

June 25, 1993

Mr. Stephen Davids
Canadian Sales Manager
4 Hazelmere Drive
Richmond Hill, ON L4B 1V6

Dear Stephen,

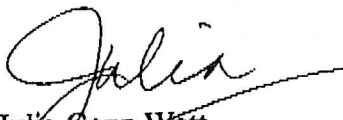
I am writing to express my support of your application for employment with American Power Conversion in Europe. Your success in Canada should translate well into success in any European market.

Thank you for your support of Tech Data Canada through our past three years of growth. Since 1990, we've grown our company's sales ten-fold. APC has certainly been a major contributor to that growth. Your efforts in developing your Canadian team to ensure country-wide support of your products throughout the channel gives testimony to your focus and effectiveness.

We especially appreciate your development of large account business, Hamilton Computers in particular, on behalf of APC and Tech Data.

Good luck to you, Stephen, and thank you for your support of Tech Data.

Sincerely,



Julia Conn-Watt
President &
Chief Executive Officer