

Canadian companies score at Comdex/Fall '84

This year's premier trade show for the North American computer industry held in Las Vegas in November (see *Canada Weekly*, November 7, 1984), was a huge success for many of the 25 Canadian participants.

The total sales for the Canadian firms on site was \$8.79 million and the forecast for sales over the next year as a result of contacts made is \$82 million. There were some 2 516 "serious" trade enquiries, while 27 agents, dealers or distributors were appointed to represent some of the companies and another 160 contacts were pending by the end of the fair.

"It was a tremendous opportunity for us and it really paid off," said Christine Kincaid, marketing representative for OCRA Communications Inc. of Ottawa, Ontario.

"We had a lot of calls waiting for us when we got back, so now it's just a question of following up the many leads generated by the show," she said.

Unique advanced products

The show was especially receptive to companies with unique products.

Anthony Lui, director of operations for Comway Electronics Corp. of Toronto, Ontario said he signed contracts with distributors worth up to \$8.5 million, about double what the company had expected.

Comway has developed a device that expands the memory of IBM's new AT personal computer, and Mr. Lui said they "were overwhelmed by the response".

Another company with a unique product,

Omzig Corporation of Ottawa, Ontario, also enjoyed considerable success and signed an important contract with a company in France. Omzig has developed advanced software monitor, keyboard and telephone units.

K-I-S Information Systems of Vancouver, British Columbia produces a fully integrated accounts receivable, payable and ledger system. The firm signed a number of distribution agreements with firms in the United States, Europe and South Africa at the trade fair.

Arabic Latin Information Systems Inc. of Montreal, which markets equipment to



Tony Lui (right) of Comway, which builds high resolution graphic boards, colour graphic boards and multi-functioned engineering boards to order, signed distribution contracts worth up to \$8.5 million.



Wally Kung (right) president of K-I-S Information Systems from Vancouver finalizes one of their many agreements during Comdex/Fall '84.

make computers recognize text entered in Arabic and other languages, was also very successful at the fair.

Stephan Gervais, manager of international marketing for Arabic Latin Information Systems said his company sold software to "a number of personal computer manufacturers in the United States for distribution in the Middle East".

He predicts that Comdex will lead to about \$500 000 in business for his firm in the next six to eight months.

New Alberta lieutenant governor

Helen Hunley, a former cabinet minister in Alberta, was appointed lieutenant governor of the province on November 30.

Miss Hunley, 64, is a native of Acme, Alberta. She served in the armed forces during the Second World War, ran a farm implement business for many years and served as mayor of Rocky Mountain House, Alberta, before entering the provincial legislature.

First elected as a member of the Legislative Assembly for Rocky Mountain House in 1971, Helen Hunley was appointed minister without portfolio in 1971. In 1973 she was appointed solicitor general. During her first term of office, she also had responsibility for the Alberta Health Care Insurance Commission. In 1975, Miss Hunley was appointed minister of social services and community health.

Miss Hunley replaces Frank Lynch-Staunton as lieutenant governor and becomes the first woman to hold that post in Alberta.



Communication software monitor, keyboard and telephone units, developed by Omzig were among the many advanced products featured at the Canadian exhibit.