

Sun Microsystems of Canada Inc.

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A Sun Microsystems Computer Corporation Business



June 22, 1993

Stephen Davids
Canadian Sales Manager
American Power Conversion
599 Conley Street
Thornhill, Ontario
L4J 6V7

Dear Stephen:

Nice hearing from you today. This is just a short note to wish you success in your bid for a position with APC in Europe.

In my former position as a distributor of APC products, I was impressed with your industry knowledge, business acumen and level of energy. You are an excellent representative for American Power in Canada.

If you are successful in acquiring a position in Europe I will be recommending that our Sun offices there work with you as we are planning to here in Canada. With Sun moving into the Commercial environment running mission critical applications, it is extremely important that we and our partners offer power protection to our customers.

I look forward to hearing from you in Europe!

Sincerely,

David Head

Reseller Marketing Manager
Sun Microsystems of Canada Inc.