

Economic ties with Belgium

A Canada-Belgium Businessmen's Committee has been established to promote closer economic and commercial relations between the two countries. The two countries have had important commercial ties for a long time and two-way trade between them reached \$1 billion in 1983.

The goals of the new Committee are to broaden and deepen Canada-Belgium economic and commercial relations; to forge links between senior businessmen of the two countries; to encourage investment in both countries; and to seek joint commercial ventures in third countries.

Laurent Beaudoin, president of The Bombardier Company of Montreal and Rolland D'leteren, president of the Belgian corporate group D'leteren have been appointed co-chairmen of the new Committee. Paul Frerotte, president of the Redma Group of Montreal, will be the Committee's secretary.

Canadair clinches aircraft deal

The West German government has decided to purchase seven *Challenger CL-601* aircraft from Canadair Limited of Montreal.

"The 601 was chosen by the West Germans in preference to competing aircraft built by French and US manufacturers," said Canadair president Gil Bennett. "The *Challenger* was selected because the West German Air Force, after exhaustive evaluation of the competing aircraft, found the *Challenger* to be the superior product in terms of technology and operating economics."

The *CL-601*, the newer of two *Challenger* models, is powered by twin General Electric CF-34 engines. The wide-body executive jet has a longer range than the earlier model with a maximum of 6 519 kilometres compared with 5 843 kilometres for the 600.

The 16-seat planes will be built by Canadair in Montreal and delivered over a two-year period beginning March 1, 1985. They will be outfitted in West Germany by Dornier, one of the country's largest aircraft makers. Reports from Bonn said West Germany would pay 22 million marks per plane (about \$10.05 million Canadian).

The planes will be used as part of a special fleet for the army stationed at Wahn, near Cologne, and for transporting members of the West German government.

Canadair has been building *Challengers* at a rate of 15 a year. It has sold eight others so far this year.

Computer components spell success

Producing components for the computers of larger companies has proved to be a highly profitable operation for DY-4 Systems Incorporated of Ottawa.

The company started in 1979 with six employees making BUS boards for the computers of larger companies. Today 96 workers are employed and the company has penetrated US and European markets with exports expected to represent more than 40 per cent of sales this year.

The success of the firm is based on expertise gained while supporting its own research and development efforts by contracting to make STD-BUS cards for Bell Canada, CN Rail and others.

According to the vice-president of marketing and sales Terry Black, DY-4's original intent was to develop colour graphics. The more the firm worked on STD-BUS cards, however, the more other companies started coming to them for these information-packed computer components.

The STD-BUS card, he explains, has standard microcomputer functions such as memory but its strength lies in providing the microcomputer with greater flexibility, both in terms of individual microcomputers and for entire systems of micros.

"The STD cards are primarily eight-bit, but we make some of the newer VME-BUS 16-bit cards," says Mr. Black.

DY-4 is now fourth of 104 world-wide manufacturers in breadth of product line, and fifth in dollar volume shipped.

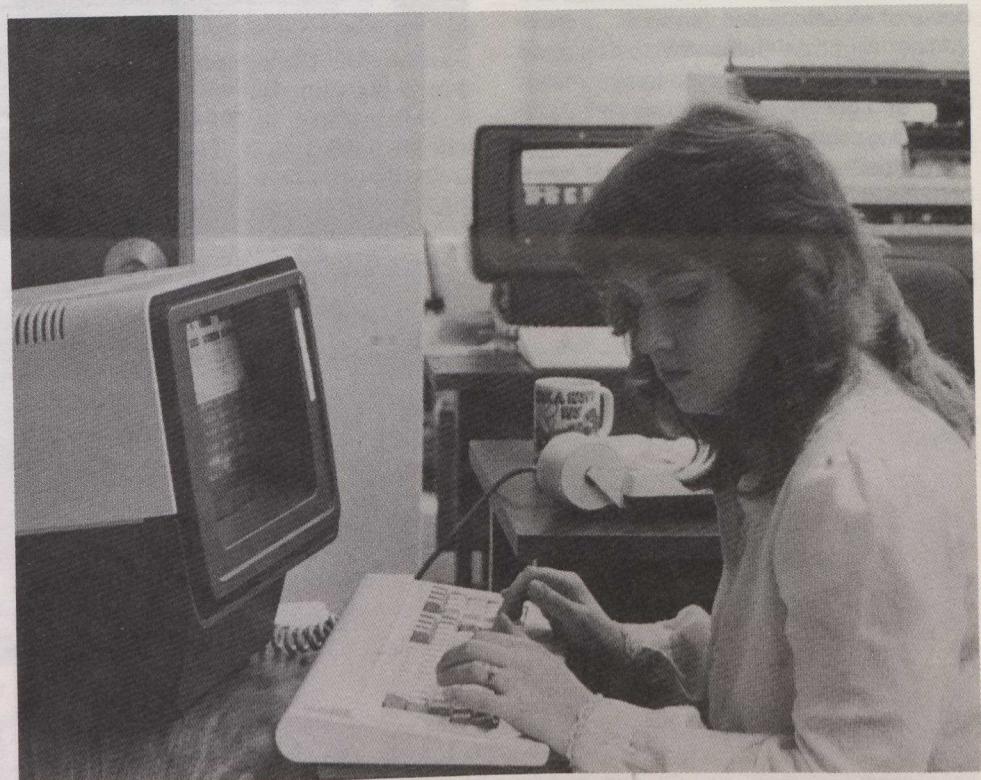
Own system

DY-4 has also developed its own Dynasty system, which company officials describe as "an intelligent work station in a local area network". A local area network allows shared use of facilities like storage and memory, by simultaneous common use of some hardware and software. Space and capital are saved, while waiting for access is eliminated.

Mr. Black maintains that DY-4 is "now the largest local area network supplier in Canada, with the largest variety of applications". They have 86 networks with more than 1 200 work stations in government, business, industry, education, and energy management.

With representatives in the United States, Britain, Germany, France, the Benelux nations, Sweden, and Switzerland, 27 per cent of the company's product was exported in 1983, with 65 per cent of that going to the United States.

The company is now housed in two neighbouring buildings after having moved from their original smaller building in 1982. Later this year, DY-4 plans to move to a new location, under one roof again, with twice the space.



DY-4 Systems employee uses a Dynasty local area network "intelligent work station" in the company head-office in Ottawa.