Introduction

The search for computing products and services is often a time-consuming and exacting one. This directory is an excellent place to begin, for it provides, under one cover, a reference source of the major Canadian companies which provide computing products and services for international markets.

Because the listing incorporates a wide variety of products (including complete turnkey systems, hardware components, software products and computing services) and covers a number of specialized markets, we have developed a convenient reference index. With it, the user will quickly identify those companies which offer products of specific interest.

A selected directory

This is the second edition of *Computing Products for World Markets*. Although 287 Canadian companies have been included — more than twice the number listed in the previous edition — it is not intended as a complete directory of all Canadian companies in the computing products field. Companies selected for inclusion offer products and services which have a proven track record or strong potential in exports.

How to use this directory

This directory has been designed to identify quickly those companies which offer products of particular interest to the reader. It is indexed three ways:

Alphabetical listing of company profiles

Beginning on page 6, each company is listed alphabetically by name. Each listing also includes the address, telephone and telex numbers, a marketing contact, and a short description of the company's products and services.

End Users index

The user index cross-references companies in terms of their concentration on particular end users and specialized markets. Sectors in the user's index include:
• manufacturers, merchandising/retail, military/aerospace, resources (including agriculture and fisheries, metals and minerals, oil and gas, paper and forestry industries), public administration, information and media, real estate and construction, service industries (including engineering, education, training, financial, health care, insurance, legal and tourism), small business, consumers, transportation, and utilities.

Product index

A product index, beginning on page 120, provides detailed categories of products and services and references those companies active in each. Use this index to identify companies which offer specific products and services, then turn to the alphabetical directory for detailed information on each company. Major product categories indexed include:

Hardware
• mainframe, mini and microcomputers and boards.

Peripherals
• displays, terminals, data input and acquisition devices, data storage devices, output peripherals, data security, computer communications, materials handling (robotics), and test and laboratory equipment.

Software
• applications software, including accounting, general business software, database managers, educational, training, expert systems, forecasting and modeling, graphics, library systems, project management, security, word processing, and
• system software, including compilers and interpreters, operating systems, networking systems, and utilities and service programs.

Turnkey systems
• for banking, business, CAD/CAM, computer aided instruction, data networks, electronic publishing, fleet management systems, geophysical systems, graphics, hospital, library, manufacturing, navigation, office automation, public access information systems, remote sensing, retail, reservations, robotics and materials handling, scientific, security, stock market, videotex systems, and specialized systems, products and services.

Depending on the nature of their products, companies may be listed in more than one product index. Use the *Turnkey systems* index as well as individual hardware, peripheral and software indexes to ensure complete cross-referencing.

Companion Publications

The following External Affairs publications provide useful information on Canadian companies in related high-technology areas:
Telecommunications Products for World Markets;
Electronic Products for World Markets; and
Canadian Defence Products Guide

For Further Information

For further information, contact the Canadian Trade Commissioner at the nearest Canadian embassy, consulate or mission, or write to:
Computing Products
Technology Development Division
External Affairs
125 Sussex Drive
Ottawa, Ontario
Canada K1A 0G2