

More Safe English Software

Product	Company	Sold Through	What Payment?
K-Comm 2	Kuma	Kuma Computers Ltd.	Visa, MC
K-Minstrel		12 Horshoe Park	
K-Switch		Pangbourne RG8 7JW	
K-Resource			
K-Word			
K-Graph			

British Distributors

Silica Shop Ltd.
1-4 The Mews, Heatherly Road
Sidcup, Kent DA14 DX
Tel: 01-309-1111
Telex: 267437 sdl g

Software Express Computer Systems Ltd.
514-516 Alum Rock Rd., Alum Rock
Birmingham
tel: 021-328-3585

Owning your own division in the United States can have its advantages. MetaComCo, for instance, has a division which calls itself MetaComCo, but is legally called Tenchstar Inc. It is a California corporation, with an American staff, wholly owned by MetaComCo. Its business: to buy software from MetaComCo plc. and resell it in the U.S. and Australia. "We were started four years ago to do contract work for Digital Research" said Mary Hill, the office manager at MetaComCo U.S. When Atari introduced the ST two years ago, they moved the office to Scotts Valley. The U.S. office serves as a beta test site for all MetaComCo products. They scrutinize the documentation, and make suggestions for the American version. "We look at it from an American viewpoint" Hill said. "The Americans and the British speak the same language, but the idioms differ. Americans are used to reading documentation a certain way and sometimes its confusing figuring out what the English are trying to say."

Talk to Les Caudle, president of TDI Software, Inc., in Dallas, and you'll get a different attitude. While TDI (here) sells a Modula-2 that is a product of TDI (there), the contract is different. "We're a completely different company than Modula-2 in England" Caudle said. "We are the exclusive licensees for Modula-2 in this country." TDI in Dallas manufactures Modula-2 and sells it to distributors, who ship it to the stores. TDI doesn't exist in England anymore. It spun off TDI Software in Dallas, spun off Modula-2 software in England, and then went bankrupt. "TDI was distributing computers and doing some other things, just totally different" Caudle said. Some of the owners of TDI in England, TDI in Dallas and Modula-2 in England are the same people.

If you want to bring software into the country for your own use, you should have no trouble with customs. According to Doug Johnstone, an official with U.S. Customs in San Francisco, blank disks will cost you something in import taxes, but software will not. "Any recording media with recording on it is not dutiable. . . . Unlike textile goods, there are no quotas." Mr. Johnstone suggested that a copy of the invoice and that the tariff identification number, 724.40.30, be included in your package. There's a good chance that your package will be opened, so don't be surprised. Customs is supposed to open them all. There's also a chance that they may decide to charge you duty on the manual for your software, according to Ms. Hill. "We pay duty on some parts of what we bring in, but their formulas are very complicated." The duty on single pieces are likely to be very small.

Problems with Getting Software by Transatlantic Mail

A list of software houses and English distributors is included in this article, but be warned. Tempting as it may be to decide to take a mail order of English Software, there are problems. The first problem if you do not buy with a Visa or Mastercard is getting a check written in Pounds Sterling (English money). It is not easy. If you write "payable in Pound Sterling" on your check, the English bank will take it, but your bank probably will return the check to you. If you convert the English prices the dollars and mail a regular check, (right now, its about \$1.60 for every pound) you might get hit with a currency rate change while the check is enroute and the