
Adeum Electronics

4-880 Lady Ellen Place
Ottawa, Ont.
Canada K1Z 5L9
(613) 729-8880

Contact: D.C. Sabourin,
Vice President, Marketing
Ted Radcliffe

Adeum Electronics is the engineering and manufacturing division of Adeum Dawning Ltd., a Canadian company incorporated in 1979. Adeum has built an international reputation for its rugged and dependable public access products.

Adeum Electronics has now also moved into the area of standard systems manufacture. Clients within the videotex industry include major NAPLPS manufacturers, international banks, and software houses working on the leading edge of system integration. Adeum supplies systems for tourism, transportation and advertising.

Major products include:
The Adeum "Ruggedized" keyboard

— a membrane-switch, touch-key unit with adaptable graphics and programmable circuitry. The keyboard is designed for long life in public locations and can be applied to most computer systems.

Two models of large-screen integrated terminals for public access:
— the Adeum "Ruggedized" Terminal, or ART, which is a self-contained model with database capabilities designed for mounting within a wall or separate cabinet;
— the Infohut, which is a well-known, free-standing cabinet model for lobbies, etc.

Adeum is principally exporting to the United States and would welcome enquiries from additional U.S. clients and/or representatives.

Advanced Business Computer Systems Inc.

4088 Sandwich St.
Windsor, Ont.
Canada N9C 1C4
(519) 255-9199
Telex: 064-77691

Contact: Ralph Gertz, Operations Manager
Ben Giglio, President

Advanced Business Computer Systems Inc. (ABC Systems) is a privately held company, incorporated in April, 1980. The company evolved from Systems International, a consulting firm founded in 1977 to provide consulting services to large and medium-sized companies.

ABC's founding purpose was to "sell solutions to problems" and, to that end, the company has developed and delivered computer applications to small businesses in much the same manner that large computer vendors have traditionally served major business and industry clients. ABC has focused its efforts on computer/point of sale (POS) technology which previously was affordable and accessible only to large merchants.

ABC manufactures and markets complete point-of-sale microcomputer systems. CA\$HCOM hardware can be configured with any IBM XT or AT compatible product, including ABC's series 500 and series 800 micros.

ABC has developed software for bookstores, pharmacies, fine dining and fast-food restaurants, private clubs and other markets. ABC currently exports to the United States and Western Europe and wishes to develop additional markets in Asia, the Middle East, Central and South America and the Carribean.

AES Data Inc.

100 Alexis Nihon Blvd.
Montreal, P.Q.
Canada H4M 2P2
(514) 744-6711

Contact: Alain Labonte, Director,
Corporate Affairs
Rick Gasoi, Hardware Engineer
Jean Lessard, Manufacturing Controller

An international corporation with headquarters in Canada, AES designs, manufactures and distributes office automation products ranging from stand-alone integrated work stations to sophisticated shared and distributed systems. Software-rich and compatible with industry standards, AES products support all of the key members of the office — managers, professionals and administrative personnel.

AES products are marketed in some 50 countries. In 1985 only, exports accounted for nearly 60 per cent of all AES sales:

During the last year, AES spared no effort to reconquer the largest market in the

world: the United States. Thus, AES Data Corporation (the American subsidiary of AES Data Inc.) inaugurated its new headquarters and regional offices in Washington D.C. TRW, a giant in customer and after sales services, provides field service all over the United States.

AES sells its products world-wide through a wide network of distributor companies. Esselte System AB distributes the AES systems in the Scandinavian countries, while in France this role is played by SMH-Alcatel. Major distributor agreements have also been signed with other companies in Latin America, the Middle East, Europe, Australia and Africa.