

Enhancements to multi-user, multi-tasking systems include Human Computing Resources' run-time library licences for its European distributors and UX Software's UX-Basic in a new MS-DOS version.

Canadian participants

The leading computer companies that will display their products at Canada's national stand are:

- ACADZ Inc. — software packages for architects and builders;
- Advanced Business Computer Systems International Inc. — CA\$HCOM point-of-sale systems and software;
- Array Technology Inc. — multi-application video controllers;
- Comptec International Limited — keytops and components;
- DIDAK Manufacturing Limited — AXIOM diskettes;
- Electrohome Limited — data/graphic projection systems;
- Emerald City Inc. — office system software;
- Exceltronix Components and Computing Inc. — computer products and peripherals;
- Human Computing Resources Corp. — UNIX-based products;
- Keynote Computer Products Inc. — ASCII text and graphics terminals;
- Keyword Office Technologies Limited — KEYWORD 7000 for wordprocessors;
- J.Y.L. Logic Inc. — integrated computer system;
- Matrox Electronic Systems Limited — board level computer graphics;
- Micro Tempus Inc. — communications software;
- Mobile Data International Inc. — mobile data systems;
- Nelman Information Inc. — data and communications products;
- Net One Data Corp. — local area networks (LANs) and communication devices;
- Netron Inc. — computer automated programming (CAP), software applications and artificial intelligence;
- Rhodnius Incorporated — database management system for UNIX;
- SR Systems Inc. — packet-network access switching and control systems;
- Switchcom Manufacturing Inc. — modems and switches including SwitchNet;
- TIL Systems Limited — terminals, databases, communications networking and other services;
- Unican Magnetics Inc. — floppy discs;
- UX Software Inc. — scientific and commercial software;
- Waterloo Microsystems Inc. — Waterloo Port operating system; and
- Xicom Technologies Corp. — software.

Tariffs lifted in Canada-US-Japan computer parts pact



AP Laserphoto

(From left seated): Japanese Ambassador to the US Nobuo Matsunaga, US Trade Representative Clayton Yeutter and Canada's Ambassador to the US Allan Gottlieb at a joint signing ceremony for the elimination of tariffs on computer parts.

Canada, the United States and Japan signed an agreement on November 22 to eliminate tariffs on imports of computer parts and semi-conductors in their respective countries.

The agreement which was announced by Clayton Yeutter, US special trade representative, was also signed by Canadian Ambassador Allan Gottlieb and Japanese Ambassador Nobuo Matsunaga.

"At a time of rising international trade tensions, today's agreement is a refreshing reminder that trade liberalization benefits industry, consumers and nations," said Mr. Yeutter.

Under the agreement Canada is removing a tariff of 3.9 per cent on computer parts imports from the US worth about \$1 billion

(US) in 1984. The United States will eliminate a tariff of 4.3 per cent on computer parts imports from Canada, valued at about \$300 million.

During the year, Canada imported about \$1 billion worth of semi-conductors from the US and all but about \$20 million worth was tariff free. The 6.8 per cent tariff on the \$20 million dutiable portion will be removed. The \$350 million worth of Canadian semi-conductors imported by the US is tariff free.

Two-way Canada-Japan trade in computers, computer parts and semi-conductors was valued at about \$100 million in 1984. Japanese tariffs on computer parts and semi-conductors range from 4.2 per cent to six per cent.

Profitable projections for software suppliers

A report published by International Data Corp. (Canada) Limited of Toronto, Ontario maintains that the Canadian software and computer services market will grow to more than \$3.8 billion by the end of 1989 from \$1.6 billion in 1984.

International Data's director of research said that Canadian-owned companies accounted for 52.4 per cent of the \$902 million generated by the leading 25 suppliers in 1984. He added that "it is not inconceivable that Canada could become one of the top five packaged software suppliers

in the world" in the near future.

The study examines suppliers of packages, processing services and professional services. Packaged software is the fastest growing segment; processing services, also known as the service bureau industry, have grown slowly and will rise less than 10 per cent annually in the forecast period, the report says.

Consolidation is predicted for many companies, with small software houses merging into or being acquired by other companies in the industry and non-computer companies.