



N O V E L L

June 24, 1993

I have known and worked with Stephen Davids for several years as Vice President of Marketing for Merisel, and currently as General Manager for Novell in Canada.

His channel and partner relationships have always been first rate. He has always represented American Power Conversion in a most positive and energetic manner. Stephen has consistently impressed with his professionalism, knowledge and dedication to achieving results for American Power Conversion.

Yours truly,

Ian Fraser
General Manager