
8700 W 36TH ST
ST LOUIS PARK, MN 55447
Phone: 612-933-5580
Contact: JOHN SCHMIDT
Product: FINANCIAL, GRAIN, AND PATRON-
AGE ACCOUNTING SOFTWARE FOR THE
FEED AND GRAIN INDUSTRY. IBM PC AND
COMPATIBLE HARDWARE. SINGLE OR
MULTI USER INSTALLATIONS.

BEAR GRAPHICS SOFTWARE
580 CLEVELAND SW, SUITE 9
NEW BRIGHTON, MN 55112
Phone: 612-633-6353
Contact: SUSAN ERICKSON

BECHAMP SOFTWARE INC.
488 HOLLY AVENUE
ST PAUL, MN 55102
Phone: 612-291-0736
Contact: WILLIAM/KATHLEEN GRAY
Product: DBASE III + CUSTOM PROGRAMMING
FOR SMALL AND LARGE BUSINESSES,
ASHTON-TATE VAR, NOVELL EIDP, NORTH-
ERN COMPUTER DEALER.

BENCHMARK LABORATORIES
4640 W 77TH ST, STE 160
MINNEAPOLIS, MN 55435
Phone: 612-897-3505
Contact: LARRY DECKLEVER

BEYERSOUND COMPUTING
PO BOX 943
ST CLOUD, MN 56302
Phone: 612-252-6965
Contact: SCOTT BEYERS

BLACKBOURN, INC.
10150 CROSSTOWN CIRCLE
EDEN PRAIRIE, MN 55344
Phone: 612-944-7010
Contact: GEORGE THOMAS

BLOOMINGTON PUBLIC SCHOOLS
8900 PORTLAND AVE S
BLOOMINGTON, MN 55420
Phone: 612-887-9130
Contact: L. ANDERSOND. ROBERT PETERSON

BOEHNE, BRUCE
8100 VINCENT AVE. SO.
BLOOMINGTON, MN 55431

BOUCHARD, R. PHILIP
323 OAKWOOD DRIVE
SHOREVIEW, MN 55126
Phone: 612-481-9478
Contact: R. PHILIP BOUCHARD

BRENDAN HOLLY
378 DALY ST.
ST PAUL, MN 55102
Contact: BRENDAN HOLLY

BUCHER, CLINT
343 24TH AVENUE NE
MINNEAPOLIS, MN 55418
Phone: 612-624-7514 (W)
Contact: CLINT BUCHER

BUELOW, ROBERT
6911 ELIOT VIEW ROAD
MPLS., MN 55426
Phone: 612-546-5538

BUSINESS MARKETING TECHNOLOGIES
3221 30TH AVE SO
MINNEAPOLIS, MN 55406
Phone: 612-729-3670
Contact: GARY LEWISON

BUSINESS RECORDS CORPORATION
PO BOX 1082
ST CLOUD, MN 56302
Phone: 612-253-2170
Contact: DAN BRENNAN

C

CANADIAN CONSULATE
701 4TH AVE SO. #900
MINNEAPOLIS, MN 55415-1899
Phone: 612-333-4641
Contact: CHARLES MCGRUFF

CANNON DATA SYSTEMS
114 NO. 3RD ST.
CANNON FALLS, MN 55009
Phone: 507-263-3966
Contact: PAT MORRISEY

CAPITAL SOFTWARE
5100 GAMBLE DR., STE. 460
MINNEAPOLIS, MN 55416
Phone: 612-545-1516
Contact: JULIE NEAL
Product: SOFTWARE DESIGN AND DEVELOPE-
MENT AND CONSULTING FOR MICRO COM-
PUTERS.

CARDINAL HEALTH SYSTEMS, INC.
10250 Valley View Road, Ste. 137
EDEN PRAIRIE, MN 55344
Phone: 612-941-5170
Contact: PATRICK J. CARNES

CAROL BERQUIST
745 LINCOLN AVE.
ST. PAUL, MN 55105

CAROL GODFREY & ASSOCIATES
2109 FREMONT AVENUE SOUTH
MINNEAPOLIS, MN 55405
Phone: 612-374-2582
Contact: CAROL GODFREY

CATERED COMPUTING
1000 CURRIE AVENUE
MINNEAPOLIS, MN 55403
Phone: 612-332-2287
Contact: LAWRENCE BAER

CENTER ASSOCIATES
1450 ENERGY PARK DRIVE, BOX 47
ST PAUL, MN 55108
Phone: 612-644-8849
Contact: JOHN W. CENTER

CHARLES R. PERRIN, CONSULTANTS
20170 HUNTINGTON WAY
PRIOR LAKE, MN 55372
Phone: 612-440-4626
Contact: CHARLES R. PERRIN

CHASE BERNARD FINANCIAL SERVICES
2255 OVERLOOK CIRCLE
BLOOMINGTON, MN 55431
Phone: 612-888-2077
Contact: LLOYD ASHLING

CHEMSOFT
5114 CLEAR SPRING ROAD
MINNETONKA, MN 55345
Phone: 612-934-3916
Contact: LLOYD PETRIE

CHERRY TREE VENTURES
3800 W 80TH ST #1400
MINNEAPOLIS, MN 55431
Phone: 612-893-9012
Contact: JOHN BERGSTROM

CHILDS, CY
10601 SMETANA ROAD, #204
MINNETONKA, MN 55343
Phone: 612-938-4143
Contact: CY CHILDS

CHISHOLM GROUP INC
6458 CITY WEST PARKWAY STE 110
MINNEAPOLIS, MN 55344
Phone: 612-942-0920
Contact: DUANE CARLSON
Product: DEVELOPER & MARKETER OF STRA-
TEGIC MANAGEMENT SYSTEM SOFTWARE
FOR ON-LINE INTERACTIVE APPLICATIONS
IN NETWORK ENVIRONMENTS

CHISHOLM GROUP, INC.
6458 CITY WEST PARKWAY, STE. 110
MINNEAPOLIS, MN 55344
Phone: 612-942-0920
Contact: DUANE S. CARLSON
Product: DEVELOPER AND MARKETS OF
STRATEGIC MANAGEMENT SYSTEM SOFT-
WARE FOR ON-LINE INTERACTIVE APPLICA-
TIONS IN NETWORK ENVIRONMENTS.

CHRONIC ILLNESS CARE
PO BOX 24435
MINNEAPOLIS, MN 55424
Phone: 612-925-2309
Contact: ANDREW NELSON

CITYBUSINESS
600 FIRST AVE NO, STE 600
MINNEAPOLIS, MN 55403
Phone: 612-333-3717
Contact: ANTHONY NEELY
Product: NEWSPAPER

CLASSIC SYSTEMS CORPORATION
10005 2ND AVE SO
BLOOMINGTON, MN 55420
Phone: 612-881-4593
Contact: RICHARD A. CARLSTEN

CLAY COUNTY ABSTRACT
1015 7TH AVENUE N
MOORHEAD, MN 56560
Phone: 218-233-1358
Contact: LEON SCHEFERS

CLEAR WITH COMPUTERS (CWC)
201 NO BROAD ST, STE 301
MANKATO, MN 56001
Phone: 507-345-5349
Contact: REINO R. TUOMALA

CODA MUSIC SOFTWARE
1401 E 79TH ST
MINNEAPOLIS, MN 55425
Phone: 612-854-1288
Contact: JOHN BOROWICZ

COMBASE MARKETING COMPANY
2120 FOURTH STREET
WHITE BEAR LAKE, MN 55110
Phone: 612-429-4695
Contact: BILL BUTLER/BJ HAUGE
Product: SELL COMPUTER SOFTWARE BY
MAIL ORDER METHODS

COMMAND TECHNOLOGIES
1939 UPPER AFTON RD
ST PAUL, MN 55175
Phone: 612-298-1104
Contact: JAMES DAINES

COMMUNICATION SCIENCES, INC.
430 1ST AVE NO., STE. 400
MINNEAPOLIS, MN 55401
Phone: 612-332-7559
Contact: SUSAN FURLOW
Product: CSI SELLS AN ON-LINE DOCUMENTA-
TION/HELP SYSTEM CALLED "EXPLAIN",
AND DISTRIBUTES VARIOUS OTHER CLCS/
VM SOFTWARE PRODUCTS.

COMPRO, INC.
2542 HAUER TRAIL
SHAKOPEE, MN 55379
Phone: 612-496-1134
Contact: JOHN G. LEROUX
Product: BUSINESS MANAGEMENT PACKAGE
FOR MANUFACTURER'S REPRESENTATIVES.

COMPTECH SYSTEMS DESIGN
PO BOX 516
HASTINGS, MN 55033
Phone: 612-437-1350
Contact: JO A. BOETTCHER

COMPUTER AID, INC.
2499 RICE ST, STE 14
ROSEVILLE, MN 55113
Phone: 612-483-4859
Contact: C TAUER/W CARLSON
Product: CONTRACT CONSULTING, SOFTWARE
ENGINEERING AND CONTRACT PROGRAM-
MING WITH EMPHASIS ON ENGINEERING
APPLICATIONS. SYSTEMS SOFTWARE
DEVELOPMENT. RESELLER OF APPLICA-
TIONS BASED ON REALWORLD ACCOUNTING
SOFTWARE IN UNIX AND DOS ENVIRON-
MENTS.

COMPUTER ENCOUNTER
2835 MEDICINE RIDGE RD.
PLYMOUTH, MN 55441
Phone: 612-566-4572
Contact: MYRNA MAROFSKY

COMPUTER LAW SYSTEMS, INC.
11000 W 78TH STREET
EDEN PRAIRIE, MN 55344
Phone: 612-941-3801
Contact: DUANE A. SCHLEY/SANDY SCHLEY

COMPUTER TUTORS, INC.
4124 QUEBEC AVE NO, STE 307
NEW HOPE, MN 55427
Phone: 612-535-7522
Contact: PAM BUSHMAN

COMPUTER USER/MSP PUBLICATIONS
12 SO 6TH ST, STE 1030
MINNEAPOLIS, MN 55402
Phone: 612-339-7571
Contact: DALE ARCHIBALD

COMSTAT DATA MANAGEMENT INC.
PO BOX 527
BUFFALO, MN 55313
Phone: 612-
Contact: MICHAEL SMASAL

CONSOLIDATED DATA SERVICES, INC.
800 WASHINGTON SE
MINNEAPOLIS, MN 55414
Phone: 612-378-3212
Contact: EUGENE ALLRED
Product: SOFTWARE & SOFTWARE TRAINING
FOR CONTROL DATA SYSTEMS

CONSULTING RESOURCES ASSOCIATES, INC
8053 EAST BLOOMINGTON FREEWAY
MINNEAPOLIS, MN 55420
Phone: 612-888-0575
Contact: WILLIAM BUSCH

CONTEMPORARY BUSINESS SERVICES, INC.
1439 ARCADE ST, SUITE 110
ST PAUL, MN 55106
Phone: 612-774-1092
Contact: JAMES W. CURREY

COOPERS & LYBRAND
1000 TCF TOWER
MINNEAPOLIS, MN 55402
Phone: 612-370-9343
Contact: WILLIAM HOGLE

CORNERSTONE INFORMATION
SYSTEMS, INC.
3030 HARBOR LANE, SUITE 131
PLYMOUTH, MN 55447
Phone: 612-559-8873
Contact: B. MCGOLDRICK
Product: IBM 3X SYSTEMS HOUSE, CROSS
INDUSTRY SOFTWARE; CONSULTING; RPG
PROGRAMMING; DATA CONVERSION.

CORNWELL, JOHN
708 SO 3RD ST
MINNEAPOLIS, MN 55415
Contact: JOHN CORNELL

CORRIDOR PROPERTIES, INC.
MUSE TEN CENTER, 230 TENTH AVENUE SO
MINNEAPOLIS, MN 55415
Phone: 612-342-4200
Contact: RANDY HAMBORG

COURSEWARE APPLICATIONS, INC.
ONE APPLE TREE SQUARE, 202L
BLOOMINGTON, MN 55420
Phone: 612-854-8909
Contact: GEORGE F. TRAYNOR

CRESCENT PUBLISHING, INC.
BOX 98
HILLS, MN 56138
Phone: 507-962-3239
Contact: PRESTON VERMEER
Product: BOOK PUBLISHING AND PRINTING
COMPANY. ALSO OPERATE "THE HILLS
CRESENT", WEEKLY NEWSPAPER

CSSI CORP
2249 OVERLOOK DRIVE
MINNEAPOLIS, MN 55431
Phone: 612-881-4501
Contact: PHILIP L. BAYLES

CUSTOMIZED PERSONAL COMPUTING INC
2460 CLOUD DRIVE NE
BLAINE, MN 55434
Phone: 612-755-9344
Contact: LARRY BREMER

CYCLE SOFTWARE
6557 CITY WEST PARKWAY
EDEN PRAIRIE, MN 55344
Contact: LARRY JANKE

CYCLE SOFTWARE COPYING
6557 CITY WEST PARKWAY
EDEN PRAIRIE, MN 55344
Phone: 612-944-8751
Contact: GEORGE ESBENSEN/LYNN KEYES
Product: MAGNETIC MEDIA DUPLICATION,
PACKAGE ASSEMBLY, PRINTING AND ORDER
FULFILLMENT SERVICES.

CYTROL, INC.
4620 W 77TH ST
EDINA, MN 55435
Phone: 612-830-0581
Contact: KEITH PETERSON

D

DAINA
4111 CENTRAL AVENUE NE
COLUMBIA HEIGHTS, MN 55421
Phone: 612-781-7600
Contact: J. PUKITE

DAINES ASSOCIATES
P.O. BOX 75962
ST PAUL, MN 55175
Phone: 612-298-1104
Contact: JAMES R. DAINES
Product: COMPUTER-BASED AUTHORING
SYSTEMS FOR THE DEVELOPMENT OF CAL.
CUSTOM DEVELOPMENT OF TRAINING
MATERIALS.

DAIRYLAND COMPUTER
625 SO LAKESHORE DR
GLENWOOD, MN 56334
Contact: STEPHEN KLICK

DALE VICTOR, CPA
408 RAMSEY PLACE
ST CLOUD, MN 56301
Phone: 612-253-5645
Contact: DALE VICTOR

DASHE & THOMSON WRITING
CONSULTANTS
322 GROVELAND AVENUE
MINNEAPOLIS, MN 55403
Phone: 612-870-7099
Contact: MS DASHE, STACHEL OR THOMSON

DATA CARD CORPORATION
11111 BREN ROAD WEST
MINNETONKA, MN 55343
Phone: 612-933-1223 X 1429
Contact: DANIEL GAWARECKI/D EKBERG

DATA INPUT SERVICES CORP (DISC)
10800 LYNDAL AVE S
BLOOMINGTON, MN 55420
Phone: 612-881-7000
Contact: TERRI SIDERAKOS

DATA WORLD
900 RICE STREET
ST PAUL, MN 55117
Phone: 612-645-0881
Contact: BILL BUTLER

DAVID BRASLAU ASSOC INC
1313 5TH ST SE #322
MINNEAPOLIS, MN 55414
Phone: 612-331-4571
Contact: DAVID BRASLAU/Fran MANKOWSKI

DAVID JENSEN
4639 WILLISTON ROAD
MINNETONKA, MN 55345
Phone: 612-938-2470
Product: INDEPENDENT SOFTWARE DEVELOP-
MENT-IBM PC.

DAVIS, THOMAS & ASSOCIATES, INC.
505 N. COUNTY ROAD 18, STE. 550
MINNEAPOLIS, MN 55441
Phone: 612-591-6100 OR 800-521-6773
Contact: DONALD CABA-DIR OF MARKETING
Product: SYSTEM SOFTWARE: VSAM FILE
RECOVERY, VM AND VSE REMOTE PRINT
DISTRIBUTION. MVS, VM, VSE TECHNICAL
SUPPORT SERVICES. OPERATIONS ANA-
LYSTS AND DATA NETWORK CONSULTANTS

DECISION SOFTWARE
1068 LINCOLN
ST PAUL, MN 55105
Phone: 612-298-1010
Contact: VICTORIA REID

DECISION SUPPORT SOFTWARE, INC.
5100 EDEN AVE, SUITE 107
EDINA, MN 55436
Phone: 612-927-9312
Contact: SCOTT G. PETERSON

DEEGAN LEARNING MATERIALS, INC.
PO BOX 245
MANKATO, MN 56001
Phone: 507-625-6500
Contact: PAUL J. DEEGAN

DENNING CONSULTING SERVICES, INC
1340 MORNINGVIEW DRIVE
MOUND, MN 55364
Phone: 612-472-5999
Contact: RAYMOND B DENNING

DENNIS NELSON
807 CLOQUET AVE.
CLOQUET, MN 55720
Phone: 218-879-6135
Contact: DENNIS NELSON

DEPENDABLE COMPUTER PROGRAMS
5200 WEST 73RD STREET
MINNEAPOLIS, MN 55435
Contact: DANIEL RYBECK

DEPT. OF COMMERCE & COMMUNITY
AFFAIRS

100 W RANDOLPH ST, STE 3-400
CHICAGO, IL 60601
Phone: 312-917-5307
Contact: EVELYN HEATON

DESIGNED BUSINESS APPLICATIONS, INC.
311 RAMSEY HILL
ST PAUL, MN 55102
Phone: 612-293-1420
Contact: SKYE LANROEVER

DEVELOPMENT/RESOURCE GROUP INC
2722 HWY 694 #230
NEW BRIGHTON, MN 55112
Phone: 612-636-9141
Contact: STEVE NEUMEYER

DIGITAL COMPUTER SOFTWARE, INC.
PO BOX 16342
MINNEAPOLIS, MN 55416
Phone: 612-927-7833
Contact: DAVID A. SEFFREN

DOUGLAS S. LOWE, CPA
3711 WASHBURN AVE. NO.
MINNEAPOLIS, MN 55412
Phone: 612-588-5319
Product: FINANCIAL SOFTWARE FN MICRO
COMPANY USERS [DEVELOPMENT STAGE].

DP COMPUTER SYSTEMS
8708 HOPEWOOD AVE
MINNEAPOLIS, MN 55427
Phone: 612-546-2364
Contact: DAVID M. PERLMAN

DUNA STUDIOS
PO BOX 24051
MINNEAPOLIS, MN 55424
Phone: 612-926-5201
Contact: LOIS R. DUNA

DUPONT, STEPHEN J
1817 ASHLAND AVE #3
ST PAUL, MN 55104
Phone: 612-646-5489

DYTECH NORTH
1336 ENERGY PARK DR
ST PAUL, MN 55108
Contact: TOM OLSON

E

EBERT & SEBASTIAN, INC
627 SOUTH SNELLING
ST PAUL, MN 55116
Phone: 612-699-0009
Contact: DAVID SEBASTIAN

ECKMAN, CLIF
4604 DREXEL AVE
EDINA, MN 55424
Phone: 612-925-5494 (H)
Contact: CLIF ECKMAN

EDUSYSTEMS, INC.
2221 UNIVERSITY AVE SE
MINNEAPOLIS, MN 55414
Phone: 612-623-2845
Contact: J. HAUGO/L HAUSMANN

ELECTRO SERVICES/COMFAX
PO BOX 219
CLEVELAND, MN 56017
Phone: 507-931-4849
Contact: LOREN H. JOHNSON

ELECTRONIC & SOFTWARE DESIGN, INC
15612 HIGHWAY 7, SUITE 330
MINNETONKA, MN 55345
Phone: 612-935-9459
Contact: JOHN SEVERSON

ELTON OLSON JOB SERVICE
PO BOX 210
ELY, MN 55731
Phone: 218-365-3177
Contact: ELTON OLSON

EMC PRODUCTIONS
300 YORK AVE
ST PAUL, MN 55101
Phone: 612-771-1555
Contact: ED O'PHELANJANET TWEET

EMERICK, DONALD
40 NORTH TEALWOOD DRIVE
CREVE COEUR, MO 63141
Contact: DONALD EMERICK

EMS/MC GRAW-HILL
9855 WEST 78TH STREET
EDEN PRAIRIE, MN 55344
Phone: 612-829-8200
Contact: JAN JOHNSON

ENCOMIUM ASSOCIATES
201 VALLEY VIEW PLACE
MINNEAPOLIS, MN 55419
Phone: 612-825-8475
Contact: CHARLES D. NELSON

ENGLAND PRESS
123 N 3RD ST
MINNEAPOLIS, MN 55401
Phone: 612-338-8781
Contact: RICHARD ENGLAND

EQI SOLUTIONS INC
7900 XERXES AVE SO #702
BLOOMINGTON, MN 55431
Phone: 612-831-9059
Contact: DARCY RUNNING

ESSENTIAL SYSTEMS, INC.
6065 79TH AVE NORTH
BROOKLYN PARK, MN 55443
Phone: 612-566-3673
Contact: NANCY DOERFLER

EXCEL INSTRUCTION, INC.
1313 5TH ST SE, STE 332
MINNEAPOLIS, MN 55414
Phone: 612-379-3883
Contact: GLENDA EOYANG

EXECUTIVE FINANCIAL SYSTEMS
1415 EAST WAYZATA BLVD, SUITE 200
WAYZATA, MN 55391
Phone: 612-473-8400
Contact: JANE BERSIE
Product: COMPUTER CONSULTING SERVICES
SPECIALIZING IN CUSTOM DESIGN IMPLEMENTATION AND MAINTENANCE OF SYSTEMS ON A CONTRACTUAL BASIS.

F

FACILITY MANAGEMENT PANIC TEAMS
16116 GLEASON LAKE ROAD
WAYZATA, MN 55391
Phone: 612-476-4500
Contact: MICHAEL LEE

FARM & FOREST SOFTWARE
BOX 10851
WHITE BEAR LAKE, MN 55110
Phone: 612-426-8764
Contact: LOWELL HANSEN

FERDERER, ROBERT
440 E HOYT AVE
ST PAUL, MN 55101
Phone: 612-771-5940
Contact: ROBERT J FERDERER
Product: GEOPHYSICAL SOFTWARE AND SERVICES

FINSETH, CRAIG
2212 25TH AVE S
MINNEAPOLIS, MN 55406
Phone: 612-724-2369
Contact: CRAIG FINSETH

FINSOFT ASSOCIATES
5851 DULUTH STREET
MINNEAPOLIS, MN 55422
Phone: 612-544-4128
Contact: J GREENV SCHREINER
Product: TAX SOFTWARE DEVELOPING AND PUBLISHING.

FLO CHART SOFTWARE
14755 DUNDEE AVE
APPLE VALLEY, MN 55124
Phone: 612-423-5131
Contact: DOUG POOLE/KEVIN UHLIR

FOLKWARE, INC.
2403 S. 9TH ST
MINNEAPOLIS, MN 55406
Phone: 612-339-2033
Contact: SHEILA A. LEIK

FOURTH GENERATION, INC.
1614 LAUREL AVE.
ST. PAUL, MN 55105
Phone: 612-645-1509
Contact: CHAIM TEITELBAUM
Product: SOFTWARE MARKETING AND CONTRACT PROGRAMMING.

FRUEHLING, DR. ROSEMARY T.
4335 CHIMO STREET EAST
WAYZATA, MN 55391
Phone: 612-297-1553
Contact: ROSEMARY T. FRUEHLING

G

GAARDER GROUP INC
1711 HIGHLAND PARKWAY
ST PAUL, MN 55116
Phone: 612-699-0870
Contact: BRUCE GAARDER

GEAR TECHNOLOGY, INC.
2146 GRAND AVE.
ST PAUL, MN 55105
Phone: 612-699-5461
Contact: LADDIE GAWRYS
Product: DEVELOPMENT AND MARKETING OF
PC SOFTWARE FOR MECHANICAL ENGINEER-
ING APPLICATIONS.

GENERAL MICRO SYSTEMS
PO BOX 5330
HOPKINS, MN 55343
Phone: 612-944-1442 OR 801-649-6816
Contact: ROBERT LARSEN

GEORGE COYNE, INC
5420 MALIBU DRIVE
EDINA, MN 55436
Phone: 612-933-0789
Contact: KATHRYN COYNE

GETTY/HUGHES COMPANY
92 SOUTH LAKE STREET
FOREST LAKE, MN 55025
Contact: PARIS D. R. GETTYBERT HUGHES

GILBERT MCGLORY
1787 KIRKWOOD LANE
MINNEAPOLIS, MN 55441

GLENGARRY CO.
1450 ENERGY PARK DR, STE 119
ST PAUL, MN 55108
Phone: 612-646-0021
Contact: ANGUS W. MCDONALDJOHN
BARNUM

GOLD ASSOCIATES, INC.
PO BOX 7144
MINNEAPOLIS, MN 55407
Phone: 612-722-6181
Contact: LAVELL GOLD

GOLDFEIN, SILVERMAN, & OLSON
900 SECOND AVE S, #400
MINNEAPOLIS, MN 55402
Contact: LEE C. NEUSCHWANDER

GRAPHICS UNLIMITED, INC.
3000 SECOND ST N
MINNEAPOLIS, MN 55411
Phone: 612-588-7571
Contact: GENE BOWER/JOHN BURBANK

GRAVES DATA SYSTEMS, INC.
15308 MTKA. INDUST. RD.
MTKA., MN 55345
Phone: 935-3615
Contact: JOHN GRAVES/BRIAN KUKOWSKI

GRAY PLANT MOOTY MOOTY & BENNETT
3400 CITY CENTER
MINNEAPOLIS, MN 55402
Phone: 612-343-2996
Contact: FRANKLIN JESSE JR

GT ENGINEERING
9154 NE PARKINGTON CIRCLE
ELK RIVER, MN 55330
Phone: 612-441-6987
Contact: GERALD REINHART

H

HANSON & QUICK MARKETING
SERVICES, INC
6950 FRANCE AVENUE SOUTH, SUITE 218
MINNEAPOLIS, MN 55435
Phone: 612-925-3131
Contact: BRIAN QUICK

HARBOUND INDUSTRIES, INC.
140 NO. OSSEO AVE.
ST. CLOUD, MN 56301
Phone: 612-253-3088
Contact: TONY BARICH
Product: TURNED-EDGE BINDERS, SLIPCASES,
EDITION SEWN, CENTER SEWN AND COMB-
BOUND BOOKS.

HEALTH EDUTECH, INC.
7801 EAST BUSH LAKE RD, SUITE 350
MINNEAPOLIS, MN 55435
Phone: 612-831-0445
Contact: ROBERT POWELL

HEDSTROM ENGINEERING
2303 WYCLIFF STREET
ST PAUL, MN 55114
Phone: 612-426-3199
Contact: D K HEDSTROM

HEDTKE, MARLYS
5490 MANITOU LANE
EXCELSIOR, MN 55331
Contact: MARLYS J. HEDTKE

HEI, INC.
1495 STEIGER LAKE LANE
VICTORIA, MN 55386
Phone: 612-443-2500
Contact: LARRY LUTTON

HENKE, JAMES A.
2095 SILVERBELL RD, #54
EAGAN, MN 55122
Phone: 612-452-5911
Contact: JAMES A. HENKE

HERDER/ASSOCIATES ADVERTISING, INC.
1500 SOUTH LILAC DRIVE, SUITE 271
GOLDEN VALLEY, MN 55416
Phone: 612-593-1985
Contact: LOREN HERDER

HMS COMPUTER COMPANY
2401 PILOT KNOB ROAD, SUITE 108
MENDOTA HEIGHTS, MN 55120
Phone: 612-452-5928
Contact: R L NOBLE

HUGHES, MICHAEL E.
SUITE 1500, ONE CAPITAL CENTRE PLAZA
ST PAUL, MN 55102
Phone: 612-222-5000
Contact: MICHAEL HUGHES

HULL, MARK
433 SO 7TH ST, STE 2116
MINNEAPOLIS, MN 55415
Phone: 612-332-6825
Contact: MARK HULL

I

IBM CORPORATION
HIGHWAY 52 & 37TH ST NW
ROCHESTER, MN 55901
Phone: 507-253-4011
Contact: NORMAN CARMICHAEL
Product: INTERMEDIATE SYSTEMS & SYSTEMS
SOFTWARE

IMMEDIA DUPLICATION SERVICES, INC
2739 PATTON ROAD
ROSEVILLE, MN 55113
Phone: 612-633-0800
Contact: JIM BAKER/ROBERT OLSON

IN-TECH
14041 CROSSTOWN NW
ANOKA, MN 55304
Contact: BETTIE REUTHER

INDEPENDENT SCHOOL DISTRICT NO. 62
BOX 247
ORTONVILLE, MN 56278
Phone: 612-839-6181
Contact: BURTON L. NYPEN

INFORMATION ARCHITECTS
5317 FREMONT AVENUE SOUTH
MINNEAPOLIS, MN 55419
Phone: 612-822-5751
Contact: SKIP CHRISTIAN
Product: SYSTEM ANALYSIS, SYSTEM DESIGN,
PROGRAMMING AND SUPPORT SERVICES IN
DBASE, CLIPPER, XENIX AND C. AREAS OF
EXPERTISE ARE SCHEDULING AND LARGE
DBMS.

INFORMATION TECHNOLOGIES, INC.
1631 EAST 79TH STREET, #148
BLOOMINGTON, MN 55420
Phone: 612-854-0590
Contact: ROBERT REDFIELD

INFORMATION TECHNOLOGY DESIGN ASSOC
10800 LYNDAL AVE. SO.
BLOOMINGTON, MN 55420
Phone: 612-881-0842
Contact: D KLASSEN/K DYBDAL
Product: EDUCATION AND ENTERTAINMENT
SOFTWARE.

INNOED
3621 STINSON BOULEVARD NE
MINNEAPOLIS, MN 55418
Phone: 612-781-9452
Contact: RUSSELL E. INGVALDSEN

INNOVATIVE COMPUTER SYSTEMS
10373 WEST 70TH STREET, SUITE 130
EDEN PRAIRIE, MN 55344
Phone: 612-941-7207
Contact: PETER KAISER
Product: VIDEOPOINT-A POINT OF SALE
SYSTEM FOR VIDEO RENTAL STORES.

INNOVATIVE CONSULTING SERVICES
(INCOS)
10024 SOUTH SHORE DRIVE
MINNEAPOLIS, MN 55441
Phone: 612-546-0206
Contact: DR. HANA TOMASEK

INSTRUCTIONAL COMPUTING, INC.
111 MARQUETTE, RM 3105
MINNEAPOLIS, MN 55415
Phone: 612-333-2286
Contact: RON ANDERSON

INTECH (MN TECH DEMON. SITE)
11299 HANSON BLVD, NW
MINNEAPOLIS, MN 55433
Contact: T. SHEIE

INTEGRAL TECHNOLOGIES CORP
9201 PENN AVE S, SUITE 1
BLOOMINGTON, MN 55431
Phone: 612-884-6604
Contact: S. R. HIBARGER/LEONARD SANDOK

INTELLIDATA CORP.
5400 NE MAIN ST
MINNEAPOLIS, MN 55421
Phone: 612-571-5040
Contact: RODNEY H. SCHMULAND
Product: PERSONAL STOCK PORTFOLIO/
INVESTMENT MANAGEMENT DEVICE FOR
THE INDEPENDENT INVESTOR.

INTERSCIENTA
932 33RD STREET NW
ROCHESTER, MN 55901
Phone: 507-285-9356
Contact: AKE PERSSON

IOTA DEVELOPMENT
347 E. KELLOGG BLVD
ST PAUL, MN 55101
Phone: 612-293-0462
Contact: GARY L. JOHNSON
Product: MICROCOMPUTER TRAINING, APPLI-
CATIONS PROGRAMMING, AND CONSULT-
ING; SPECIALIZING IN DBASE, CLIPPER, 1-2-3
AND SYMPHONY.

ISOTECH INC
614 MCKINLEY PLACE NE
MINNEAPOLIS, MN 55413
Phone: 612-379-2933
Contact: KIMBERLEE JONES

ITG CORPORATION
7900 W 78TH ST
MINNEAPOLIS, MN 55435
Phone: 612-829-1150
Contact: MICHAEL DEENEY/WAYNE CARLSON

IXI CABLE COMPANY, INC.
26344 PARK STATION
MINNEAPOLIS, MN 55426
Phone: 612-933-6809
Contact: DEE JOHNSON

IXI CORPORATION
11585 K-TEL DRIVE
MINNETONKA, MN 55343
Phone: 612-933-8758
Contact: BEV BURCHETTE

IXI INC.
P.O. BOX 1713
MINNETONKA, MN 55345
Phone: 612-934-5432
Contact: GLEN GRAMBART
Product: MANUFACTURER OF DISKETTE
DUPLICATION PRODUCTS

IXI, INCORPORATED
6210 BURY DRIVE
EDEN PRAIRIE, MN 55344
Phone: 612-934-5432
Contact: CATHY SWEENEY/KAREN CLARK
Product: PROVIDING AUTOMATED DISKETTE
DUPLICATOR SYSTEMS THAT DUPLICATE,
PRINT AND APPLY CABLES, SLEEVE, COL-
LATE, AND SEPARATE PROGRAM SETS OF
DISKS.

J

J P CONSULTING, INC.
PO BOX 3053
DULUTH, MN 55803
Phone: 218-722-2606
Contact: JORY PETERSON
Product: FORESAL89 - FORECASTING FINANCIAL ACTIVITY FOR THE U.S. NOW AND INTO THE FUTURE.

JACKSON PUBLISHING SERVICES
1186 W SUMMER ST
ROSEVILLE, MN 55113
Phone: 612-488-3210
Contact: ED JACKSON

JMH SOFTWARE OF MN, INC.
7200 HEMLOCK LN
MAPLE GROVE, MN 55369
Phone: 612-424-5464
Contact: LYLE JORDAN

JOBTRAK SYSTEMS, INC.
7269 FLYING CLOUD DRIVE
EDEN PRAIRIE, MN 55344
Phone: 612-829-0337
Contact: SHARON CHAPMAN

JOHN RISKIN & ASSOC.
BOX 24045
MINNEAPOLIS, MN 55410
Phone: 612-920-7235
Contact: JOHN RISKEN
Product: CUSTOM PROGRAMMING OF WORD PROCESSING AND DATABASE SOFTWARE.

JOHNSON, DAVID L.
5344 15TH AVE S
MINNEAPOLIS, MN 55417
Phone: 612-893-9449
Contact: DAVID L. JOHNSON

JOHNSON, THOMAS C.
23146 WOODLAND RD
LAKEVILLE, MN 55044
Phone: 612-469-4829
Contact: THOMAS C. JOHNSON

K

KAMPMEYER & O'CONNOR
SUITE 1500, ONE CAPITAL CENTRE PLAZA
ST PAUL, MN 55102
Contact: MICHAEL E. HUGHES

KAREN I. DODD INFORMATION DESIGN
5518 OAK GLEN ROAD
EDINA, MN 55435
Phone: 612-944-2524
Contact: KAREN I DODD

KESSLER, JEFF
4815 WASHBURN AVE SO
MINNEAPOLIS, MN 55410
Contact: JEFF KESSLER

L

LAMPLIGHTER SOFTWARE SERVICES
2565 LAMPLIGHTER LANE
GOLDEN VALLEY, MN 55422
Phone: 612-544-6194
Contact: RICHARD JOHNSON

LAND INNOVATION, INC.
7359 BERKSHIRE COURT
MAPLE GROVE, MN 55369
Phone: 612-420-6811
Contact: RICHARD HARRISON

LANDATA OF ST CLOUD, INC.
2241 ROOSEVELT RD, STE 3
ST CLOUD, MN 56301
Phone: 612-251-2851
Contact: WM F. LUNSER

LARKIN, HOFFMAN, DALY & LINDGREN, LTD.
222 SO 9TH ST, STE 2000
MINNEAPOLIS, MN 55402
Phone: 612-349-9548
Contact: TODD VLATKOVICH

LAROCK, RICHARD
2073 BLUE STONE DRIVE
EAGAN, MN 55122
Phone: 612-454-5567(H) 625-0314(W,AM)
Contact: RICHARD LAROCK

LARRY LUTTON
2716 ISLE ROYAL COURT
BURNSVILLE, MN 55337

LASERCOM CORPORATION
7550 MARKET PLACE DR.
EDEN PRAIRIE, MN 55344
Phone: 612-941-5538
Contact: BARBARA HANNAH

LASKEY, ROBERT E
2405 WOODWINDS LANE
WAYZATA, MN 55391
Phone: 612-471-8680
Contact: ROBERT LASKEY

LAWSON ASSOCIATES, INC.
2021 E HENNEPIN AVE
MINNEAPOLIS, MN 55413
Phone: 612-379-2633
Contact: DON DANIEL/CARLA AMAN

LEARN-PC VIDEO SYSTEMS
1525 GLENWOOD AVENUE
MINNEAPOLIS, MN 55405
Phone: 612-377-2222
Contact: JOE DIELTZ

LEARNING WORKS, INC.
1313 5TH ST SE
MINNEAPOLIS, MN 55414
Phone: 612-623-9282
Contact: THOMAS E. JOHNSON

LEE CONSULTING, INC.
14867 45TH AVENUE NORTH
PLYMOUTH, MN 55446
Phone: 612-559-8914
Contact: J D LEE

LEE, MICHAEL
BOX 100
WOLVERTON, MN 56594
Contact: MICHAEL LEE

LEONARD, STREET AND DEINARD
100 S. 5TH STREET, SUITE 1500
MINNEAPOLIS, MN 55402
Phone: 612-337-1517
Contact: MARK WEITZ
Product: WE ARE ATTORNEYS WITH EXPER-
TISE IN ALL FACETS OF COMPUTER LAW,
START-UPS, AND FINANCING.

LEVINSOHN, SIDNEY
3224 CAVELL LANE
MINNEAPOLIS, MN 55426
Phone: 612-935-1474
Contact: SIDNEY LEVINSOHN

LIGHTNING ELECT. & SOFTWARE
3119 17TH AVE.
MINNEAPOLIS, MN 55407
Phone: 612-729-6037
Contact: CHRISTIAN NIELSEN
Product: DAMAGED DISK RECOVERY CUSTOM
PROGRAMMING.

LINGRAFIX
2001 W 140TH STREET
BURNSVILLE, MN 55337
Phone: 612-890-1226
Contact: ROBERT E. SPINDLER

LOOKOUT SYSTEMS
16400 15TH AVENUE NORTH
PLYMOUTH, MN 55447

LOUCKS, KEVIN
BOX 15303
MINNEAPOLIS, MN 55415
Phone: 612-293-9469
Contact: KEVIN LOUCKS

LUND MICRO MANAGEMENT
BOX 302
STILLWATER, MN 55082
Contact: DONALD L LUND

LURIE, EIGER, BESIKOF & COMPANY
2501 WAYZATA BOULEVARD
MINNEAPOLIS, MN 55419
Phone: 612-377-4404
Contact: P SIMPSON

M

MARBLESOFT
21805 ZUMBROTA STREET NE
CEDAR, MN 55011
Phone: 612-434-3704
Contact: SARA HORNE
Product: EDUCATIONAL SOFTWARE FOR
SPECIAL EDUCATION; EARLY CHILDHOOD
DEVELOPMENT, REHABILITATION
TRAINING.

MARKEPLAN, INTL.
5237 JAMES AVENUE SOUTH
MINNEAPOLIS, MN 55419
Phone: 612-929-6131
Contact: TRACIE GIB
Product: DEVELOP MARKETING INFORMATION SYSTEMS. AUTOMATE ORDER PROCESSING. DESIGN CUSTOMER DATABASE.

MARKETING BY VIDEO, INC.
6440 FLYING CLOUD DR, STE 101
EDEN PRAIRIE, MN 55344
Phone: 612-944-3323
Contact: BILL HAGEN

MARKSTECH, INC
3424 SILVER LAKE ROAD
ST ANTHONY, MN 55418
Phone: 612-788-0137
Contact: GEORGE MARKS

MASTER COMPUTER SYSTEMS INC (MCSI)
9531 W 78TH ST, STE 209
EDEN PRAIRIE, MN 55344
Phone: 612-944-5220
Contact: DENNIS M. MORSTADLARRY BERHOW

MATTERHORN, INC
6207 BURY DRIVE
EDEN PRAIRIE, MN 55346
Phone: 612-934-2020
Contact: DAVID HAERTZEN

MATYKOWSKI AND ASSOCIATES
4017 GRAND AVENUE
MINNEAPOLIS, MN 55409
Phone: 612-822-4725
Contact: GERALD T. MATYKOWSKI

MAXIMUM PERFORMANCE SYSTEMS, INC
2105 KINGS VALLEY ROAD WEST
GOLDEN VALLEY, MN 55427
Contact: SHARON DWORSKY

MC ALLISTER, JANEEN
1960 CHARLTON STREET
WEST ST PAUL, MN 55118
Phone: 612-451-8070
Contact: JANEEN MC ALLISTER

MC GLADREY HENDERICKSON
PO BOX 3043
FARGO, ND 58108
Phone: 701-293-6755
Contact: JAMES R OLSON

MCTEER, WILLIAM D
4407 WENTWORTH AVE SO
MINNNEAPOLIS, MN 55409
Phone: 612-827-6928
Contact: WILLIAM D MCTEER
Product: SYSTEM ANALYSIS & PROJECT MANAGEMENT

MEDIA COMPUTER ENTERPRISES, LTD
880 SIBLEY HIGHWAY, SUITE 102
MENDOTA HEIGHTS, MN 55118
Phone: 612-451-7360
Contact: GARY BROWN
Product: PROVIDER OF COMPUTER-BASED EXAMINATION AND EVALUATION SOFTWARE FOR EDUCATION AND TRAINING. PRODUCT THE EXAMINER

MEDIACRAFT, INC.
1313 5TH ST SE, STE 327C
MINNEAPOLIS, MN 55414
Phone: 612-331-2330
Contact: KERRY CORK

MEEC
3490 N LEXINGTON AVE
ST PAUL, MN 55126
Phone: 612-481-3500
Contact: DALE LAFRENZ/TOM VARLEY

MENICK, JOHN
3005 KNOX AVE SO
MINNEAPOLIS, MN 55408

MENTOR COMMUNICATIONS
10901 RED CIRCLE DR
MINNETONKA, MN 55343
Phone: 612-933-7877
Contact: JAMES KADLEC/BLAKE SKARNES

MERCHANT & GOULD
1600 MIDWEST PLAZA BLDG
MINNEAPOLIS, MN 55402
Phone: 612-332-5300
Contact: STEVE LUNDBERG

MERCHANT & GOULD
1600 MIDWEST PLAZA BLDG
MINNEAPOLIS, MN 55402
Phone: 612-332-5300
Contact: JOHN P SUMNER
Product: PATENT ATTORNEY

MERCHANT & GOULD
1000 NORWEST CENTER
ST PAUL, MN 55118
Phone: 612-298-1055
Contact: LINDA BYRNE
Product: PATENT ATTORNEY

MERCHANT & GOULD
1600 MIDWEST PLAZA BLDG
MINNEAPOLIS, MN 55402
Phone: 612-332-5300
Contact: DAN KLUTH
Product: PATENT ATTORNEY

MERCHANT & GOULD
1600 MIDWEST PLAZA BLDG
MINNEAPOLIS, MN 55402
Phone: 612-332-5300
Contact: D. RANDALL BOYER

MERRITT, GREG
701 - 110TH AVE
BLAINE, MN 55434
Phone: 612-755-3798
Contact: GREG MERRITT
Product: APPLICATION SOFTWARE

METAFILE INFORMATION SYSTEMS, INC
15 SE 2 ST.
CHATFIELD, MN 55923
Contact: KAREN JACOBSON

MEYER COMPUTER SVS
700 FILLMORE AVE SO
LANESBORO, MN 55949
Phone: 507-467-2513
Contact: RON MEYER

MICRO KING INC.
7200 FRANCE AVE SO, STE 330
EDINA, MN 55435
Phone: 612-831-0079
Contact: WILLIE PEARSON
Product: ACCOUNTING SOFTWARE-TRAINING,
SUPPORT, CUSTOM PROGRAMMING.

MICRO-SOTA INC
261 E 5TH ST
ST PAUL, MN 55101
Phone: 612-224-0415
Contact: BRAD SCHRAUT

MICROFINANCIAL SOFTWARE & SERVICE
12233 WOOD LAKE DRIVE
BURNSVILLE, MN 55337
Phone: 612-890-5181
Contact: JOYANN K. MEYERSRICHARD HEINZ

MICROWORX
12983 RIDGEDALE DRIVE
MINNETONKA, MN 55343
Phone: 612-593-0826
Contact: CURT GUDMONSON

MIDWEST MICRO-TEK, INC
400 DEERFOOT TRAIL
CHANHASSEN, MN 55317
Contact: DOUG AAMOLD

MINNEAPOLIS SOFTWARE, INC
2499 RICE STREET
ROSEVILLE, MN 55113
Phone: 612-484-5684
Contact: DAN BUCHOLZ
Product: PC-PREVENTIVE MAINTENANCE
SOFTWARE, KEY CONTROL/SECURITY
SOFTWARE, ENERGY ANALYSIS SOFTWARE
(NETWORKING AND NON-NETWORKING
VERSION).

MINNEAPOLIS STAR & TRIBUNE
425 PORTLAND AVENUE
MINNEAPOLIS, MN 55488
Contact: STEVE GROSS

MINNESOTA COUNTIES COMPUTER
CO-OP MCCC
555 PARK STREET, SUITE 300
ST PAUL, MN 55103
Contact: JOEL OLIVER

MINNESOTA EDUCATIONAL
COMPUTER CORP
3490 LEXINGTON AVENUE NORTH
ST PAUL, MN 55126
Phone: 612-481-3500
Contact: DALE LAFRENZ

MINNESOTA EDUCATIONAL SOFTWARE
PO BOX 36
CIRCLE PINES, MN 55014
Phone: 612-754-1400
Contact: DR. JWALLA P. SOMWARU

MINNESOTA TRADE OFFICE
1000 MN WORLD TRADE CENTER
ST PAUL, MN 55101-4902
Phone: 612-297-4222
Contact: FRANK BAEUMLER

MITRIN, INC
2148 SILVER LAKE ROAD
NEW BRIGHTON, MN 55112
Phone: 612-631-8239
Contact: STEPHEN H. NUSPL

MODERN COMPUTER SYSTEMS, INC
12376 RIVER RIDGE BLVD
BURNSVILLE, MN 55337
Phone: 612-890-5410
Contact: TOM REED

MOELLER, JAMES H
3025 EAGANDALE PLACE #121
EAGAN, MN 55121

MOORE BUSINESS CENTER
16801 ADDISON RD.
DALLAS, TX 75258

MORSE SOFTWARE ILLUSTRATION
1319 WEST PINE STREET
STILLWATER, MN 55082
Phone: 612-439-5136
Contact: DICK B. MORSE
Product: FREE-LANCE SOFTWARE
ILLUSTRATIONS(GRAPHICS) FOR DEVELOP-
ERS AND PUBLISHERS OF K-12 EDUCA-
TIONAL AND CONSUMER SOFTWARE SINCE
1983. APPLE II FAMILY, MACINTOSH, SOME
OTHERS.

MOSS & BARNETT LAW FIRM
200 S SIXTH ST, STE 1200
MINNEAPOLIS, MN 55402
Phone: 612-347-0300
Contact: PAUL VAN VALKENBURG

N

NATIONAL COMPUTER SYSTEMS
7600 FRANCE AVENUE SOUTH
MINNEAPOLIS, MN 55440
Phone: 612-830-7812
Contact: LESTER WANNIGER

NELSON, CHARLES D.
201 VALLEY VIEW PLACE
MINNEAPOLIS, MN 55419
Contact: CHARLES D. NELSON

NEW VENTURE REVIEW
516 ARTHUR ST, STE 200
MINNEAPOLIS, MN 55343
Phone: 612-933-8123
Contact: DAN CARR

NIPPON CAPACITY PLANNING INC.
14581 GRAND AVE SO., STE 106
BURNSVILLE, MN 55337-5711
Phone: 612-892-5344
Contact: YAS MOTOYOSHI
Product: EXPORTING U.S. COMPUTER
HARDWARE AND SOFTWARE TO JAPANESE
MARKET PLACE.

NORTHERN COMPUTER SYSTEMS
14950 MARTIN DRIVE
EDEN PRAIRIE, MN 55344
Phone: 612-934-8856
Contact: T HOLMQUIST/A ALONSO
Product: ACER COMPUTER HARDWARE ALSO
DISTRIBUTOR FOR VARIOUS SOFTWARE
PROGRAMS & DEVELOPER OF NORTHERN
SOFT KEYS

NORTHERN TELECOM
9710 DATA PARK M-230
MINNETONKA, MN 55343
Contact: JUANITA MOSHIER

NUCOMM DATA INC
PO BOX 26248
MINNEAPOLIS, MN 55426
Phone: 612-591-0820
Contact: C COLLINS/J KALSCHENER

O

O'PIN SYSTEMS, INC
8540 WEST 135TH STREET
APPLE VALLEY, MN 55124
Phone: 612-432-5602
Contact: JIM WISE

ONTRACK COMPUTER SYSTEMS, INC
6222 BURY DRIVE
EDEN PRAIRIE, MN 55344
Phone: 612-937-1107
Contact: MICHAEL ROGERS

OPEN SYSTEMS
6477 CITY WEST PARKWAY
EDEN PRAIRIE, MN 55344
Phone: 612-829-0011
Contact: MARK CORONNA/PETER DAVIS

OUR OWN SOFTWARE
3316 HUNTINGTON AVE S
MINNEAPOLIS, MN 55416
Phone: 612-929-4792
Contact: JOHN V SNYDER

OWATONNA TOOL CO
655 EISENHOWER DRIVE
OWATONNA, MN 55060
Phone: 507-451-5310
Contact: VERNE OLSON

P

PADILLA & SPEER, INC.
224 FRANKLIN AVE W
MINNEAPOLIS, MN 55404
Phone: 612-871-8900
Contact: COLEEN SOUTHWELL

PARKS, LAWRENCE A.
13911 RIDGEDALE DR, STE 340
MINNETONKA, MN 55343
Phone: 612-546-4332
Contact: LAWRENCE PARKS

PARROT COMMUNICATION SYSTEMS
1435 W JESSAMINE #203
ST PAUL, MN 55108
Phone: 612-645-2283
Contact: F RESCIGNO/P ISAACS

PARVENU SYSTEMS
989 THOMAS AVENUE
ST PAUL, MN 55104
Phone: 612-644-1059
Contact: JERRY PENDERGRAFT

PATHFINDER VENTURE CAPITOL FUNDS
7300 METRO BLVD, STE 585
EDINA, MN 55435
Phone: 612-835-1121
Contact: BRIAN JOHNSON
Product: VENTURE CAPITAL INVESTMENTS.

PAUL TOBIN
1120 EAST 80TH STREET #207
BLOOMINGTON, MN 55420
Phone: 612-854-3413
Contact: PAUL TOBIN
Product: ADVERTISING AND PROMOTION FOR
HIGH-TECHNOLOGY FIRMS. THIS INCLUDES
ALL TECHNOLOGY MARKETS, FROM SEMI-
CONDUCTORS TO SOFTWARE.

PC SCIENTIFIC INC
6 PINE TREE DR, STE 250
ARDEN HILLS, MN 55112
Phone: 612-490-0615
Contact: EDWARD MCCALL

PCM SYSTEMS, INC.
622 MENDELSSOHN AVE.
GOLDEN VALLEY, MN 55427
Phone: 612-542-9521
Contact: PAUL G. SWENSON

PEAKSOLUTIONS
2626 EAST 82ND STREET, SUITE 101
MINNEAPOLIS, MN 55425
Phone: 612-854-0228
Contact: LARRY WALKER
Product: CUSTOM SOFTWARE SOLUTIONS
BASED ON ARTIFICIAL INTELLIGENCE,
EXPERT SYSTEMS, AND KNOWLEDGE BASED
SYSTEMS.

PEARSON TECHNICAL SOFTWARE, INC.
1313 FIFTH STREET SE
MINNEAPOLIS, MN 55414
Phone: 612-379-3870
Contact: KIM A. PEARSON, ART R. GORR
Product: DESIGN AND DEVELOPMENT OF
REAL-TIME DATA ACQUISITION AND ANALY-
SIS SOFTWARE FOR SCIENTIFIC AND
ENGINEERING APPLICATIONS.

PERCEN, INC
PO BOX 64
MINNEAPOLIS, MN 55415
Phone: 612-333-9179
Contact: RICHARD KOMINOWSKI

PERFORMANCE MONITORING SYSTEMS
PO BOX 148
CAMBRIDGE, MN 55008
Phone: 612-689-2688
Contact: DAVE RODDY

PETERSON, BAIRD
PO BOX 160
EXCELSIOR, MN 55331
Phone: 612-474-1777
Contact: BAIRD PETERSON

PHARMACY CORPORATION OF
AMERICA, INC
155 26TH AVENUE SE
MINNEAPOLIS, MN 55414
Phone: 612-331-2610
Contact: PRESIDENT

PMSI
2828 ANTHONY LANE SO
MINNEAPOLIS, MN 55418
Phone: 612-781-6521
Contact: R PALMER/P HAINE/D MUILENBURG
Product: DISTRIBUTE RELATIONAL BASED &
NON-RELATIONAL BASED SOFTWARE PACK-
AGES FOR MANUFACTURING, FINANCIALS &
DISTRIBUTION

PRECISION SOFTWARE, INC
P.O. BOX 9090
CLEARWATER, FL 34618
Phone: 813-536-0312
Contact: F. W. BOYD, JR. PRESIDENT
Product: VOICE RESPONSE SYSTEMS, EITHER
TURNKEY SYSTEMS OR SYSTEMS WITH
UTILITIES TO "DO IT YOURSELF" AND VOICE
MAIL AS AN OPTIONAL FEATURE TO EN-
HANCE SERVICE.

PREMIS CORPORATION
13911 RIDGEDALE DRIVE, SUITE 260
MINNETONKA, MN 55343
Phone: 612-544-5933
Contact: MARY CALHOUN

PRICE WATERHOUSE
3140 MULTIFOODS TOWER, 33 S 6TH STREET
MINNEAPOLIS, MN 55402
Phone: 612-332-7000
Contact: BRIAN SCHMIDT

PROBLEM SOLVERS
12725 DUPONT AVENUE SOUTH
BURNSVILLE, MN 55337
Phone: 612-894-6230
Contact: VERN CAROTHERS

PRODUCTION AUTOMATION SYSTEMS
511 11TH AVE SO
MINNEAPOLIS, MN 55415
Phone: 612-338-4202
Contact: JOHN CONLEY

PRODUCTIVE SOFTWARE SYSTEMS, INC
7401 METRO BOULEVARD, SUITE 340
MINNEAPOLIS, MN 55435
Phone: 612-920-3256
Contact: ROGER J. OLSEN

PROGRAMMED MANAGEMENT
CORPORATION
5775 WAYZATA BOULEVARD, SUITE 895
MINNEAPOLIS, MN 55416
Phone: 612-545-6567
Contact: VICTORIA WARNER

PROVEN SOFTWARE, INC.
7580 BRIGADOON PLACE NE
FRIDLEY, MN 55432
Phone: 612-780-9841
Contact: LINDA SLYKE

PUBLIC FINANCIAL SYSTEM
512 NICOLLET AVE, #550
MINNEAPOLIS, MN 55402
Phone: 612-333-9177
Contact: MARK WINKELHAKE

Q

QNETICS, INC
5801 DULUTH STREET, SUITE 212
MINNEAPOLIS, MN 55422
Phone: 612-542-1100
Contact: GERALD MORAN, MARKETING DIR.
Product: MEDICAL RECORDS ABSTRACTIONS,
DR9 GROUPE ICD-9 CODING

QUALITY COMMUNICATIONS, INC
3595 143RD AVENUE NW
ANDOVER, MN 55304
Phone: 612-427-9108
Contact: RICHARD SIEBER

QUANTUM CORPORATION
5531 ORCHARD AVENUE NORTH
CRYSTAL, MN 55429
Phone: 612-924-3709
Contact: OLLIE KELZENBERG/PAT DONOVAN

QUEST INFORMATION SYSTEMS, INC.
19285 HIGHWAY 7
EXCELSIOR, MN 55331
Phone: 612-470-0707
Contact: DENNIS DAVIS

QUEST LEARNING SYSTEM, INC
1103 HOMER STREET
ST PAUL, MN 55116
Phone: 612-698-2789
Contact: KAREN BROWN/JOAN BENNETT

QUEST RESEARCH
425 WEST TRAVELERS TRAIL
BURNSVILLE, MN 55337
Phone: 612-894-7752
Contact: SCOTT BOUMAN/JANE GILB

R

R & S MICRO SERVICES, INC
2500 39TH AVENUE NE
MINNEAPOLIS, MN 55421
Phone: 612-781-1899
Contact: BRAD SCHOUNK/MANUEL ROMAN

RAMCO
PO BOX 388
NORTHFIELD, MN 55057
Contact: SANDY METCALF

RED WING BUSINESS SYSTEMS, INC
610 MAIN STREET
RED WING, MN 55066
Phone: 612-388-1106
Contact: LYLE WARRINGTON

RESPONSE INC
PO BOX 66
JACKSON, MN 56143
Phone: 507-847-2700
Contact: B ROWLAND/D ROWLAND/J GLUFFIN

RICH & ASSOCIATES, INC
1787 COLFAX AVENUE SOUTH
MINNEAPOLIS, MN 55403
Phone: 612-377-8877
Contact: KENNETH L. RICH

RIVER SYSTEMS, INC.
4444 44TH AVENUE SOUTH
MINNEAPOLIS, MN 55406
Phone: 612-721-5265
Contact: KAREN ACKERMAN

ROBB, MICHAEL S.
5016 W. 56TH ST.
EDINA, MN 55436
Phone: 929-9666

ROBOSOFT CORP.
P.O. BOX 24183
APPLE VALLEY, MN 55124
Phone: 612-432-1106
Contact: KEN JOHNSON

S

SAM MORSE CONTACT SYSTEMS
ENGINEERING
2745 201ST AVENUE NW
OAK GROVE, MN 55011-9392
Phone: 612-753-5050
Contact: SAM MORSE
Product: SCIENTIFIC AND ENGINEERING
PROGRAMMING ON MICRO COMPUTER AND
EMBEDDED MICROPROCESSOR SYSTEMS.

SAND HILL SOFTWARE
733 SANFORD STREET
RED WING, MN 55066
Phone: 612-388-7529
Contact: RANDY MCLAUGHLIN

SATURN SYSTEMS, INC
6875 WASHINGTON AVE SO, STE 218
MINNEAPOLIS, MN 55435
Phone: 612-944-2452
Contact: K.J. KUNSTMANN/PHYLLIS METCALF

SCICOM DATA SERVICES, LTD
10101 BREN ROAD SOUTH
MINNETONKA, MN 55343
Phone: 612-933-4200 OR 936-4164
Contact: SCOTT BERTAS

SEBASTIAN, DAVID
2025 CENTRE POINTE BLVD
ST PAUL, MN 55120
Contact: DAVID SEBASTIAN

SEDNA CORPORATION
600 SO COUNTY RD 18, STE 18
ST LOUIS PARK, MN 55416
Phone: 612-647-1101
Contact: JIM BAUSTERT

SELECT MEDIA, INC.
532 FIFTH AVENUE SOUTH
HOPKINS, MN 55343
Phone: 612-933-1014
Contact: DOUGLAS DENNY

SELL AND TRAC
7626 MARINER
MAPLE GROVE, MN 55369
Phone: 612-420-4805
Contact: M. F. MORIARTY

SERVING SOFTWARE
2221 UNIVERSITY AVE SE, STE 110
MINNEAPOLIS, MN 55414
Phone: 612-623-4038
Contact: JOHN HAUGO
Product: WE DEVELOP, MARKET, AND SUP-
PORT LAN-BASED SYSTEMS FOR THE
HEALTH CARE INDUSTRY.

SHIPLEY CONSULTING GROUP, INC (THE)
1273 OHIO STREET
WEST ST PAUL, MN 55118
Phone: 612-227-7042
Contact: STEVEN A. SHIPLEY

SHOEMAKER, DIANE
4270 LARCH PLACE
PLYMOUTH, MN 55442
Phone: 612-557-9791
Contact: DIANE SHOEMAKER
Product: LASER ANGIOPLASTY PRODUCTS &
LASER ACCESSORIES

SIGMA SOFTWARE SYSTEMS, INC.
15320 MINNETONKA BOULEVARD
MINNETONKA, MN 55345
Phone: 612-931-1277
Contact: RODNEY STALLEY

SIMPLICITY DESIGNS
PO BOX 163
CHASKA, MN 55318
Phone: 612-
Contact: W. KREFTING/T. HASSE

SIMPLICITY DESIGNS
P.O. BOX 163
CHASKA, MN 55318
Phone: 612-887-0102
Contact: WAYNE KREFTING/TED HASSE
Product: TRAKKER AND RELATED CASE
MANAGEMENT SOFTWARE FOR COURT
SERVICES AGENCIES

SLEEPY HOLLOW SOFTWARE, INC
5632 ZENITH AVE SO
EDINA, MN 55410
Phone: 612-926-1075
Contact: J. R. LOZA

SOFTECH COMPUTING CENTER, INC
1819 BEMIDJI AVENUE
BEMIDJI, MN 56601
Phone: 218-751-4970
Contact: MICHAEL B. CLAY

SOFTWARE APPLICATIONS
1008 2ND STREET WEST, SUITE 201
THIEF RIVER FALLS, MN 56701
Phone: 218-681-6065
Contact: LOWELL JOHNSON

SOFTWARE BUSINESS SYSTEMS
5251 73RD STREET WEST
MINNEAPOLIS, MN 55435
Phone: 612-941-4266
Contact: PATRICK CONLIN

SOFTWARE DIVERSIFIED SERVICES
5275 CENTRAL AVENUE NE, SUITE 323
MINNEAPOLIS, MN 55421
Phone: 612-571-9000
Contact: JOHN W. LAMPI

SOFTWARE IMAGES
4264 W. BROADWAY
MINNEAPOLIS, MN 55422
Phone: 612-533-6948
Contact: ERIK A. THORSELL

SOFTWARE MARKETING INTERNATIONAL
7710 COMPUTER AVENUE, SUITE 122
EDINA, MN 55435
Phone: 612-831-1999
Contact: CURT JOHNSON

SOFTWARE OPTIONS INC
10340 VIKING DR, STE 150
EDEN PRAIRIE, MN 55436
Phone: 612-941-1099
Contact: R DAHL/P ROWLAND/M KERRISON
Product: IBM INDUSTRY REMARKETER FOR
THE SYSTEM 36 AND RELATED MIDRANGE
PRODUCTS

SOFTWARE QUALITY ENGINEERING
2425 ZEALAND AVENUE NORTH
GOLDEN VALLEY, MN 55427
Phone: 612-541-1431
Contact: DAVID GELPERIN

SOFTWARE SOLUTIONS
5516 MERRITT CIRCLE
EDINA, MN 55434
Phone: 612-922-9212
Contact: STEVE PETERSON

SOFTWARE SUPPORT INTERNATIONAL, INC
26 MEADOWLARK LANE
NORTH OAKS, MN 55127
Phone: 612-484-6213
Contact: RICHARD J. TETT
Product: COMMUNICATIONS SOFTWARE
ENGINEERING-CONSULTING, DESIGN, AND
DEVELOPMENT SERVICES. SPECIAL EXPERTISE
IN ISO, MAP, AND TOP COMMUNICATIONS
STANDARDS, UNIX DEVICE DRIVERS,
AND REALTIME ENVIRONMENTS.

SPECIAL LEARNING ED (SLED) SOFTWARE
PO BOX 16322
MINNEAPOLIS, MN 55416
Phone: 612-926-5820
Contact: HELEN BEAUBAIRE

SPEED>S CORPORATION
430 FIRST AVENUE NORTH
MINNEAPOLIS, MN 55401
Phone: 612-341-0920
Contact: BRUCE LUPIN
Product: STORE AND FORWARD FILE TRANSFER
SERVICE (BINARY AND TEXT) FOR
COLLECTION AND DISTRIBUTION OF LOW
VOLUME AMOUNTS OF DATA SENT INFRE-
QUENTLY TO AND FROM REMOTE SITES
AROUND THE WORLD.

SPRINGBOARD SOFTWARE, INC
7807 CREEKRIDGE CIRCLE
MINNEAPOLIS, MN 55435
Phone: 612-944-3915
Contact: J.W. PAULSON/DON GIACCHETTI

ST CROIX SOFTWARE DEVELOPMENT
2301 COMO AVE., STE. 100
ST. PAUL, MN 55108
Phone: 612-642-1283
Contact: D MORSE/R MORSE

ST PAUL PIONEER PRESS
345 CEDAR STREET
ST PAUL, MN 55101
Contact: DAVE PETERS

STALLEY ASSOCIATES, INC.
15320 MINNETONKA BOULEVARD
MINNETONKA, MN 55345
Phone: 612-935-7912
Contact: ROD STALLEY

STEINMETZ & BROWN LTD
2675 UNIVERSITY AVE, STE 202
ST PAUL, MN 55114
Phone: 612-646-2478
Contact: JEFF BROWN
Product: COMPUTER CONSULTING

STEINMETZ & BROWN LTD
2675 UNIVERSITY AVE, STE 202
ST PAUL, MN 55114
Phone: 612-646-2478
Contact: PHILIP HSIAO
Product: COMPUTER CONSULTING

STEINMETZ & BROWN, LTD
2675 UNIVERSITY AVENUE
ST PAUL, MN 55114
Phone: 612-646-2478
Contact: CRAIG FINSETH

STIRTZ, BERNARDS & COMPANY
7200 METRO BOULEVARD, SUITE 200
MINNEAPOLIS, MN 55435
Phone: 612-831-6499
Contact: GRETCHEN KOEHN

SUNBURST COMMUNICATIONS
1500 FIRST AVENUE NE, SUITE 200
ROCHESTER, MN 55904
Contact: DONNA STANGER

SYNERGISTIC TECHNOLOGIES
4605 WESTON NO
PLYMOUTH, MN 55446
Phone: 612-559-2241
Contact: CHARLES WUNDERLICH

SYSTEM ONE AIRPLAN SVS.
2151 NORTH HAMLINE AVENUE
ROSEVILLE, MN 55113
Phone: 612-631-0248
Contact: MARK AHLSTROM

T

T.T.S.
BOX 326
SPICER, MN 56288
Phone: 612-354-2351
Contact: GARY WIEDEMAN

TAPROOT DEVELOPMENT
12326 OXBOW DR
EDEN PRAIRIE, MN 55344
Phone: 612-941-9807
Contact: BRUCE GRODNIK
Product: (UNDER DEVELOPMENT)

TAXKIT INC
1120 GREELEY AVE
GLENCO, MN 55336
Phone: 612-864-6602
Contact: RICK MCKIM

TECHNALYSIS CORPORATION
6700 FRANCE AVENUE SOUTH
EDINA, MN 55435
Phone: 612-925-5900
Contact: R PEISSIG/J CLARK

TEMENOS PRODUCTIONS
2624 UTICA AVENUE SOUTH
ST LOUIS PARK, MN 55416
Phone: 612-929-4973
Contact: ROBERT W. MORSE

TERRABIT SOFTWARE
4242 MINNEHAHA AVE SO
MINNEAPOLIS, MN 55406
Phone: 612-721-8800
Contact: DAVID DYER-BENNET

THE WILLOWPLACE GR
15124 PORTLAND AVE SO
BURNSVILLE, MN 55337
Phone: 612-435-8135
Contact: DOUGLAS MEYER

THOMAS O'NEAL INC
509 SIBLEY ST
ST PAUL, MN 55101
Phone: 612-227-9244
Contact: TOM O'NEAL/CONNIE EVERSON

THUMPER SOFTWARE PRODUCTIONS
PO BOX 881
WILLMAR, MN 56201
Phone: 612-235-8395
Contact: TODD THUNSTEDT

TOM MC CARTHY
7404 LAREDO DRIVE
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UNIMART CORPORATION
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Contact: GERALD J HALLER

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BURNSVILLE, MN 55337
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VECTORVISION CORPORATION
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MINNEAPOLIS, MN 55435
Phone: 612-921-0311
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COORDINATE GEOMETRY, MGT. INFORMA-
TION SYSTEM FOR ENG., AUTOMATED
GRAPHICS INPUT SYSTEM.

VERTICAL SOLUTIONS
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ORTONVILLE, MN 56278
Phone: 612-839-3684
Contact: CURT JOHNSON

VIDAS & ARRETT, PA
1904 PLAZA VII, 45 SO 7TH ST
MINNEAPOLIS, MN 55402
Phone: 612-339-8801
Contact: RICHARD ARRETT
Product: PATENT, TRADEMARK, AND COPY-
RIGHT LAW. COMPUTER PROGRAM PAT-
ENTS, SOFTWARE, AND HARDWARE LI-
CENSES, TRADEMARK SEARCHES, AND
APPLICATIONS, AND RELATED LITIGATION.

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11324 MARTIN STREET
COON RAPIDS, MN 55433
Phone: 612-755-7990
Contact: FRITZ B. VOLBACH

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WARMWARE, INC
2128 SARGENT AVENUE
ST PAUL, MN 55105
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Contact: THOMAS J. GUETTLER

WATERBORNE ENVIRONMENTAL LABS
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MINNEAPOLIS, MN 55401
Phone: 612-333-4742
Contact: GEOFFREY D. WATTLES

WELLS & MILLER
700 - 3RD ST SO, #250W
MINNEAPOLIS, MN 55415
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131 NW SECOND STREET
ORTONVILLE, MN 56278
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WILLIAM GRAHAM & ASSOCIATES
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WILLIAM RUSSELL ASSOCIATES, INC
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LESUEUR, MN 55058
Phone: 612-665-6266
Contact: JEANNE DOHENY

WINNEBAGO SOFTWARE CO
121 SO MARSHALL P.O. BOX 430
CALEDONIA, MN 55921
Phone: 507-724-5411 OR 1-800-533-5430
Contact: JEB GRIFFITH, PRESIDENT
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FOR THE MICROCOMPUTER-CIRCULATION,
PUBLIC ACCESS CATALOG, AND CATALOG
CARD PRODUCTION.

WOOLSEY ASSOCIATES
15808 CEDAR RIDGE ROAD
EDEN PRIARIE, MN 55344
Phone: 612-937-2546
Contact: MICHAEL WOOLSEY

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XINOTECH RESEARCH, INC
1313 FIFTH STREET SE, SUITE #213
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MACINTOSH

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WAYZATA, MN 55391
Contact: JAY RICHARDS