

*Minister for International Trade*



*Ministre du Commerce extérieur*

*Canada*



The growing world-wide reliance on computer technology and services is not news. In Canada, a highly competitive computer sector is increasingly exporting its products and expertise to world markets and, in turn, is attracting international investment interest.

Canadian suppliers in the computing products field continue to earn world-wide reputations for innovation and quality, not only in the area of general computer applications, but in a number of highly specialized fields as well. Building on a dynamic industrial and technological base, Canadian companies have emerged as leaders in many areas of the burgeoning field of high technology.

The growing assertiveness of Canadian companies on the world stage reflects their appreciation that success depends on developing products and services which satisfy the demands of the international marketplace. This translates into a unique and particularly Canadian marketing philosophy — a philosophy which emphasizes a willingness to understand and adapt to the needs of international customers.

I welcome this publication which profiles major Canadian exporters of computing products and services for world markets. Not only does it demonstrate the variety and depth of Canadian expertise in computer products, but it should also prove to be a valuable resource for decision makers around the world who need computing products and services second to none.

A handwritten signature in black ink that reads 'Jim Kelleher'.

James Kelleher  
Minister for International Trade  
Canada.