

## Advanced Technology Partnering is Profitable — from page 1

### Digital Information Systems Inc.

This software developer, founded in 1976, is best known as the creator of Synergy DBL, an advanced and ANSI compliant business programming language. Business applications written in Synergy are installed in more than 150,000 sites worldwide. Interested in relationships with medium-sized Canadian software firms to pursue co-development opportunities.

### Radcon Radar Control Systems

This is a R&D group specializing in radar control systems. Engineering capabilities at the company include weapons systems, microwave and video electronics, digital hardware design, digital software development and mathematical analysis. The company has four patented technologies that they seek to commercialize - these had previously been considered strategic, however, are now free to be licensed.

### Wyatt and Associates

Provides Casino Management Software systems (DOS based) for computerized casino slot machine maintenance, as well as player tracking and change booth management. The same software can be readily applied to video arcades and vending machine applications.

The company is seeking investors who could finance the development of imbedded circuit boards to hard-wire slot machines for continuous data collection.

### XSoft

This subsidiary of Xerox provides software that improves the way people use computers to create, capture, manage and communicate ideas and information on

documents. A related interest is in developing document management systems to improve office productivity. The company has a number of technologies available for licensing, exchange or joint product development. As well, they have an interest in bundling complementary products in their technical publishing and workflow management software.

*Continued in Next Issue*

## Package Simplifies Export Process

A PC-based software package aimed at simplifying the exporting process has been developed by Export Freight Management Services of Toronto.

Dubbed **Exportise**, it allows the user to track data on costs, consignees, carriers, etc., determine which destinations are served by which carriers, fax out quotation requests, fill/print a wide variety of export and shipping forms, and much more.

It also offers a database of foreign customs and transportation information.

Included with the package will be a bulletin board service where exporters can exchange ideas and information and an on-line fax-back shipping/customs form

service.

Its format is such that anyone familiar with a keyboard and a mouse can master it quickly—yet versatile enough to accommodate a wide range of administrative needs.

The DOS version is slated for release early this year and the Windows version for release later this year.

For more information, contact Lucien Hummel. Tel.: (416) 4-EXPORT (439-7678). Fax: (416) 431-1815.

## GATT Agri-Food Questions Answered

Exporters looking for information on the General Agreement on Tariffs and Trade (GATT) and the Canadian agri-food industry can now turn to a 1-800 number for help.

Through the toll-free line, set up by Agriculture and Agri-Food Canada, callers can have their questions answered and access fact sheets on GATT and its impact on agriculture.

The toll-free line, **1-800-668-1266**, is available Monday to Friday from 7 am to 8pm (EST).

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