Meanwhile, Electronic Funds Transfer at Point-of-Sale (EFTPOS), a mode of payment, and the use of bar codes which is becoming popular in some countries in the region are expected to catch on in the retail industry over the next 3 years. Similarly, the use of computers to assist in manufacturing which has been slow thus far is expected to increase following the lead taken by computer vendors in setting up partnership agreements with end-user companies to develop industry applications.

In keeping with the healthy growth expected, prospects for the supply of computer hardware by Canadian manufacturers are very good, but only on the basis of strong marketing to establish buyer awareness as the field is very competitive. Canadian manufacturers intending to distribute computer hardware must strive to provide local importers with innovative and advanced products. The most lucrative potential is likely to arise in the peripherals segment.