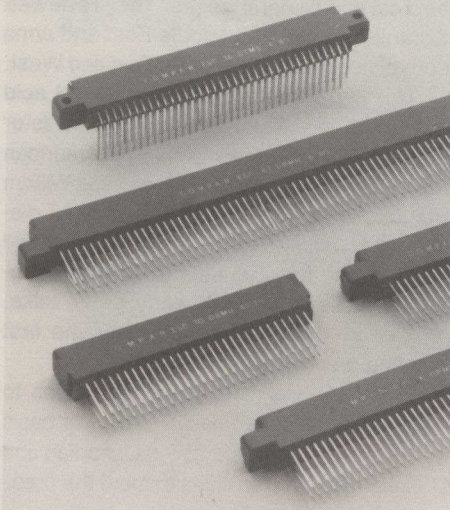


Canadian electronics all set for Munich trade fair

Nine Canadian manufacturers of electronic components, parts and supplies will participate at the eleventh International Trade Fair for Electronic Components and Assemblies, Electronica 84, to be held in Munich, Federal Republic of Germany, November 13 to 17, 1984.

The Canadian manufacturers will be introducing their latest products to the European market as well as offering their existing merchandise. In 1983, the Canadian electronic components industry manufactured over \$5 billion worth of parts and systems.

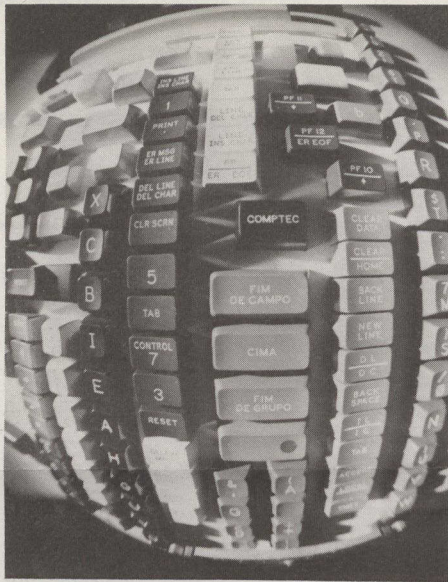
Canadian electronic components' manufacturers make a wide variety of products including connectors, electronic transformers, desk top consoles, electronic enclosures, rack packaging systems, data terminal workstations, integrated circuits, keytops, printed circuit boards, switching power products, quartz crystals and liquid crystal displays.



Card-edge and Delta "D" connectors by Compar Connectors of Markham, Ontario.

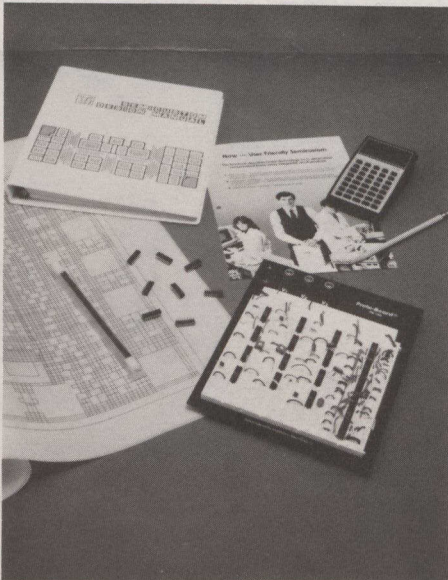
Many are used in personal, household or office products like hearing aids, amplifiers for sound equipment, appliances and office equipment. Others are used in telecommunications, military, aerospace, automotive, medical, telephone systems, computer systems and specialized instrumentation.

The companies and their products that will be participating in the Canadian Exhibition at Electronica 84 are: Compar Connectors, a division of DGW Electronics Corp. of Markham, Ontario displaying card-edge and Delta "D" connectors and connector parts; Comptec International Ltd. of Burnaby, British Columbia, with keytops in a number of languages for sloped or flat keyboards; Croven Crystals Ltd. of Whitby, Ontario displaying piezo-electric quartz crystals; Data Images Inc. of Ottawa, Ontario



Comptec International Ltd., of Burnaby, B.C., manufactures a wide range of keytops for sloped or flat keyboards.

with liquid crystal displays; Edac Inc. of Don Mills, Ontario showing card-edge, rack-and-panel connectors; Graphico Precision of Scarborough, Ontario displaying printed circuit boards for military and commercial applications; Hammond Manufacturing Co. Ltd. of Guelph, Ontario showing electronic enclosures, rack packaging systems, data terminal workstations, electronic transformers and power supplies; Linear Technology Inc. of Burlington, Ontario with silicon monolithic, integrated circuits for low-voltage, micro-power applications; and Tectrol Inc. of Downsview, Ontario displaying switching power supplies and products.



Semi-custom integrated circuits by Linear Technology Inc. of Burlington, Ontario.

Switches for Jamaica

Northern Telecom International Limited of Mississauga, Ontario, has been awarded three contracts worth \$5.54 million (US) by the Jamaica Telephone Company Ltd. as part of that company's five-year plan for the development of its telecommunications network.

The contracts are for the installation of fully digital *DMS-100* and *DMS-10M* switches, and fibre optic transmission systems. They will receive financing from the Export Development Corporation of Canada, Canadian commercial banks and the Export-Import Bank of the United States.

A *DMS-100* (digital multiplex system) local switch and five remote switches to service a total of 8 620 lines will be installed in Kingston, the capital of Jamaica. The contracts also cover five *DMS-10M* switches at Negril, Lucea, Annotto Bay, Falmouth and Port Maria, to serve 1 872 lines.

The *DMS-100* switches are expected to go into service in December 1984 and the remote switches by July 1985.

While Northern Telecom International has long been a supplier to the Jamaica Telephone Company for analog switches, station apparatus and cable, the contract is the company's first for large fully digital switches in Jamaica. The company has already sold fully digital switching and transmission equipment in the Caribbean to Barbados, Antigua, Bahamas (Freeport and Nassau), Trinidad and Tobago, St. Kitts/Nevis, and Grenada.

European-Canada conference

The European Communities-Canada Business Co-operation Conference will be held in Toronto on November 27.

The conference is being organized by the Commission of the European Communities and the Canadian government as an activity under the European Community-Canada Framework Agreement for Commercial and Economic Co-operation, signed in 1976. Under the agreement, Canada and the European Communities have encouraged and facilitated broader inter-corporate links between their respective industries by developing contacts and promoting activities between firms and organizations.

Of direct interest to small and medium-sized enterprises, the conference will emphasize management strategies for success in an increasingly competitive international market-place.

Representatives of some 200 small and medium-sized enterprises are expected to attend the conference.