

CANADIAN COMPANIES IN THE NEWS

Canadian architectural firm sets up full time office in Hong Kong

Toronto-based Zeidler Partnership International Architects is the first Canadian architectural firm to establish a full time office in Hong Kong.

Work currently includes the design for the Beijing Capital International Airport's new terminal building, the Shanghai Xuhui International Tennis Club, a 1.5 million square feet commercial/residential develop in Guangzhou, the Vista Interasia Hotel in Fujian, and a 46-storey office tower/shopping centre in Jakarta called BNI City.

Zeidler's other international offices are located in London, England; Berlin and Baltimore. The 130 person firm, which has won more than 80 international awards, has been involved in such landmark projects as The Eaton Centre, The Hospital for Sick Children, Ontario Place in Toronto, and Vancouver's Canada Place.

Chairman and President Eberhard Zeidler decided to establish the first Asian office in Hong Kong as it is "an ideal place to provide clients in China and around the region with a full level of service."

The new office in Causeway Bay will have a dozen staff managed by Director and authorized person Tony Chan, a University of Manitoba graduate, and Mel Satok, the new venture's Vice President and a native of Toronto.

(by Harold Mandel)

HUSKY CONTRACT AWARDED

Husky Injection Moulding Systems Ltd, Bolton, Ontario has sold a machine and robot for the production of plastic automotive parts to one of the largest companies (more than 1,000,000 employees in more than 200 plants in the People's Republic of China. The sale was secured after a one-year round of international competitive bidding which included suppliers from Europe and Japan. One key to Husky's success in this endeavor was to invite the customer to visit Husky installations in North America. Another key to success was for Husky to form an alliance with a Detroit-based mold maker who will supply three molds to the same customer. The production system will injection mold plastic car bumpers which will be removed from the machine by a fully automatic robot. More than 90 per cent of Husky's sales are outside Canada.

(courtesy of CANADEXPORT)

Canadian pavilion at SEARAC showcases Canada's IT industries

Twenty-nine Canadian exhibitors formed the Canadian Pavilion at SEARCC '93 to showcase some of Canada's information technology industries. SEARAC took place October 5 to 8 at the Hong Kong Convention and Exhibition Centre.

Canada's IT industry consists of over 10,000 firms, employing 300,000 people in the manufacturing of electronics, telecommunications, instrumentation, and computer equipment and services.

Canada exports about 70 per cent of its locally-manufactured IT products, with IT sales, primarily in telecommunications, amounting to \$40 billion in 1991.

Canadian exhibitors at SEARAC 93 included:

GWN Systems Inc which is showing a geographical Information System software; **Infortech Systems Inc** which has a laser direct write system;

Sentai Software Development Inc which has Progress, an application software for the distribution, manufacturing and service industries;

Datek Industries Inc, demonstrating its Supervisory Control & Data

Acquisition Systems; **Taylor Industrial Software** showing its Integrated Software Solutions; **Hotel Voice Inc** which has a Multilingual Voice Messaging System for the hospitality industry; **MPR Teltech Ltd**, showing its systems integration approach and telecommunications technology;

Dynapro Corp showing a touch control system for industrial and laboratory environments; **Sentai Development** showing a series of object-oriented development tools for Progress-Software Workbook; **CREO Products Inc** which has an optical tape system for document storage; **British Columbia Systems Corporation** which is interested in technology transfer; **The Information Services for the Hospital for Sick Children** which has IT applications for the hospital environment; and the **Vancouver Stock Exchange**, showing an automatic stock exchange system.

A delegation from New Brunswick included **Cyygnus Technology Ltd**, **EDP Consultants Ltd**, **Kansei Healthcare Technologies Ltd**, **Geoplan Consultants Inc**, and **Applied Course Technology**.