



to what could be done with those things, I decided to change the company's direction completely and we began to focus all of our energy on learning as much as we could, educating ourselves, and learning how to program, because when those units were delivered there was no software available, at all. All we had was the DOS operating system and a database application which was known as DataFlex."

Galt goes on to relate that how he and his company began its transition: "We morphed the company, more and more into technology, because we realized that that was where our future would lie. The internet was not known, at least not to us. But in that particular decade we got involved in networking, and we realized for the first time that these things could really communicate with each other and could do so very inexpensively. That charted our way forward. We started

to learn how to sell, maintain, service, and deliver excellent support to our customers. By 1989, we had started to sell, from the Green Market, IBM computers, because IBM did not want to deal with us – we were way too small for them."

(The Green Market was the distribution network that dealt in refurbished, used, repaired, recycled, discontinued, or even new products that were still in working condition. These early PCs were sold through brokers and resellers, and not through the original manufacturers. Meanwhile, the companies that actually produced computer equipment in the late 1980s and early 1990s, labeled this resale network, the "Grey Market," in order to persuade customers that they were buying counterfeit or stolen products, or goods in uncertain working condition, or with doubtful warranties. They wanted consumers to buy new products,