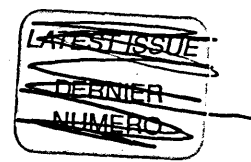


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The sky's the limit in China

Environmental software a hit

Dept. of External Affairs
Min. des Affaires extérieures
OTTAWA

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In just four years, **Lakes Environmental Software Inc.** has become a world leader in air pollution impact software, its products even sought after by the U.S. Environmental Protection Agency (EPA). Now a contract in China is heralding sky-reaching opportunities not only for the small Waterloo-based company but for other Canadian environmental technology firms as well.



Lakes Environmental offers software for air pollution impact and human health risk-assessment studies. Designed to support U.S. EPA regulations, the company's software incorporates geographic information systems (GIS) with advanced graphical capabilities and existing mathe-

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mational models to create extremely powerful, yet easy-to-use software packages.

Founder and president Jesse Thé formed the company in 1996 after analyzing the air pollution impact products offered by the two major U.S. firms that effectively monopolized the field. "I realized we had much better technology and know-how than these companies did," explains Dr. Thé. "We decided to take a chance. It was a big risk."

Risk brings results

The risk paid off. Since 1996 Lakes Environmental's sales have increased 100% every year and the company has grown from 3 to 15 employees. The company exports 95% of its

Continued on page 2 — Lakes

Chicago — a U.S. hi-tech Mecca

Plug into COMDEX 2001

CHICAGO — April 2-5, 2001 — "Putting Technology to Work," the theme of **COMDEX Chicago 2001** — formerly COMDEX Spring — reflects the trade show's shift away from traditional consumer electronics toward more main stream, business-to-business (B2B) applications.



More than 80,000 are expected to attend the show, which will focus on

application service providers (ASPs), e-mobility solutions, networking technologies — wireless, broadband, storage, and security — e-commerce applications and infrastructure, the LINUX operating system, and Web publishing innovations, including digital media.

COMDEX Chicago has played a longstanding role in Canada's trade

Continued on page 6 — COMDEX 2001

canadexpo

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(See supplement inside.)

Canada