

Mitel Corporation

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KEY PERSONNEL:

John Jarvis, President, Chief Executive Officer
Tom Travers, Director, Public/Investor Relations

Mitel Corporation is Canada's second largest manufacturer of telecommunications equipment. Its core line of Private Automatic Branch eXchanges (PABXs) is supported by the manufacture of semiconductor devices, specialized telephone sets, and key telephone systems to provide a comprehensive range of communications services. All new products are designed to interface with integrated services digital networks (ISDN).

Mitel began operations in 1973, and now has revenues of over \$400 million (Cdn) and more than 4 000 employees worldwide. The company is headquartered in Kanata, Ontario, with U.S. operations headquartered in Boca Raton, Florida, and European operations based in the United Kingdom, Italy, Germany and Scandinavia. Despite widely differing global standards, Mitel has sold more than 100 000 PBX systems around the world. In 1986, British Telecommunications plc, a \$23 billion (Cdn) telecommunications company based in the United Kingdom, acquired 51 per cent of Mitel.

Mobile Data International Inc.

Riverside Industrial Park
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KEY PERSONNEL:

Barclay Isherwood, President
Joe Rupe, Vice President, Sales

Mobile Data International (MDI) Inc. designs, manufactures and markets wireless data communication systems.

Products include a variety of vehicular and portable communications terminals for two-way transmission of high integrity data at high speed over radio frequency. Wireless data communication systems for police departments, taxi companies, public utilities, couriers, automobile associations, ambulance and fire brigades are supplied to customers in the United States, Western Europe and Asia. MDI also supplies transmission products to network operators who wish to offer shared wireless data communications service to diverse user groups.

Since its formation in 1978, MDI has experienced rapid growth in sales and product diversification, and has major systems installations in Europe, Asia-Pacific and throughout North America. MDI is a subsidiary of Motorola.

Motorola Canada Ltd. Communications Division

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KEY PERSONNEL:

M. Bernard, President
D. Jones, Vice President and Manager of Export Sales
Lloyd Kubis, Vice President and Director, External Affairs

The Communications Division of Motorola Canada Ltd. designs and manufactures land mobile radio communications equipment and systems. Products range from traditional two-way mobile and hand-held portable radios to state-of-the-art synthesized multi-frequency equipment capable of operating over widely separated frequencies.

Typical products offered by Motorola Canada include vehicular mobile radio, hand-held portable radio, base stations and repeaters, VHF/UHF multi-channel point-to-point radio, communications control centres, vehicular and hand-held wireless data systems, communications digital switches, digital voice encryp-

tion radio and telephones, microwave radio relay up to 23 GHz, railroad communications products and radio alarm systems.

Products are designed for all land mobile frequency bands from HF to 960 MHz, and microwave radio relay equipment is available from 1.7 GHz up to 23 GHz. The company will also custom design a radio communications system to fulfil any user's operational requirements. A high-performance VHF marine radio having up to 128 channels was recently introduced. Customers can select a choice of marine and land mobile channels with digital voice encryption.

Motorola Canada has designed and supplied large systems to major public safety services, railroads and other communications users in Canada and has also supplied extensive systems in Australia, India, the Caribbean, many African countries and in the Middle East. Motorola Canada's products are available through a worldwide network of Motorola representatives and agents in over 50 countries, who also provide ongoing support and maintenance.

Motorola Information Systems

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KEY PERSONNEL:

E. Strain, President
R. Burrows, Director, Business Development

Motorola Information Systems designs and manufactures data communications products to international standards. Its product portfolio includes high-speed modems with data rates ranging from 9 600 bps to 19 200 bps; low- to medium-sized (4 to 64 channels) synchronous and asynchronous statistical multiplexers supporting up to 16 protocols including SDLC; a variety of line drivers (limited distance modems); and X.25 products.

Motorola Information Systems is part of Motorola Information Systems Group, which in turn is one of six