low and medium power transmitters and translators; and two-way voice, data and video satellite systems. Nexus' award-winning Series 5 headend product line provides the most costeffective solution for cable systems servicing as few as 75 subscribers. Nexus also designs and manufactures high-frequency power products and high-quality video and graphic display systems. These systems can create colourful text, graphic screens and complex graphics with animation.

Nexus currently exports its products to over 60 countries around the world and actively markets its headend products in Europe, Asia and North and South America. In addition to the United States, Nexus' priority markets include the Pacific Rim, especially Australia, New Zealand and the People's Republic of China.

Affiliated companies include Channel One Video Corp., Channel One Video (East), Infosat Telecommunications Ltd., Statpower Technologies and Nexus Display Systems.

NGL Consulting Ltd. (Nordicity)

Suite 1105, 350 Sparks Street Ottawa, ON K1R 758 Telephone: (613) 236-5850 Fax: (613) 236-9241 KEY PERSONNEL: Peter Lyman, Senior Partner Thomas Grandy, Partner Lorne Horwood, Partner

NGL Consulting Ltd. (Nordicity) has conducted numerous studies in the identification and market assessment of new telecommunications services applications and products for private sector and government clients.

The firm has made a study for the Canadian Department of Communications to determine the feasibility of establishing a Canadian Communications, Informatics and Space Research and Development Institute. The study involved international comparisons with the United States, the United Kingdom, West Germany and France.

In association with Kalba Bowen of Boston and the Canadian Broadcasting Corporation, NGL undertook a comprehensive study of current and future television technology and its impact on Canada; NGL conducted an international assessment of the status of development of television technologies, including enhanced television and high definition television. The study also determined the future requirements for these technologies and projected their potential products and services markets to the year 2000, and analyzed the industrial, economic, societal, cultural and institutional impacts of these new TV technologies on Canada.

Norpak Corporation

10 Hearst Way Kanata, ON K2L 2P4 Telephone: (613) 592-4164 Telex: 053-4174 Fax: (613) 592-6560 KEY PERSONNEL: J.F. Carruthers, President

Norpak Corporation is a manufacturer of videotex and teletext systems, and a leader in teletext technology. Utilizing low-cost VLSI terminal technology, the company designs and manufactures videotex and teletext products and systems which implement the EIA North American Basic Teletext Specification (NABTS) and ANSI North American Presentation Level Protocol Syntax (NAPLPS) standards. Norpak's product range includes a full range of videotex and teletext database creation, delivery and terminal systems.

The company also provides custom engineering development services, with supporting technical training and consulting services specializing in licensing semiconductors and terminal technology worldwide. Licencees include Rockwell Semiconductor, National Semiconductor, Samsung Semiconductor, Intel Products, Samsung Electronics, C.ITOH, RCA and Northern Telecom.

Norpak has been actively involved in the evolution of North American teletext and videotex technology. Norpak most recently developed the Bell Canada ALEX videotex terminal licensed to Northern Telecom. The Samsung Electronics teletext decoders and televisions incorporating teletext are also licensed from Norpak.

Norsat International Inc.

302 – 12886 – 78 Avenue Surrey, BC V3W 8E7 Telephone: (604) 597-6200 Telex: 04-508306 Fax: (604) 597-6214 KEY PERSONNEL: Greg Peet, President Wayne Meadows, Vice President Ian Power, Executive Vice President

Norsat International Inc. designs and manufactures satellite communications equipment and integrated packaged systems for TVRO, SMATV, CATV and data, operating in either C or Ku band. The company's product line includes satellite receivers, low noise amplifiers, low noise block down converters, and accessory products. In 1987, Norsat released "MicroSat," a board that converts an IBM PC into a satellite receiver. The company also offers oneway systems for digital audio and data transmission applications.

Norsat offers custom design and manufacture of satellite systems to user requirements. Norsat is a pioneer in the development of TVRO satellite communications equipment, and offers complete TVRO systems.

Northern Telecom Limited

3 Robert Speck Parkway Mississauga, ON L4Z 3C8 Telephonc: (416) 897-9000 Telex: 06-960348 Fax: (416) 275-1143 KEY PERSONNEL: David G. Vice, President Charles M.H. Shiu, Vice President, Market Development

Northern Telecom is the world's largest supplier of fully digital telecommunications systems with over 40 million lines of its Meridian SL-1/SL-100 business communications systems and DMS central exchange switching systems in service or on order in more than 60 countries.

Northern Telecom manufactures a wide range of telecommunications equipment for telephone companies, private corporations, educational

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