

AUSTRALIAN SUCCESS STORIES

Northern Telecom

- has won 5 tenders a row over the past 12 months in Australia. Over the next five years, their sales (based on current orders) will exceed \$200 million. To meet requirements for Australian content and technology transfer obligations, NT has expanded its production facilities in Australia and designated Australia as its Head Office for Asian operations.

MacDonald Dettweiler

- was awarded a \$27 million contract to supply computerized equipment to the Australian National Aeronautical Information Processing System (NAIPS) by the Civil Aviation Authority of Australia.

Vestronix

- has signed a joint venture with an Australian software firm, Squire Computers, which will adapt Vestronix's PRO-C application to DEC VMX systems. This partnership is expected to generate sales exceeding \$1.25 million over the next three years.