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# COMPUTING PRODUCTS FOR WORLD MARKETS



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# COMPUTING PRODUCTS FOR WORLD MARKETS



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The Canadian Advanced Technology  
Association

The Canadian Association of  
Data Processing Service Organizations

The British Columbia Software Association  
Software Workshops of Canada

The Montreal International Software  
Market





*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.



# Introduction

The search for computing products and services is often a time-consuming and exacting one. This directory is an excellent place to begin, for it provides, under one cover, a reference source of the major Canadian companies which provide computing products and services for international markets.

Because the listing incorporates a wide variety of products (including complete turnkey systems, hardware components, software products and computing services) and covers a number of specialized markets, we have developed a convenient reference index. With it, the user will quickly identify those companies which offer products of specific interest.

## A selected directory

This is the second edition of *Computing Products for World Markets*. Although 287 Canadian companies have been included — more than twice the number listed in the previous edition — it is not intended as a complete directory of all Canadian companies in the computing products field. Companies selected for inclusion offer products and services which have a proven track record or strong potential in exports.

## How to use this directory

This directory has been designed to identify quickly those companies which offer products of particular interest to the reader. It is indexed three ways:

### Alphabetical listing of company profiles

Beginning on page 6, each company is listed alphabetically by name. Each listing also includes the address, telephone and telex numbers, a marketing contact, and a short description of the company's products and services.

### End Users index

The user index cross-references companies in terms of their concentration on particular end users and specialized markets. Sectors in the user's index include:

- manufacturers, merchandising/retail, military/aerospace, resources (including agriculture and fisheries, metals and minerals, oil and gas, paper and forestry industries), public administration, information and media, real estate and construction, service industries (including engineering, education, training, financial, health care, insurance, legal and tourism), small business, consumers, transportation, and utilities.

### Product index

A product index, beginning on page 120, provides detailed categories of products and services and references those companies active in each. Use this index to identify companies which offer specific products and services, then turn to the alphabetical directory for detailed information on each company. Major product categories indexed include:

#### Hardware

- mainframe, mini and microcomputers and boards.

#### Peripherals

- displays, terminals, data input and acquisition devices, data storage devices, output peripherals, data security, computer communications, materials handling (robotics), and test and laboratory equipment.

#### Software

- applications software, including accounting, general business software, database managers, educational, training, expert systems, forecasting and modeling, graphics, library systems, project management, security, word processing, and
- system software, including compilers and interpreters, operating systems, networking systems, and utilities and service programs.

### Turnkey systems

- for banking, business, CAD/CAM, computer aided instruction, data networks, electronic publishing, fleet management systems, geophysical systems, graphics, hospital, library, manufacturing, navigation, office automation, public access information systems, remote sensing, retail, reservations, robotics and materials handling, scientific, security, stock market, videotex systems, and specialized systems, products and services.

Depending on the nature of their products, companies may be listed in more than one product index. Use the *Turnkey systems* index as well as individual hardware, peripheral and software indexes to ensure complete cross-referencing.

## Companion Publications

The following External Affairs publications provide useful information on Canadian companies in related high-technology areas:

*Telecommunications Products for World Markets;*

*Electronic Products for World Markets;* and  
*Canadian Defence Products Guide*

## For Further Information

For further information, contact the Canadian Trade Commissioner at the nearest Canadian embassy, consulate or mission, or write to:

Computing Products  
Technology Development Division  
External Affairs  
125 Sussex Drive  
Ottawa, Ontario  
Canada K1A 0G2



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## **Company Profiles**

### **Canadian Companies and Their Products**

The following is a list of Canadian companies in the computer field which are active in exporting. The profiles are descriptions of the companies, provided by them, and are not necessarily definitive listings of all their products currently available for export.

#### **Aball Software Inc.**

2268 Osler St.  
Regina, Sask.  
Canada S4P 1W8  
(306) 569-2180

**Contact:** Allan Ball  
Harvey Kemball

Aball Software is a Canadian company which specializes in the development of library and information retrieval software for microcomputers. Our target machines are the IBM-PC family and its look alikes which use the MS-DOS operating system. In addition to the Ocelot Library System development, ABALL is heavily involved in the development of OSI Application Level Protocols in conjunction with the National Library of Canada.

The Ocelot Library System, currently available in Canada, Australia, the U.S. and the European Economic Community, supports all major library functions including: on-line catalogue, circulation

control, acquisitions and serials control. It is a sophisticated yet user-friendly system. The catalogue module can accept MARC records or be used with local standards. It has authority control and will support cross-references or thesaurus structures. The user interface can be tailored by the end user to different vocabularies or different languages so that it remains user friendly to the casual user without compromising the high standards required for bibliographic applications.

The Ocelot Library System is suitable for use by libraries with less than 90,000 volumes and with circulations under 200,000 per year.

#### **ACADZ Inc.**

740 Notre Dame West, Suite 710  
Montreal, P.Q.  
Canada H3C 3X6  
(514) 871-9175  
Telex: 055-06147

**Contact:** Dr. Donald Collins, PHD MSC BARCH

A privately held Canadian company incorporated in 1982, ACADZ is a manufacturer and developer of integrated Computer Aided Design (CAD) software products for microcomputers. The ACADZ BUILD.IT™ family of integrated products includes 3D wire frame and surface modeling systems such as TRANSFORM.XYZ™ which is a 3D (three-dimensional) surface modeler, producing (individually or simultaneously) the axonometric drawings of plan, front elevation, side elevation and isometric. The independent control in 3D of any 2D surface is possible. TRANSFORM.XYZ allows the user to move the surface easily to any position in 3D space and rotate the surface about any one of the three axes.

The PERSPECTIVE.EYE™ software allows the user to manipulate any 3D co-ordinate model by applying the perspective transformations for 1-point and 3-point perspective. Any eye vantage point (viewing position) is possible with interactive hidden surface removal using PERSPECTIVE.EYE.

Any modular 2D surfaces of architectural building elevations may be generated using the VACADE.XY™ System. Automatic quantity of materials and surface data are available with FACADE.XY

CONCRETE.BEAM™ is one of first concrete analysis and design modules with the ACADZ BUILD.IT family of integrated software. This system allows a designer to work in metric or imperial units and allows the choice of analysis or design of the concrete beam section.

Each graphic design tool, CAD product, from the BUILD.IT family of ACADZ products can receive or send graphic co-ordinate data to or from any other CAD system which allows graphics exchange files, for example GKS or IGES.

ACADZ is establishing an international distribution network in over 16 countries and is searching for additional resellers and distributors to represent the ACADZ BUILD.IT family of integrated CAD software products.





## ***Accugraph Corporation***

Suite 204, 50 Gervais Dr.  
Don Mills, Ont.  
Canada M3C 1Z3  
(416) 441-2211  
Telex: 069-867666

**Contact:** Jane Frarey,  
Marketing Administrator

Accugraph Corporation, a publicly traded company, is a leader in the development of highly functional hardware-independent software packages which meet the requirements of a wide variety of engineering, manufacturing and architectural disciplines.

In 1981, Accugraph released two computer graphics products. Growing market acceptance led to the launch of ACCU/CAD in early 1984 and to the largest CAD installation in Canada.

Accugraph has marketing agreements with IBM, Digital and Hewlett Packard, as well as distribution agreements in the United States, Europe and the People's Republic of China. Also, ACCU/CAD has achieved market pre-eminence in the Canadian educational market, particularly with post-secondary technical colleges.

In 1985, controlling interest in Accugraph was obtained by Kinburn Technology Group of Ottawa, a major investor with

interests in five technology companies. Accugraph has acquired 100 per cent interest in Cymbol Cybernetics Corporation of Ottawa, whose principal product, multiDRAW, runs on the IBM PC AT computer. MultiDRAW and related industry-specific packages, multiCUT and multiPUNCH, have been very well received in the engineering and manufacturing sectors.

The company has signed a major marketing agreement with Integrated Solutions Inc. (ISI), a subsidiary of NBI Corp. The agreement will see ACCU/CAD sold as part of a turnkey package running on the powerful UNIX-based ISI engineering workstations.

Accugraph Corporation operates two facilities in Canada and directs a growing dealer, distributor and OEM network in over 25 cities in the United States, Canada and Europe.

## ***Accurate & Automatic Scale Cos. Ltd.***

2040 Ellesmere Road, Unit 15  
Scarborough, Ont.  
Canada M1H 3A8  
(416) 438-4722  
Telex: 065-26129

**Contact:** Frank Parkinson, General Enquiries  
Rick Hart, Product Information

Accurate and Automatic Scale Companies Limited manufactures a complete line of fully electronic weighing platforms, digital indicators and ticket printers of various sizes and capacities. The company also manufactures total turnkey systems to exact customer requirements for the production areas of their plants.

As companies buy, process and sell by weight, we have developed a software database called WIN, Weight Information Networking, which is an intelligent front-

end shop floor process control and data acquisition system, based on monitoring scales and other peripheral equipment. This system reduces manpower and increases production while providing daily, weekly, monthly and year-to-date records.

Our front-end systems use the latest technologies incorporating bar code label printing and scanning, temperature monitoring, automatic batching and blending of ingredients, parts counting, etc, all on a real-time on-line basis.





### ***ACS Group Ltd.***

Suite 403, 60 Queen Street  
Ottawa, Ont.  
Canada K1P 5Y7  
(613) 236-6608  
Telex: 053-4741

**Contact:** William Purdom, Vice President

The ACS Group Ltd., founded in 1982 and staffed with some 35 professionals, places strong emphasis on the computer field. It can provide business analysts, project managers, hardware and software engineers with expertise in all areas of information systems.

The micro-based systems area is particularly well covered especially in end user-support, education and training.

The group is increasingly active in exporting its services and is already undertaking projects in the Caribbean, West Africa and Latin America. The company has an office in Bamako in the Republic of Mali where it is very active. The company offers its services in English, French, Spanish and Portuguese.

### ***Acom Systems Computer Ltd.***

160, Rue Gince  
Montreal, P.Q.  
Canada H4N 2W6  
(514) 335-0620

**Contact:** M. Szwaronek,  
President and Marketing Manager  
M.K. Vreith, Vice President, Marketing

Acom Computer Systems Ltd. was founded in 1977 for the purpose of developing software for the hospitality industry. Acom sales have increased 300 per cent over the last five years. Acom currently has a staff of 25 employees for maintenance and development purposes. Acom products are specifically designed for the back office applications for hotels. Acom's products, AP, GL, FS, inventory, budget and labor forecasting are developed in the IBM System 34, 36 and PC computers.

We are seeking to expand our operations in Europe and would welcome distributors in our target markets.

Our software is available in English, however some products have been translated to French.

With a client base of over 250 hotels, which include Intercontinental Hotels and Hilton International, we enjoy an enviable reputation in our industry.

### ***ACS Advanced Circuit Systems Ltd.***

44 Steacie Drive  
Kanata, Ont.  
Canada K2K 2A9  
(613) 592-5204

**Contact:** Merv Sullivan, President

ACS Advanced Circuit Systems Ltd. is an electronic test equipment manufacturer, specializing in low-cost instruments which use personal computers as controllers. The company focuses its attention on a market which has often had "to do without" due to budget restraints or excessive complexity. Customers include trade

schools, small electronic manufacturers and electronic laboratories.

The LANSER line of logic analyzers will work with Apple II and, soon, with IBM PC computers. Costing less than \$2,000, including menu-driven software and an easy-to-use manual, the LANSER is a "productivity tool".





## ***ACT Computer Services Ltd.***

11735-170th Street  
Edmonton, Alta.  
Canada T5M 3W7  
(403) 451-5555  
Telex: 037-2297

**Contact:** Neil E. McCoy,  
Senior Marketing Representative

ACT provides reliable, secure, easy-to-use computing and information services and develops and markets the following software products.

1) ACT's Shared Processing Services feature IBM and compatible hardware and software, featuring IBM's premier operating systems which are suitable for large systems requiring a mix of both batch and on-line services.

Clients processing on ACT's data centre are often augmenting their own in-house system or in many cases are using ACT on a 'facilities management' basis. With the facilities management approach, ACT takes responsibility for all hardware acquisition, space requirements for machines, backup facilities, operators, software problems, network control, etc.

2) Mobile Equipment Services Information Systems – MESIS.

MESIS is an integrated fleet management computer system designed to control cost before the fact instead of offering management information for analysis after the cost has been incurred.

3) Dealer Management and Information Control System – DMICS.

The management of assets: cash, parts and equipment inventories and receivables is the key to increasing your profitability. ACT's Dealer Management Information Control System (DMICS) provides the ability to manage your assets through a totally integrated, on-line computer-based system that serves your sales, marketing, service, parts and finance departments.

The six major systems are: Parts Order Entry System; Parts Inventory Control System; Service Management Control System; Equipment Inventory System, Accounts Receivable and Customer Information System; Marketing Information System.

#### 4) ABSTRACT

ABSTRACT was designed by ACT in collaboration with the Government of Alberta as a database retrieval and management system that could best handle the government's information needs. Several steps ahead of comparable systems, ABSTRACT provides the data needed by business and government to supplement their internal information systems, and then adds all the tools necessary for speedy and effective decision-making.



---

## **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.





## ***AIT Corporation***

1390 Prince Of Wales Dr. 5th Floor  
Ottawa, Ont.  
Canada K2C 3N6  
(613) 226-7800  
Telex: 053-3262

**Contact:** Stephen Sandler, President  
A.B. Churgin, Executive Vice President

AIT Corporation (Formerly HiTech Canada Limited), was incorporated in 1973. The company develops computer-based systems for various communications, processing, control and simulation applications; manufactures optical character readers for computer data entry; and provides consulting and project management services to government and commercial clients.

AIT has developed major computer systems for electronic mail, network management, laboratory automation, and aerospace data handling and processing.

AIT also manufactures a line of page scanners and digitizers and optical

character recognition equipment (OCR) for text entry into word processors, numeric handprint and mark data entry, and passport and secure document recognition. Custom scanning, digitizing and recognition systems have been developed for special applications.

AIT's unique computer systems development and peripheral manufacturing capabilities are complemented by consulting and project management expertise in a variety of aerospace, communications and data entry fields.

## ***All Computers Inc.***

102 Bloor St. West, Suite 1200  
Toronto, Ont.  
Canada M5S 1M9  
(416) 960-0111  
Telex: 06-986766

**Contact:** Mers Kutt, President  
Shelly Sofer, General Inquiries

All Computers Inc. was incorporated in 1975 under the laws of Ontario and has been involved in the manufacture and design of hardware and software products for the high volume segment of the personal computer industry. The ALL CARD is a unique multifunction and enhancement board for IBM Personal Computers with the capability of handling enormous amounts of main memory, in much the same way mini and mainframe computers do today. The key is a proprietary memory management unit (MMU) chip which extends the PC's upper limit of addressable memory well beyond 640K to 10MB on the PC and XT and 32MB on the AT, and provides features that are not possible with other techniques.

For example, the ALL CARD can run both existing and new programs in an expanded

DOS space of 1 megabyte per program without any performance degradation in addition to conforming to the growing number of lower performance expanded memory specifications such as Lotus Intel, Microsoft EMS and Enhanced EMS.

The ALL CARD will appeal to IBM PC, XT, AT or compatible users who wish to increase the performance and extend the productive life of their computers.

Currently the ALL CARD is distributed in North America and Europe through dealer, distributor or representative relationships. The company plans to expand its distribution network both in existing North American and European markets and in new markets world-wide.



## ***Alphatel Systems Ltd.***

11430-168 Street  
Edmonton, Alta.  
Canada T5M 3T9  
(403) 451-5761

**Contact:** Robert A. Abell, PH.D., President

Alphatel Systems Ltd. was incorporated in 1981 to provide consulting services and product development in the emerging field of technology-based education and training. We have concentrated in four main fields:

1. Computer based training systems.
2. Computer/laser disc exhibit systems.
3. Educational technology consulting.
4. Computer Directory Information Systems.

Alphatel's primary markets have been institutional and government organizations.

The Alphatel Videotex Directory System "CADIS" was selected by Edmonton Telephones for deployment in West Edmonton Mall. Alphatel Systems is responsible for maintaining the 20 units presently installed in the mall.

While our larger projects have been mainly in Alberta, we have exported to the U.S. and Korea and would like to expand to Australia, South Asia, and the Middle East.

## ***ALIS (Arabic Latin Information Systems) Inc.***

3410 Griffith  
Montreal, P.Q.  
Canada H4T 1A7  
(514) 738-9171

**Contact:** Mohamed Ali Chehade, Director  
Bachir Halimi, General Information  
Anthony E. Toledo, Marketing

Arabic Latin Information Systems Inc. was incorporated in 1981 for the purpose of transforming electronic data processing (EDP) equipment on the English mode to operate in a bilingual Arabic/Latin mode. Sales have increased to \$1 million annually since the introduction of products in 1983. Present back orders, however, suggest that sales will accelerate to \$5 million in 1986, of which 100 per cent represents export sales. We now have 16 employees in our Canadian operation, and one each in our Riyadh, Saudi Arabia and Paris, France offices.

Our proprietary product offer includes one bilingual terminal, five bilingual character and line printer models and several operating system extensions

to MS DOS versions for IBM PCs and compatibles to process and print Arabic/Latin data instantly. Besides marketing third party hardware and software products, we also offer Arabization and computerization project management services to manufacturers and national governments respectively.

Current distribution is through major computer manufacturers who buy on an OEM basis and through distributors located in 15 Arabic-speaking countries on the Saudi peninsula, in the Middle East and North Africa.

We are seeking to strengthen our distribution in our present target markets and would welcome locally-based partners.

## ***Array Technologies Company***

450 Esna Park Drive, Unit 5  
Markham, Ont.  
Canada L3R 1H5  
(416) 477-8804  
Telex: 06-966640

**Contact:** Tom Ward, Product Information  
Mark Canning, Sales Information

Array Technologies Inc. (ATI) is involved in the design, development, manufacturing and marketing of peripheral products for the IBM PC, XT and AT. It is distinct from other peripheral manufacturers in that its technology focus and competence is in the area of VLSI gate array technology.

The Graphics Solution is a multi-application video adapter that performs Hercules compatible high resolution monochrome graphics, high resolution color/graphics, 132 columns and colour/graphics emulation in a half slot. Parallel and serial ports are optional.

The Color/Emulation Adapter runs standard color/graphics software on either an IBM colour or an IBM monochrome monitor. Parallel printer interface is standard.

Array Technologies client sectors include: communications and media, manufacturers, education and training, government, merchandising, resource industries, utilities and small business. Some 80 per cent of our sales are to export markets, principally the United States and Western Europe.

## ***Arrix Logic Systems Inc.***

4002 Sheppard Ave. East, Suite 514  
Agincourt, Ont.  
Canada M1S 1S6  
(416) 292-6425  
Telex: 06-986766

**Contact:** Miss Bach, Marketing Manager

Arrix Logic Systems Inc., a Toronto-based software firm, develops productivity software for the intelligent workstation. The Advanced Productivity System (APS) emulates popular IBM mainframe functions (ISPF, VM/CMS FLIST, DCF SCRIPT and GML) on a personal computer. The APS/SCRIPT text formatter automatically generates a table of contents and can produce large output documents. APS/

FLIST offers "directory command" functions in addition to providing hierarchical menus that can be customized in seconds for efficient fixed disk organizing. APS/DIALOG paints dialogues and menu panels interactively on the display screen in colour. APS/TUTORIAL lets you create tutorials of your own design on any subject and in any national language.





### ***Atkinson, Tremblay & Assoc. Inc.***

1080 Beaver Hall Hill  
Montreal, P.Q.  
Canada H2Z 1S8  
(514) 871-0108

**Contact:** Charles Gregory,  
Vice President, Montreal Unit

Atkinson, Tremblay & Assoc. Inc. are consultants in management and data processing. The firm is a recognized leader in information and software engineering. With offices in Montreal, Toronto, Quebec City and Ottawa, the company serves a broad base of DP users. The company's approaches, techniques, and methodologies have become industry standards in Eastern Canada.

The company offers consulting services in information systems ranging from strategic and organizational planning to interim

management and large project management.

The company employs a systems approach to the implementation of business systems characterized by a comprehensive methodology, experienced professionals, and the latest techniques and tools.

In the area of information and software engineering, a "one-stop shop" approach is followed. This includes courses and workshops, development and project management methodologies, software tools, and specialized consulting services to make it happen.

### ***Barer Engineering & Machinery Co. Ltd.***

1365, Rue Basin  
Montreal, P.Q.  
Canada H3C 1W3  
(514) 937-3911  
Telex: 052-67585

**Contact:** V.E. Deniz, Export Manager  
D. Barer, Vice President

Barer Engineering & Machinery Company Ltd., was established in Montreal in 1950, and started out in the metalworking machinery and engineering fields, equipping North American plants and workshops with modern machine tools and engineering equipment.

Barer Engineering then began catering to the new market demands for numerically controlled machine tools run by central computerized systems. Besides catering to the North American market, 25 per cent of present sales are made to other markets all over the world.

The rich experience gained through this activity triggered a new thrust in the field

of education and training. Since 1982, Barer Engineering has equipped universities, colleges and trade schools throughout Canada and the U.S. with computer training equipment for machinery and robotics, computer aided design and computer aided manufacturing (CAD/CAM), electronic, pneumatic and hydraulic training systems. The company supports all supplies with training to instructors to teach students on these systems.

Barer Engineering now has the know-how and equipment to offer complete training packages to technical training institutes in the overseas markets.





### ***Barrodale Computing Services Ltd.***

3318 Oak Street  
Victoria, B.C.  
Canada V8Y 2K1  
(604) 382-5356

**Contact:** Dr. Ian Barrodale, President

Barrodale Computing Services Ltd. was incorporated in 1978 to provide an R&D service to scientists and engineers requiring specialized computer software. The main applications areas serviced to date are defence, science (signal processing, beamforming, and simulation methods), seismic processing (deconvolution techniques), hydrographic mapping and astrophysical calculations. Typically, our customized software is designed for use on minicomputers (sometimes with an attached array processor), although some recent projects have involved extensive use of microcomputers.

Revenues have increased annually, and we currently have twelve employees. Most of our staff have degrees in computer science and some have advanced degrees in specialized areas. Our in-house facilities include minicomputers and computer graphics hardware.

Our primary markets are highly technical industries, laboratories and research institutes, and we would welcome the opportunity to provide services in other geographical areas.

### ***Batteries Included Inc.***

30 Mural Street  
Richmond Hill, Ont.  
Canada L4B 1B5  
(416) 881-9941

**Contact:** Lindsay Swartz, General Enquiries  
Bruce Corbett, Product Information

Batteries Included commenced operations in 1978. In a few short years, Batteries Included has become one of the leading producers of productivity software for home computers in North America. Three products, the PAPERCLIP wordprocessor, the HOMEPAK integrated program and the CONSULTANT database manager have been among the best selling software programs in North America during the last few years and have been consistently on Billboard Magazine's Top Ten Best Selling list in the United States.

In the past year, Batteries Included has expanded its product line to include productivity software products for more sophisticated business applications,

including time and billing management and stock portfolio management, for IBM PC MS DOS and compatible hardware. Our products are now available in formats for IBM PC, Apple II, Apple Macintosh, Commodore 64/128, Amiga, Atari 130, and Atari ST.

In 1985, Batteries Included established distribution of its products in the United Kingdom, France, West Germany, Holland, Switzerland, Belgium, Mexico, Australia and Argentina. Local translations of our products will be introduced in 1986. In 1986, Batteries Included will also be seeking to expand its activities in other growth centres for high technology.



# PaperClip



Produced by  
BATTERIES INCLUDED

## **BCC Group Inc.**

166 Norseman Street  
Toronto, Ont.  
Canada M8Z 2R4  
(416) 237-0071

**Contact:** Kathy Bossence, Videotex Sales  
Ray/Dave Bratton, Videotex Sales

BCC Group designs and builds public access terminal enclosures for the videotex market place, including the original Teleguide enclosures for Infomart.

Steel enclosures are generally preferred by customers, however any material can be used and any configuration is possible.

## **Beck Technology Inc.**

P.O. Box 352  
Regina, Sask.  
Canada S4P 3A1  
(306) 522-8448

**Contact:** Tom Beck, President

Beck Technology Inc. was incorporated in 1983 for the purpose of providing custom design and manufacturing for the electronics industry, our specialty being in micro-processor technology. The major thrust of our work in the last year and a half has been the development of our own product line. Products for industry include: 1) BASIC-52 Development and Production Board; 2) RTU-2000 Series Miniature Networking Data Terminals; 3) Diskerciser, Floppy Disk Drive test system; 4) ATMAPS — Photogrametric Mapping system retrofit; and 5) Multi-Axis motor controller for motion and position control. Products for commercial use include: 1) Computer-Telephone voice interface; 2) Energy

Management System; and 3) Security or Door Access System. Products for domestic or residential use include: 1) Water Detection Alarm, and 2) Home Security Alarm.

The RTU-2000 and BASIC-52 products are ideally suitable for incorporation into other products. The ATMAPS, Motor Controller and Energy Management System are highly customizable products. Our primary markets include OEMs, industry, commercial, and domestic markets.

We are currently seeking distribution to expand our markets in North America and Western Europe.

## **Bedford Software Limited**

102B-3701 E. Hastings St.  
Vancouver, B.C.  
Canada V5C 2H6  
(604) 294-2394

**Contact:** Tom O'Flaherty,  
Vice President, Marketing

Bedford Software was incorporated in 1983 and has developed an innovative accounting software package for small businesses. The package fully integrates all of general ledger, payables, receivables, payroll and job cost on a single diskette and uses one easy-to-read manual.

The product was introduced to the Canadian market in early 1985. By the end of 1985 sales were approaching 1,000 units per month and the product has become the fastest selling accounting program among smaller businesses in Canada.

Sales will begin in the United States by mid-1986. International contacts will be developed at that time and sales outside North America are planned by late 1986. It is anticipated that joint ventures will be formed with distribution companies outside North America for international sales.

Areas of special interest outside North America are Northern Europe, South East Asia, Australia and India. Translations of the program and its documentation will be done as appropriate for a particular market area.



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## **BMC Computers**

450 Matheson Blvd.  
Mississauga, Ont.  
Canada L4Z 1R5  
(416) 890-2525  
Telex: 06-960271

**Contact:** Jittu Sarna, International Marketing

An international corporation with headquarters in Mississauga, BMC Computers designs, manufactures, and distributes the APC 2000 and APC 3000. Using Phoenix Bios, the APC 2000 and the APC 3000 offer 100 per cent compatibility with such major software packages as Lotus 1-2-3, Symphony, dBase III, and Framework.

Committed to making world-class products, BMC has emerged as one of

Canada's premier manufacturers of IBM-compatible products with distribution currently in the Middle East, Africa and North America

BMC Computers will soon be releasing a complete line of IBM AT compatible microcomputers and peripherals for domestic and international distribution.

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## **Buckley & Kelling Computer Consultants Ltd.**

1075 Bay Street, Suite 220  
Toronto, Ont.  
Canada M5S 2B1  
(416) 961-6926

**Contact:** Norman Buckley, Managing Partner  
Edward Kelling, Managing Partner

Buckley & Kelling Computer Consultants Ltd. was incorporated on October 1, 1976. The founding shareholders were Norman Buckley and Edward A. Kelling.

On October 1, 1977, the company became a member of the Fraser Williams Group. The Fraser Williams Group of companies employ some 350 people and offer computer applications advice and development expertise world-wide. Buckley & Kelling Computer Consultants Ltd. operates as an autonomous company but enjoys the financial security of the Fraser Williams Group.

Since 1976, Buckley & Kelling have been committed to providing a high quality service with absolute dedication to the success of assignments undertaken on behalf of valued clients.

Today the company operates a Products Division, offering turnkey installation of pre-written and packaged application solutions, and a Services Division offering computer systems advice, custom design, and development services.

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## **Cableshare Inc.**

P.O. Box 5880, 20 Enterprise Dr.  
London, Ont.  
Canada N6A 4L6  
(519) 686-2900  
Telex: 064-5693

**Contact:** H. Woods, Director of Marketing  
Marv Lurch, Vice President, Finance  
Brenda Vanderendont

Cableshare was formed in 1973 as a computer and communications resource centre developing an on-line subscriber accounting system for Rogers Cable TV. As this system grew, Cableshare became involved with network communications. The company developed X.25 concentrators, and front end processors for DEC mini-computers, marketing these products world-wide. Through time sharing customized programs and data communications, Cableshare has become the largest user of Datapac in Canada on DEC equipment.

In 1979 Cableshare developed a graphic frame creation tool "Picture Painter". Recently, Cableshare licensed its frame creation software "Picture Painter" to IBM Corporation in N.Y., which markets the product under the name VTX GRAF.

Picture Painter led to the development of Touch N' Shop, an interactive videodisc/graphic touch screen-based product. Touch N' Shop is marketed to financial institutions, auto companies and retail organizations. Its first application was displaying information in shopping malls. This later developed into other specific applications, including credit card readers and printers. Comp-U-Card's "Shopping Machine", R.R. Donnelly's "Electronistore", and Buick's "EPIC" systems are examples of Cableshare's strength in point of sale, public access information systems. Cableshare offers complete turnkey systems, including custom software, hardware, videodisc production and computer graphics.





## **CAD/CAM Graphics Systems Ltd.**

700 Industrial Avenue  
Ottawa, Ont.  
Canada K1G 0Y9  
(613) 526-0620

**Contact:** A.H. Jarvis

CAD/CAM Graphics was established in January, 1984 to provide high quality artwork design services to the electronics industry. Our range of printed circuit board artwork services includes:

- design: high-quality, comprehensive artwork
- digitizing
- photoplotting
- master film, contacts, numerical control tapes, and drill tapes
- prototype PC boards and assembly diagrams
- complete drafting and documentation

The CAD/CAM Graphics team uses only state-of-the-art computer-aided design systems. They include:

- RACAL/REDAC PCB Design Systems: Component placement and track routing are completed automatically from net-lists prepared from your schematics or directly from your own computer equipment.

Automatic checking of interconnections, track widths and spacing are completed in minutes, avoiding costly and time-consuming design errors and spacing violations.

- CALMA GDS 1 Interactive Graphics System: for handling all your precision artwork requirements.
- GERBER 32 precision photoplotters.
- KODAK 324 automatic processors.

Recently, CAD/CAM Graphics introduced Artwork Express for those requirements demanding extra-fast turnaround while not jeopardizing quality and accuracy.

Later this year, CAD/CAM Graphics will introduce the exciting "TeleBoard Service." This will enable customers to download designs through an ordinary telephone line, and receive CAD/CAM Graphics service in the same fashion.

## **Le Groupe Calculus/Logicon**

1 Compl. Desjardins, C.P. 212, Suite 2910  
Tour Sud, Montreal, P.Q.  
Canada H5B 1B3  
(514) 282-1215

**Contact:** Andre Dahan, Vice President, Marketing  
Gilles Laporte, President  
Pierre Auger, Director, R&D

Le Groupe Calculus/Logicon was founded in 1967 as a service bureau. As a result of dynamic and sustained growth, it now provides a wide range of data processing products and services.

- Batch and interactive processing
- Turnkey systems (hardware and software)
- Custom software
- Application software for:
  - Insurance brokers
  - Automotive parts distributors
  - Needle trade
  - Transportation

- Construction
- Retail trade
- Accounting (G/L, A/R, A/P, payroll)
- Order entry/invoicing, inventory control

The software runs on DEC (Digital Equipment Corporation) hardware, PDP and VAX series, and the accounting and distribution packages also run on IBM PCs and compatibles.

All software packages are bilingual (English, French) and can be translated into any language using our alphabet, and adapted to many export markets on request.



## ***Canadian Applied Technology***

16th Avenue, Buttonville Airport  
Markham, Ont.  
Canada L3P 3J9  
(416) 477-6681  
Telex: 06-986511

**Contact:** D. Harlow, International Marketing

Canadian Applied Technology (CAT) designs and manufactures microprocessor-based data acquisition, telemetry and processing systems for environmental and industrial monitoring and control. Established in 1969, the company has over 16 years experience providing cost-effective and proven solutions for applications such as air quality/meteorological monitoring, water quality monitoring, water resource management, water distribution system monitoring and control and on-line boiler performance monitoring.

CAT offers a complete product line composed of data loggers, digital telemetry

transmitters/receivers and central control/processing computers. An extensive library of application software, including PC-compatible software, complements this. CAT offers a complete turnkey package whether it be a small stand-alone application or large network.

Current export markets include the United States, South America and Western Europe. CAT would welcome locally-based partners in our target markets.

## ***Canadian Astronautics Ltd.***

1050 Morrison Dr.  
Ottawa, Ont.  
Canada K2H 8K7  
(613) 820-8280  
Telex: 053-3937

**Contact:** Brenda Wallace  
Vinit Nijhawan

Established in 1974, Canadian Astronautics Limited (CAL) is committed to the development and manufacture of a wide range of sophisticated and innovative high technology products and the provision of quality systems and engineering services. CAL's emphasis is oriented towards the design of total radar, space, acoustic and processing, or electronic warfare systems to meet the particular needs of a client.

Existing CAL products include acquisition and control systems, Tactical Signal Simulator (TASS), scientific instruments,

spacecraft antennae, power management systems, Fast multi-Dimensional Processing System (FMPS), direct reading radiation dosimeters, sonar and sonobuoy processing and display equipment, acoustic signal simulators and processors, beamformers, Side Looking Airborne Radar (SLAR), microwave-landing system components, Synthetic Aperture Radar (SAR) sub-systems, hydrographic instruments, electronic message system, and SARAT (Search And Rescue SATellite) local user terminals.

## ***Canadian Marconi Company***

2442 Trenton Ave  
Montreal, P.Q.  
Canada H3P 1Y9  
(514) 341-7630

**Contact:** Janka Dvornick,  
Manager, Corporate Communications  
Carol Duthie, Commercial Officer

Canadian Marconi Company (CMC) is involved in the design, development, manufacture and support of high technology electronics and communications equipment for military and commercial markets around the world. Generic product categories encompass avionics, specialized components, navigational/surveillance radar, data communications and tactical communications.

CMC's operations are carried out by two major operating segments: the Electronics

Group (Avionics, Components, Radar and Data Communications Divisions) and the Communications Group (Defence Communications and Special Services Divisions). Executive offices and major manufacturing facilities are located in Montreal, Quebec, as are four of the six divisions. The Radar and DataComm Divisions, and selected divisional engineering and development programs are based at CMC's Kanata, Ontario facility.

## ***Canara Technologies***

450 Matheson Blvd., Unit 62  
Mississauga, Ont.  
Canada L4Z 1R5  
(416) 890-2525  
Telex: 06-960271

**Contact:** Jittu Sarna,  
International Marketing

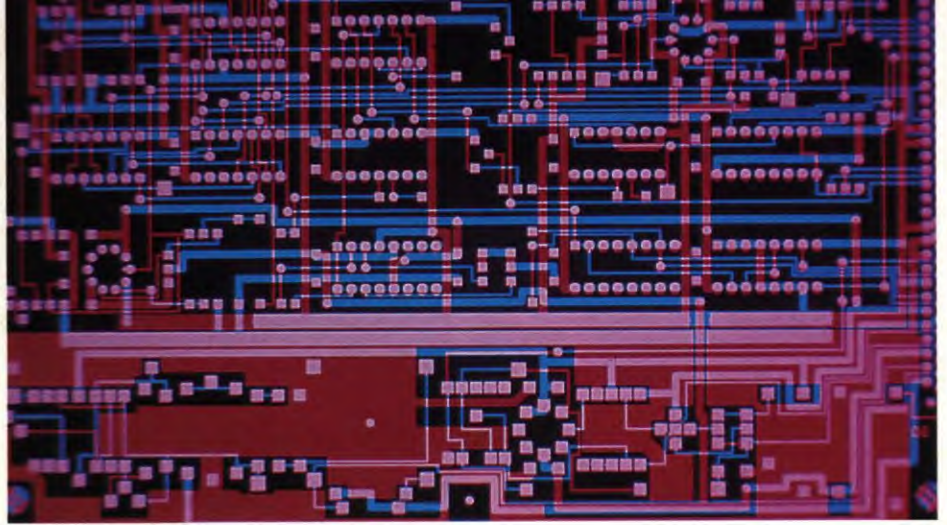
Canara Technologies, established in 1985, is a Mississauga-based manufacturer of quality-engineered products catering specifically to the Middle East and Arabic nations.

The Canara Card, designed with exacting standards and rigid quality control, allows the user to instantly turn his IBM PC or a PC-compatible system into a fully bilingual

environment for Arabic applications and development tools. One can also utilize the popular North American software to process Latin-Arabic data.

The Canara Card is presently distributed through the Middle East and Europe through numerous distributors and is marketed under the trade name of "Canara".





### ***Captain Andrew J. Rae and Sons Limited***

68 Thornhill Drive  
Halifax, N.S.  
Canada B3R 2B4  
(902) 477-4692

**Contact:** Captain Andrew J. Rae, President

Captain Andrew J. Rae and Sons Limited was incorporated in 1960 as a marine instrument sales and service company.

In 1968 it expanded into marine education by designing and manufacturing models to be used in nautical institutes.

In 1981 it entered the computer technology field by producing a computer drive simulator for use in teaching the navigation safety part of the international regulations for the prevention of collisions at sea. These units are used by the Royal Canadian Navy as well as various nautical institutes.

Versions of STABCALC have been supplied to the Royal Canadian Navy for use in damage control courses and also to C.N. Marine for use on their East Coast Ro-Ro Services. STABCALC has also been supplied to the Marine Institute in St. John's, Newfoundland along with a stability model of a semi-submersible drilling rig for use in the ballast control operator's course.

The product market for STABCALC is world-wide and is mainly directed to the shipping and marine educational fields.

### ***Capulum Cable Technologies Ltd.***

106-195 Stafford Road  
Nepean, Ont.  
Canada K2H 9C1  
(613) 726-1966

**Contact:** Jim Wood  
Jake Maat  
Wayne Lancaster

Capulum Ltd. was incorporated in February 1984 in response to a need for a specialized interconnect and sub-assembly facility to service OEM, manufacturing and research organisations and government requirements for non-standard and made-to-order interconnect and harness assemblies.

Capulum products are being sold across Canada with our immediate export target

being the North Eastern U.S. The export target is 10 per cent of sales. Annual sales for 1985 were \$1 million and projected sales for 1986 are \$1.8 million.

We would entertain proposals from distributors and representative agents throughout the U.S. and Western Europe.

### ***Catalyst International Business Systems Inc.***

Eaton Centre, 220 Yonge St., #209  
Toronto, Ont.  
Canada M5B 2H1  
(416) 591-9181

**Contact:** Peter L. Murdoch,  
Vice President, Marketing

Catalyst™ is a 4th generation software product marketed on Digital VAX computers. Digital Equipment of Canada Ltd. distributes Catalyst on a non-exclusive basis as Digital Classified Software.

Catalyst is a combination of 4th generation tools plus built-in business expertise which assist in the design, implementation, documentation and maintenance of stand-alone and integrated applications.

Catalyst has the unique capacity to internally

duplicate by cost centre, each organization's business structure. This original design feature transforms the computer into the ultimate management tool.

Unlike most 4GLs, Catalyst runs in compiled mode for efficient high volume on-line transaction processing.

Catalyst runs a wide variety of applications in financial, educational and manufacturing markets.





### ***Caulfield Engineering***

2003-5 Street  
Nisku, Alta.  
Canada T0C 2G0  
(403) 955-7290

**Contact:** David Caulfield, President  
Pat. L. Foreman, Marketing Manger

Caulfield Engineering is an Edmonton based firm specializing in acquisition and processing of oceanographic data and the manufacturing of related computer equipment. Its research and development efforts focus on the manufacture of

specialty equipment to satisfy client requirements. The firm is also developing a standard line of electronic and computer equipment which can tolerate rugged use in oceanic or other harsh environments.

### ***Cayohtec Automation***

2660 Southvale Cres. Suite 63  
Ottawa, Ont.  
Canada K1B 4W5  
(613) 733-2950

**Contact:** James Overton, President  
Maureen Belgrave, General Information

Cayohtec offers training/consulting, CBT courseware and software production for such Canadian clients as the Ottawa Public Library, Ottawa Skyline Cablevision and Harambee Centres.

Our proprietary software includes such programs as:

- Introduction to CAD
- Introduction to software enhancement
- Project Management Tutorial
- Office Automation Tutorial

- Logic CIRCUIT Simulator
- CAL Workshop
- Computer Workshop
- Computer Literarcy I & II
- Introduction to Robotics.

These products are available in the United States (St. Louis and Los Angeles areas) through NOTREVO. We are seeking new markets in Africa, the Caribbean, Central and South America and Europe, as well as expansion in the U.S. market.

### ***Cemcorp***

1300 Bay Street  
Toronto, Ont.  
Canada M5R 3K8  
(416) 922-4180

**Contact:** Glenn Myers, President

Meridian Technologies Inc. is a Canadian high technology company, engaged, through subsidiaries and affiliates, in the design and manufacturing of hardware and software for microprocessor-based products for satellite communications and educational microcomputer systems. Meridian is also active in component manufacturing.

Meridian's subsidiaries in educational micro-computer systems, satellite communications systems and component manufacturing develop their own technical expertise and market niche. The wide technical and

product diversity inherent in such an organization provides Meridian with a considerable platform for future growth.

Following the success of Meridian's educational microcomputer in Ontario, on October 15, 1984, Meridian formed a joint venture, Cemcorp International, with Burroughs Memorex Inc. to market the ICON throughout Canada and worldwide. Meridian retains product design responsibility, while Burroughs is responsible for all aspects of marketing the ICON products.





### **Chancery Software Ltd.**

200-1120 Hamilton Street  
Vancouver, B.C.  
Canada V6B 2S2  
(604) 685-2041

**Contact:** David Rebak, Director

Chancery Software was formed in 1983 and prior to July 1985, developed and marketed financial and database access/communications software for the IBM PC and for the Macintosh™. In August 85, Macintosh and Apple Ile™ administration software for schools was added to the product line with sales emphasis on site licensing. Some contract programming is also undertaken.

Major Canadian customers include Apple Canada, the Globe and Mail (the major

Canadian financial newspaper) and several school districts. Several new products have been sold to a U.S. publisher for release in the spring of 1986, and several additional contracts are under negotiation. Chancery has development expertise on the IBM PC, Apple Ile™ and Macintosh™ and has a reputation for producing good quality software, on time and within forecast costs.

### **Cimtech**

400 Sidney St., P.O. Box 608  
Trenton, Ont.  
Canada K8V 2V2  
(613) 394-4801  
Telex: 06-62257

**Contact:** William D. Lough,  
International Sales Manager

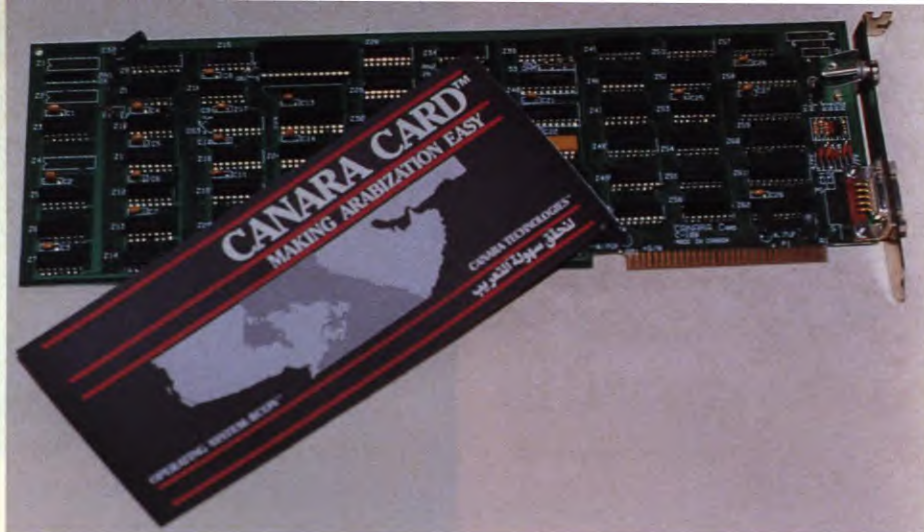
Cimtech is the newly-formed computer division of Bata Industries. The company is comprised of CAD-CAM and footwear experts. The mandate of this group was to design, develop, produce and commercialize computer systems specifically geared to helping the footwear manufacturer produce faster, better quality and better looking shoes while trimming costs. With a firmly established base in the footwear industry, we are now diversifying to apply our DESCOM pattern-making CAD-CAM system to other manufacturing industries as well.

Cimtech's DESCOM CAD-CAM system made its debut in the world market in 1985. DESCOM facilitates the design of

shoe and mould components by computer as well as the automatic grading and cutting of parts. Modular in design, it offers footwear design and manufacturing technology on a systems basis and interfaces with all manufacturing operations, so manufacturers can upgrade their facilities gradually.

We have installed our DESCOM CAD-CAM system in companies in Japan, the U.S. and Europe and are seeking to expand our export markets. Our products are distributed through Europe by Gerbruder Frank of Pirmasens, West Germany. Cimtech's customers are guaranteed the full benefits of on-going research, support and follow-up servicing.





## **Cognos**

275 Slater St., 10th Floor  
Ottawa, Ont.  
Canada K1P 5H9  
(613) 738-1440  
Telex: 053-3341

**Contact:** Robin McNeill,  
Manager, Advertising and Promotion  
Barry Grace

Cognos Incorporated (then known as Quasar Systems) released its first software product in 1979 — a productivity tool for computer programmers, available on the Hewlett Packard HP3000 Series minicomputers.

Over a five year period, revenue increased from \$5.7 million to in excess of \$35 million for 1985.

Cognos' main product is PowerHouse, the world's leading fourth-generation language for business systems on minicomputers with installations at 3700 sites in 46 countries, and has an international

marketing organization encompassing 29 direct sales offices and 50 distributors.

World corporate headquarters are located in Ottawa, Canada. Cognos' U.S. headquarters are in Peabody (Boston), Massachusetts; and Cognos subsidiaries are located in England, France, Hong Kong and Australia.

PowerHouse is available on the Hewlett Packard HP3000 Series minicomputers, Digital Equipment Corporation's VAX line of super minicomputers, and Data General's MV/Eclipse Family of 32-bit information systems.

## **Columbia Computing Services Ltd.**

1380 Burrard Street, Suite 600  
Vancouver, B.C.  
Canada V6Z 2H3  
(604) 688-8501

**Contact:** Dr. R. J. Louis, President

With nearly 1,000 installations in the U.S.A. and Canada, Columbia Computing Services Ltd. is a leading supplier of school-based administrative software. Columbia's complete, fully-integrated line of products is able to handle all student record management needs from kindergarten to high school graduation. The use of Columbia software at elementary and secondary levels ensures continuity and transferability of student records.

The company offers three main products. The first two, THE SCHOOL SYSTEM (for enrollments of 300 or less) consist of record administration software for secondary schools. The major components include Student Scheduling, Attendance, Academic Progress, Master-Builder, Multi-User and

Report-Builder. The third product, THE ELEMENTARY SCHOOL SYSTEM, is student record software tailored to the needs of elementary schools.

Designed to run on the IBM PC XT or AT (or fully-compatible computers), Columbia software is very powerful yet easy to start up and use. Most installations can be made without on-site training. Columbia products are characterized by superior features, continuous product enhancement, easy-to-follow documentation, responsive customer support and an active users' group. Independent research by a major management consulting firm has shown that Columbia's products will produce significant time and cost savings for school administrators.





### ***Comcheq Services Limited***

296 Garry Street  
Winnipeg, Man.  
Canada R3C 1H3  
(204) 947-9400  
Telex: 07-55494

**Contact:** W. H. Loewen,  
Chairman and Chief Executive.

Comcheq Services Limited was formed 1968 for the purpose of providing payroll services to companies large and small. Sales have increased to \$10 million annually. We now have 220 employees in 11 branches across Canada.

Foreign-based companies with employees in Canada can choose from Comcheq's various services to efficiently process their Canadian payrolls.

Our products include:  
Comcheq Comprehensive Payroll Service — serves almost all types and sizes of payrolls. The system includes cost reporting, report generator, automatic journalizing of the payroll, cheque transfer through our

branch network, etc. Many options are available and custom reports can be provided.

QUICKPAY — A phone-in payroll service for companies with 30 employees or less.  
MICROPAY — A microcomputer-based system for companies in remote areas which enables them to key their payroll information and transmit it to our closest branch office. Reports and cheques can be printed at the site if necessary.  
TELPAY — Data entry system using terminals and the Datapac network.

Services are available in English and French.

### ***Computer Access Ltd.***

#239 - 560 Johnson Street  
Victoria, B.C.  
Canada V8W 3C6  
(604) 381-3420

**Contact:** Kimberley Scott Martin, President  
Madaline Larsen, Business Manager

Computer Access was incorporated in 1982 to provide access to computing technology for the general public. We also specialize in assisting business to computerize or automate office environments through planning and training.

Another area of expertise is in helping clients move a new technological product

to market. We are currently assisting a CAD/CAM company to penetrate the Japanese market.

Our Custom Software and Consulting Services can be delivered around the world. We are currently operating in Japan and have specific interests in the People's Republic of China.

### ***Computer Associates Canada Ltd., Micro Products Division***

1770 Burrard Street, 3rd Floor  
Vancouver, B.C.  
Canada V6J 3G7  
(604) 733-2343  
Telex: 04-508-357

**Contact:** Nicole Boivin  
Rick Wysocki  
Norman Francis

Computer Associates Canada Ltd. (formerly Basic Software Group Inc.) Micro Products Division (CA) is Canada's largest developer of microcomputer software. As of June 1985, CA has sold well over 250,000 software packages worldwide.

CA is principally known for its productivity tools such as EasyWriter II System (Word Processing) ACCPAC, our award winning

accounting series of software packages and Super Calc 3, Release 2.1 (spreadsheet).

CA was awarded the Canadian Directory of Software award of excellence for EasyWriter II System, SuperCalc 3, Release 2.1, and ACCPAC General Ledger.

Our products are also marketed in the United States under the logo EasyBusiness Systems.



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## ***Computer Modelling Group***

3512 - 33 Street N.W..  
Calgary, Alta.  
Canada T26 2A6  
(403) 282-9286  
Telex: 03-821545

**Contact:** Dr. Anthony Au, Manager

Computer Modelling Group is non-profit company incorporated in 1978 for the purpose of developing and commercializing computer simulation technology for the natural resources industry. CMG's main product includes reservoir simulation software for the computer modelling of oil recovery from petroleum reservoirs. The numerical techniques used in these simulators also have applications in other engineering and scientific computing.

CMG is supported by member organizations from several countries. Membership is open to private and public organizations involved in natural energy resources development.

CGM is marketing its state-of-the-technology software, know-how and training world wide. CMG welcomes the opportunity to assist organizations in developing their own simulation expertise.

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## ***Computer Utility Management Ltd.***

85 The East Mall, #106  
Toronto, Ont.  
Canada M8Z 5W4  
(416) 255-7334  
Telex: 06-967709

**Contact:** Norm Kelly, President

Founded in 1968, CUML's first project was to design and write complete distribution and control software for a diesel engine parts and engine distributor to handle normal administration and accounting functions plus complex duty and tariff considerations determined from the customer's end use of the project. The software is currently available in an interactive mode for general distribution companies and operates on micro and mainframe computers.

Additional systems have been written for architects, building contractors, and a range of medical professionals, dental surgeons, orthodontists, doctors and hospital dental surgery units. These systems operate on IBM PC XTs and Honeywell DPS6s.

We have also commissioned the writing of an application development tool for the

IBM PC — Formation, released in early 1986. This system will allow a novice computer user to create and maintain complex computer systems for the IBM XT and AT.

Formation's design concept and method of use are similar to the procedures employed in a manual system for design forms, filing, computations, and compiling of reports from selected filed forms, etc. The system can be taught in a day. All documentation is on internal "help" screens.

Our sales are currently \$5 million per year with a growth of \$1 million last year based on the acceptance of our PC-based software.

We are seeking software distributors in the United States and Western and Northern Europe.

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## ***Comtek Datasystems Ltd.***

280 Albert Street, Suite 701  
Ottawa, Ont.  
Canada K1P 5G8  
(613) 236-1487

**Contact:** Peter J. J. Glenister, President

Comtek Datasystems Ltd. is a group of consultants in computer systems who are experienced in:

- 1) Preparation of contracts for procuring data processing services by competitive tender. Procedure includes reviewing workload, setting evaluation criteria, establishing methodology to rank bidders, tender evaluation, benchmark testing, etc.
- 2) Management and support in the design and procurement of computer centres for scientific research on ship hull designs for Arctic vessels.
- 3) Design and production of intelligent controllers for PACX telecommunications switching units.

4) Design and implementation of an on-line interactive colour graphics system for small area mapping onto which socio-economic data can be overlaid.

5) Development of life cycle methodology standards.

6) Design and implementation of microcomputer development software packages.

7) Design and implementation of communications software for PC-to-mainframe file transfers.





### **Comterm Inc.**

110 Boul. Hymus  
Pointe Claire, P.Q.  
Canada H9R 1E8  
(514) 694-3030

**Contact:** Francis Scarpaleggia, General Enquiries  
Faraj Nakhleh, Product Information

Comterm was created in 1970 to design and manufacture computer terminals. Shortly afterwards, the company developed bilingual (Arabic-English) capabilities and began selling its products in the Middle East. The company also developed IBM-compatible technology, allowing it to become a leading manufacturer of IBM-compatible terminals and printers. Comterm has since added to its bilingual capabilities and now produces multilingual terminals which allow users to interface with their video-display terminals in more than two languages.

In addition, Comterm manufactures bilingual (French-English) IBM-compatible personal computers and offers complete office networks capable of solving the customer's most demanding requirements. Total sales, for all products, have reached in excess of \$40 million annually.

Our terminal products are regularly sold in the Middle East, France, and the United States. The company is currently seeking to expand its export markets to the United Kingdom and other European countries.

### **Consulab Inc.**

415 Des Laurentides Ave.  
Beauport, P.Q.  
Canada G1C 4R9  
(418) 661-3701  
Telex: 051-3078

**Contact:** Louis P. Nadeau, Marketing Manager  
Jean-Pierre Daigle, Sales Manager  
Jean-Luc Beaudoin, President.

Consulab Inc. was established in 1969 as a manufacturer of products giving a more rational use of electrical energy for:

- Educative electrotechnology, with products and complete systems for experiments in electricity and electronics;
- Industrial applications, with electrical energy conservation products such as bi-energy probes, universal regulator and energy converter, sequential and permutative circuits, heating wire mesh, data tables, telemetry.

60 per cent of annual sales are exported. Consulab has a staff of 35 employees, many of whom are engineers and technicians.

Consulab is now developing a new concept, U.L.A. (Universal Laboratory Assistant), a new way to learn electrical theory and practice in the laboratory. U.L.A. is a microcomputer system comprised of three main modules:

- An integrated software package allowing the user to perform experiments and process the results;

- A very versatile data acquisition and control card;

- New sensors and drivers permitting control and measurement of almost any system.

U.L.A. provides personnel training in industry and can be used as an integrated measuring system and test bench.

The products have been sold in United States, Asia, Middle East, South America, Europe and Africa under the trademark Consulab.

The main customers are governments, ministries of education, secondary schools, high schools, technical institutes, universities and industries.

U.L.A. is now available in English and French. Training is offered for all specific needs of individuals, groups, schools, public and para-public organizations.

Thanks to the quality and reliability of our products we are supplying more than one country in the world.



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## ***Consumers Software Inc.***

Suite 603-73 Water St.  
Vancouver, B.C.  
Canada V6B 1A1  
(604) 688-4548

**Contact:** Jack Grushcow, President

The Spreadsheet Auditor displays and prints formulas in the spreadsheet layout; documents and traces macros; provides cross-references and range name location reports; traps circular references; and contains a sideways print feature. Utility for 1-2-3, Symphony and SuperCalc. Requires 128K RAM.  
The Network Courier delivers electronic mail and simplified file sharing for personal

computers using the IBM PC or compatible network. Lotus-like menus and context sensitive help. Has a pop-up mail monitor that allows you to access the mail system and share files without leaving the current application. Full array of administrative control procedures.

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## ***Control Data Canada Ltd.***

1855 Minnesota Court.  
Mississauga, Ont.  
Canada L5N 1K7  
(416) 826-8640

**Contact:** Robert Tumoi,  
Director, Communications  
Al Murray,  
Manager, Advertising and Sales

Control Data Canada Ltd. is the only company in Canada to design, develop and manufacture large-scale computer systems. The Company's CYBER 180 810 and 830 series are exported to 47 countries. Control Data provides national service and maintenance for its own and other computers. It operates: Cybernet Services and Business Information Services, which specialize in on-line computer applications; Control Data Institutes, which provide

entry-level computer skills training; and the Petroleum Resource Centre, Calgary.

Control Data markets computer integrated manufacturing (CIM) and computer-based education systems. The company also manufactures computer-consumable products in Montreal, Toronto and Vancouver. Its Computing Devices Division designs, develops and manufactures computer aerospace and defence systems.

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## ***Creative Insurance Software Limited***

Suite 100, 206 Laird Drive  
Toronto, Ont.  
Canada M4G 3W5  
(416) 422-0563

**Contact:** David E. Rive, President  
Michael Beirne,  
Vice President Marketing  
Merlyn Andrabi, General Manager

Creative Insurance Software Limited was incorporated in 1985 by a group of successful life insurance agents to develop and market application software for that industry. The Creative Agent and Creative Tools are advanced client and policy management systems designed to improve productivity in the agency, and enhance prospecting and marketing activities. These microcomputer-based programs can be easily linked to a home office mainframe system for policy status requests.

Our products are available in French and English. Marketing in Quebec is handled

by CONSA Ltee, 8635 boul. St-Laurent, Suite 200, Montreal, Canada M2P 2M9.

We have recently entered the field of general insurance software with the introduction of a multi-user agency management system, as well as rating software.

Major clients of our life insurance systems include North American Life and Transamerica Life of Canada.

Currently we wish to expand our marketing efforts for our life insurance products into the U.S. and Western European markets.





### ***Cridome Systems Ltd.***

12340 149th St., Suite 100  
Edmonton, Alta.  
Canada T5V 1G9  
(403) 455-5995

**Contact:** Victor Linetsky  
Igor Vernik

Cridome Systems Limited is an independent Edmonton-based computer system development and data processing service organization.

Cridome System provides the following services:

- Feasibility Studies
- Systems design
- Programming
- Maintenance
- Documentation
- Project management
- Project leadership
- Equipment selection

Cridome's expertise covers large mainframe, mini and microcomputers. Cridome's analysts have had experience on IBM, Data General, PDP, Hewlett Packard, Univac and Texas Instruments equipment. Cridome's software experience is also broad, including a diverse range of programming languages, database management systems and formal development methodologies.

For the last four years, Cridome has been involved in development of six software

packages for microcomputers. All of them were successfully introduced to the market. Our latest systems: Free Enterprise Accounting, Inventory, Point-Of-Sale and Rental are especially successful since they address retail and wholesale markets, probably the largest vertical markets in North America. Cridome also supplies complete point-of-sale systems including cash drawers (manufactured at Cridome's facilities in Edmonton), bar code readers, etc.

Our products are distributed in Canada and the U.S. through a network of hardware dealers and software distributors. We are seeking to expand our export markets to all Commonwealth countries and would welcome locally-based partners in our target markets.

Our software is available only in English; however, we are ready to negotiate with locally-based companies terms on which software could be translated and supported.

### ***Cybernex Limited***

1257 Algoma Rd  
Ottawa, Ont.  
Canada K1B 3W7  
(613) 741-1540  
Telex: 053-4419

**Contact:** Don Bates,  
Vice President, Sales and Marketing  
Bruce Fox, Director, Marketing

Cybernex was incorporated in 1974 and designs and manufactures a complete range of alphanumeric and graphics terminals. The company's strength lies in its understanding of the communications protocols of various computers and offers standard video display terminals for users of Burroughs, Control Data, Digital Equipment, Data General, Hewlett Packard, Honeywell IBM, MAI Basic Four, Rexon and Tektronix equipment. Tektronix and NAPLPS high resolution colour graphics controllers are also built at the company's headquarters in Ottawa. For qualified clients, Cybernex also offers complete product customization to operate in unique applications. Annual sales are in the \$10 million range and the company employs over 160 people in Canada.

Outside Canada, all products are sold mainly through exclusive distribution agreements by product line.

We are seeking technically sophisticated distributors in vertical computer markets for various European, Latin American and Middle Eastern countries. Opportunities also exist in the U.S. and Japan for training, quality sales aids, excellent technical support, protected territories and good margins.

Terminals can be modified to support various national characters based on minimum order commitments.



## ***D.A.P. Electronics Canada Limited***

955 Place Dufour  
Vanier, P.Q.  
Canada G1M 3B2  
(418) 681-7833  
Telex: 051-3336

**Contact:** Claude Boulet, Director of Marketing  
Michel Lapointe, President

At D.A.P. Electronics Canada Ltd., our reputation has grown every year by providing high quality research and reliable products.

Moving to increasingly sophisticated applications, the D.A.P. Electronics team developed leading edge technology to produce the MICROFLEX, a multi-use hand held, up to 512K fully programmable computer, designed for data collection and transmission. Using CP/M 2.2 operating system (under license of D.R.I.), the Microflex can have up to 1 MB of RAM

disk inside its small housing. A 4-line by 16 character LCD displays the information. It is available with or without an integrated printer.

Standard peripherals include a portable printer, disk drive, bar code reader, modem and carrying case.

The communication software permits up/down loading of any information to or from a central computer directly or via phone lines. Application programs can be developed and tested on other computers.

## ***D.E. Systems Ltd.***

1716 Woodward Drive  
Ottawa, Ont.  
Canada K1Y 3A9  
(613) 722-1166

**Contact:** Bruno A. Dugas, President

D.E. Systems Ltd. was formed in 1969. Employing 60 people, the company has now diversified to address four major disciplines: software, hardware, education, and data entry. The Small Business Systems Division of the company provides solutions by developing and installing software on small business computers. D.E. Systems trains its clients' staff and aids in the implementation of their applications. Our software is installed with one full year of warranty and support, which is renewable on a yearly basis.

D.E. Systems Ltd. has developed the following systems: financial; inventory/point-of-sale (for drugstores, motorcycle dealers, tire dealers, building suppliers, and other retail stores); and a Messenger service system. Software operates on IBM, IBM-compatible, and Cromemco computers. These packages are fully integrated to eliminate re-keying of data. User training and complete user manuals are provided with every system.

## ***D.I.S. Consultants Calgary Ltd.***

1450, 840 Seventh Avenue S.W.  
Calgary, Alta  
Canada T2P 3G2  
(403) 264-3761

**Contact:** Hugh D. Atkins, President

Founded in 1968, D.I.S. offers a range of services to clients in government, the oil and gas industry, mining industry and to professionals and consultants.

In particular, our company has developed application software, enabling companies to maintain an inventory of land rights

such as petroleum, natural minerals, mining and placer leases. Proprietary graphics systems facilitate management of the land inventory.

D.I.S. now exports to the United States and would be interested in developing new markets in Western Europe.

## ***Dareba Enterprises***

Golfcourse Dr.  
Breaside, Ont.  
Canada K0A 1G0  
(613) 623-2540  
Telex: 05-34113

**Contact:** Frank Simek

Dareba Enterprises Ltd., incorporated in 1977, developed, manufactures and markets SCAN (Sequencer Changeover Array Narrator). The system is aimed at improved utilization of electronic component auto-inserting machinery. It is capable of improving new product introduction, parts management and can increase the machinery up-time to the theoretical maximum. SCAN® is delivered fully customized to fit a customer's floor environment and can be delivered in turnkey format with a pre-loaded database. Operator training is included. Successful multi-machine application in Santa Clara, CA is available for referencing. The system is compatible with all common makes of sequencers (inserters). At current prices,

SCAN® offers typically ROI in 4-12 months.

Dareba is presently marketing the system directly in Canada and the U.S. but will consider association with a qualified party for the purpose of marketing the system worldwide. SCAN® has no known commercial competition. Dareba has sufficient resources to deliver two systems per week. The system's interface operates in English; however, it can be translated for major customers.

SCAN® was copyrighted in 1984 and systems demonstrations were conducted for most of major North American enterprises engaged in the assembly of printed circuit boards.





### ***Datagram Inc.***

1451 Graham-Bell  
Boucherville, P.Q.  
Canada J4P 6A1  
(514) 655-3200  
Telex: 05-268521

**Contact:** Michel C. Dupuis, Vice President, Sales  
Pierre Forand, President  
Maurice Duclos, Product Information

Founded in 1976, Datagram became a public company, listed on the Montreal Exchange, in 1984. The company specializes in the design and manufacture of computer communications equipment and employs 85 persons, including the staff of Datagram Corporation which operates in the U.S. market.

We offer two major product lines:

— "Steamer", an intelligent statistical multiplexer with integrated data compressor

software which operates on synchronous and asynchronous transmission modes up to 54 ports.

— a complete line of protocol converters, cluster controller PABX for Burroughs computers.

Our products are distributed in Germany by Tekelec Airtronic. We are seeking to expand our distributor network in Europe and also in South East Asia.

### ***Dataline Inc.***

67 Richmond Street West, Suite 700  
Toronto, Ont.  
Canada M5H 1Z4  
(416) 365-1616

**Contact:** Gordon Brown, Director, Marketing

Dataline Inc. is an independent, Canadian EDP service company directing its efforts towards serving the financial community and governments. Since 1969, when Dataline was founded, the company has established a reputation for providing clients with state-of-the-art products to meet ever-changing requirements.

Today, Dataline is an acknowledged leader in providing: on-line stock and commodity information; on-line service for banks and trust companies; cash management

systems; value added databases; oil and gas reserves databases; communications networking; and socio-econometric applications for government.

Dataline provides on-line stock and commodity information to major brokerage firms such as McLeod, Young and Wier, and Richardson, Greenshields. International subscribers have been supported for the last three years, and the company is particularly interested in expanding service to financial centres world-wide.

### ***DataRadio Inc.***

1891 Dorchester Boulevard West, Suite 400  
Montreal, P.Q.  
Canada H3H 2P5  
(514) 932-6600  
Telex: 055-60435

**Contact:** Robert T. Rouleau, President  
W. Andresen, Vice President, Marketing  
Bram Frank, Manager, Product Sales

DataRadio Inc. manufactures radio-based data communication equipment which provides error corrected point-to-point or point-to-multipoint transparent data communications in either synchronous or asynchronous environments. The network data rate is 4800 BPS for a throughput of up to 512 CPS on a standard 16 KHz FM voice channel. Units incorporate radios and a host of power supply options. Up to 255 independent stations may occupy each radio channel in standard configurations. The system features packet switched techniques and can operate on simplex or duplex channels. Integrated radios

are available in all frequency ranges from 150 to 960 MHz. Units are available for shelf, rack or outdoor mounting.

DataRadio currently derives some 65 per cent of its sales revenues from exports, principally to the United States, but also to South America, the Middle East, Western Europe, Asia, the Caribbean and Central America. Among our international clients are major dealers in the United States, United Kingdom and the Middle East, the New Zealand Forestry Service and Telecom Plus of Puerto Rico.



## ***Datem Ltd.***

148 Colonnade Rd.  
Nepean, Ont.  
Canada K2E 7R4  
(613) 225-5919  
Telex: 053-3864

**Contact:** William P. Thomas, President  
Thomas A. Dale, Director,  
Sales and Marketing

Datem Ltd. was incorporated on December 24, 1980 and has established itself as a highly-respected electronics engineering and marketing firm in Canada, the United States, and overseas.

Datem Ltd. produces a line of general purpose hardware and software products as well as development tools which provide building blocks for construction of real-time distributed control systems based on a high speed serial communications network, called BITBUS, introduced by Intel Corp. early in 1984. Full development support and host processor BITBUS interface support is provided for the IBM PC AT, XT, the Intel SBC line of products, and the Digital Equipment Corp.'s MICRO PDP-11.

Datem Ltd. has also taken major steps to develop marketing channels for its products and presently is represented by master distributors: Cincinnati ElectroSystems Inc. in the U.S., Metrologie in France, Nordisk Elektronik AB in Scandinavia, and Metrologie GMBH in Germany.

Datem Ltd. has focused 100 per cent of its resources on BITBUS as North American industry must automate to survive in an increasingly competitive world, and the open-systems concept inherent in the BITBUS technology and the widespread acceptance of its distributed processing as a key to automation will make BITBUS an industry standard.

## ***Destin Inc.***

C.P. 1833  
Rawdon, P.Q.  
Canada J0K 1S0  
(514) 842-0150

**Contact:** Christophe Dupriez, President

Since 1982, Destin has been providing consulting services in the areas of demographics and computer science to meet the specific and varied needs of large companies and institutions. Destin designed and markets ADAPT, the first general data conversion software available commercially.

Both the interconnections between information systems and the use of software packages have increased dramatically. As a result, numerous problems have arisen in

moving data between application software programs and computers. ADAPT resolves all these types of incompatibility: all you need to do is define the structure of the original data and the desired output. ADAPT takes care of the conversion.

We would like to establish an association with American, European and Japanese companies in the computer field that would distribute ADAPT, train users, and develop custom conversions.

## ***Develcon Electronics Ltd.***

857-51st St. E.  
Saskatoon, Sask.  
Canada S7K 5C7  
(306) 933-3300  
Telex: 074-2686

**Contact:** Bruce Klein,  
International Marketing Manager

Develcon Electronics Ltd. specializes in the design, manufacture and marketing of data communications equipment used in the transmission of information among terminals, computers, and other data processing equipment.

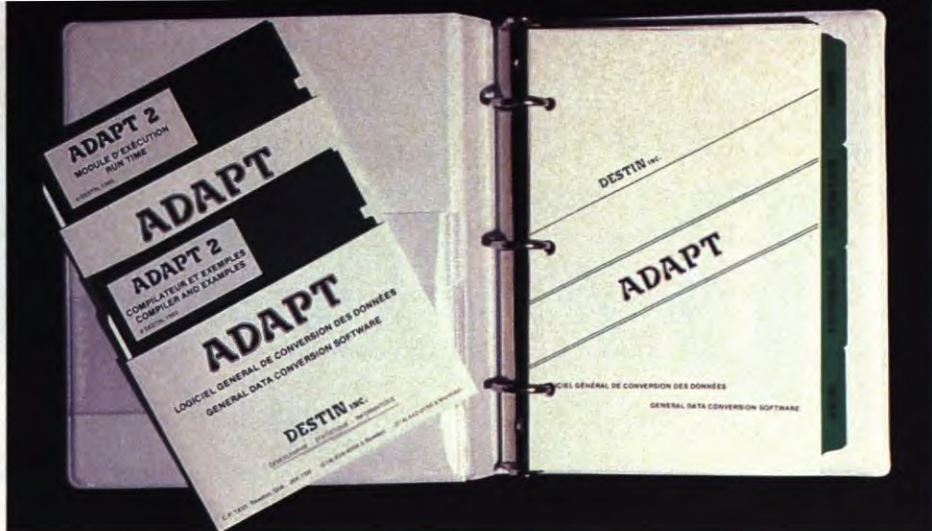
Throughout its 10 years of rapid growth, the company has become an industry leader with products such as the first microprocessor-based data switch; a terminal-powered miniature data set — Lil'net — the little data network; and now Develnet — a new concept in distributed data networking. Develcon is committed to providing the most innovative data communications solutions on the market, for today and for the future. This commitment is reflected by the company's continued investment in research and development where it now employs approximately 55 people.

As a result of its success in the design and production of data communications

products, Develcon has grown to its present staff of 311 employees. Of this number, 229 are employed in Canada by the parent company — Develcon Electronics Ltd.; 33 are employed in the sales and servicing operations of a U.S. subsidiary — Develcon Electronics Inc., based in Warminster, Pennsylvania; and 49 in manufacturing in the U.S., based in Phoenix, Arizona. This latter company, formerly Omnitec Data Inc., was acquired in September 1983.

In July 1982, following a fully-subscribed share offering, Develcon became a publicly-owned company with a listing on the Toronto Stock Exchange — trading symbol: DCL. In January 1984, the company completed a second public share offering. This offering was also fully subscribed and included an over-the-counter NASDAQ listing in the United States — trading symbol DLCHF.





### ***Didak Manufacturing Limited***

90 Decosta Street  
 Arnprior, Ont.  
 Canada K7S 3H2  
 (613) 623-7901

**Contact:** Dr. David Rothwell

As Canada's first manufacturer of premium quality diskettes, Didak Manufacturing Limited is committed to making world-class quality products. Their AXIOM brand of diskettes is backed by a life-time guarantee.

Using superior raw materials and rigorous testing procedures, AXIOM diskettes are designed to exceed industry standards. Employing the latest technology, Didak's Canadian factory came on-stream in April 1984. Having established a strong position

in the Canadian consumer market, the company is now pursuing marketing and manufacturing opportunities in other countries.

Didak would initially like to establish off-shore distributors and would entertain a joint-venture arrangement for a backward integration of the manufacturing process. This would start with a packaging facility and eventually result in a full production factory.

### ***Didatech Software Limited***

#549-810 West Broadway  
 Vancouver, B.C.  
 Canada V5Z 4C9  
 (604) 687-3468

**Contact:** Paul Melhus, President

Didatech Software Ltd. was incorporated in 1983 for the purpose of developing and marketing computer-based educational tools for children from kindergarten to grade 12. We have gained a solid reputation as a developer of educationally sound and technically sophisticated products. Our product line includes software packages teaching arithmetic, spelling and reading built around the computerized heroine "Fay" (Fay: That Math Woman, Fay: The Word Hunter and Fay's Word Rally), a quiz authoring system (Quiz Castle) and a sophisticated truck driving simulation designed to teach geography (Crosscountry

USA and Crosscountry Canada).

We are seeking to expand our export markets now concentrated in the United States by way of distribution or re-publishing. We can also modify our technology to suit local needs. For example, the "Crosscountry" simulation can be inexpensively converted to teach the geography of any country or area.

Our software is published only in English but translation to other languages is available. Products run on the Apple II series and Commodore 64.

### ***Digi-Plus Inc.***

4 Place du Commerce, Suite 400  
 Ile des Soeurs, Verdun, P.Q.  
 Canada H3E 1J4  
 (514) 769-4521

**Contact:** Ion Georgiades, President  
 Guy Nephtali, General Manager  
 Yvan Mailhot,  
 Software Product Manager

Digi-Plus Inc. was incorporated in 1979 for the purpose of providing consulting services and turnkey systems combining both data and word processing technology. Digi-Plus has developed information management expertise and supplied consulting services including analysis of requirements and specifications of both hardware and software systems. It uses the latest tools and techniques such as

prototyping with fourth generation languages, user participation, graphic diagramming techniques and a structured methodology.

Clients include business, military and civilian government organizations and educational institutions.

The company employs 23 expert professionals.





### ***Digital Equipment of Canada Ltd.***

Box 13000  
Kanata, Ont.  
Canada K2K 2A6  
(613) 592-5111

**Contact:** Graham Williamson

In the industrial market, Digital Equipment Canada Limited designs, manufactures and distributes the company's remote data acquisition and process control system; the

Compact Micro Remote (CMR). This device is sold world-wide and is supported from the Kanata facility.

### ***Digitech Inc.***

2366 Galvani Street  
Sainte-Foy, P.Q.  
Canada G1N 4G4  
(418) 688-0779

**Contact:** Bernard Chabot, President

Digitech Inc. has developed a data capture system including a handheld microcomputer, concentrator, expansion module and modem-printer-case. MEMO, using CP/M\* can have up to 1 MB of memory, display 64 characters and communicate programs and data through regular phone lines. It offers unprecedented applications in areas until now never explored by computers. Its

programming is as easy as its use. The expansion module allows many options, including memory back-up, printer, modem, etc. The keyboard is alphanumeric with programmable functions keys.

\*CP/M Under licence of Digital Research Inc.

### ***Digitrol Computers Inc.***

440 Phillip St., Unit 9  
Waterloo, Ont.  
Canada N2E 5R9  
(519) 884-4541

**Contact:** Charles Sooley, President

Digitrol Computers Inc. is a wholly Canadian owned corporation which designs and manufactures microcomputers and micro-controllers, and distributes a complete line of computer software, both pre-packaged and custom written. We have a proven track record working with companies of all sizes, from the large corporation to the small business, as well as government organizations and educational institutions.

In recent years, a team at Digitrol has designed and developed the MTS-3 micro-computer, featuring an entire line of business software for the Canadian market. Further expansion included the completion in early 1982 of a multi-user business computer.

Design, prototyping, production: at Digitrol, we're ready to help you with any or all of these functions, devising a complete logic system for your every application. For instance, we will start with an initial concept and develop that into a feasible design, build a working prototype and then handle all other steps involved in engineering, manufacturing and packaging your product.

Or, if your company needs help in just one area of the design and manufacturing process, we will be glad to put our people to work for you. We will take an existing design and manufacture it to meet your production needs and delivery schedule.





### ***DIL (Didacticiel International et Laboratique MLL, Inc.)***

2025 Lavoisier St., Suite 180  
Sainte Foy, P.Q.  
Canada G1N 4L6  
(418) 687-9788

**Contact:** M. L'Ésperance-Labelle, President  
Lynda Perron, Public Relations  
Lena Day, Translation

DIL (Didacticiel International et Laboratique MLL, Inc.) was incorporated in 1984 and now has 20 employees (educators, illustrators, computer specialists). DIL has designed a method that makes computer learning accessible to children ages 2 to 8, as well as exceptional children, and is widely recognized for its innovative educational software. DIL's products include the "Mademoiselle Merveille Series" of educational software and the WonderWorker, a touch-sensitive graphics tablet. DIL is also a research and

development centre and produces customized software. DIL's primary markets are the general public as well as any group or organisation directly or indirectly related to its end-users: schools, hospitals, social clubs, professional associations, etc.

Our products are distributed in Canada (by Guerin Publishers Ltd.), in Europe and in Africa. We are seeking to expand our export markets and would welcome locally-based partners.

### ***Dipix Systems Ltd.***

120 Colonnade Rd.  
Ottawa, Ont.  
Canada H2E 7J5  
(613) 224-5175  
Telex: 05-33946

**Contact:** Lynda McGillivray, Director,  
Marketing Communications

Dipix Systems Ltd. specializes in advanced display and processing technology for image analysis. The company manufactures an innovative line of electronic display systems and image analysis systems. Dipix Systems are installed in a growing number of cities and major centres throughout the world, with users in universities, research organizations, survey and exploration companies, and various government mapping and remote sensing agencies, including Australia, Thailand, Indonesia, Holland, Italy, The People's Republic of China and Argentina. Recent sales have also been made to India and Malaysia.

Dipix products are built on unique display concepts and software, designed specifically for image processing. These two elements are fundamental to the "image understanding" trademarks of the company. These, together with an outstanding research and engineering team, have produced the ARIES family of turnkey analysis systems, the MPX advanced display processing system, and the new multi-user software and applications packages.



## ***DKW Systems Inc.***

#730, 9919-105 Street  
Edmonton, Alta.  
Canada T5K 1B1  
(403) 426-1551

**Contact:** Sam B. Sherstobitoff

DKW Systems Inc. was established in 1976 as an independent computer consulting and service organization. Originally an Alberta company, it now has representatives in most major Canadian cities.

Also offered is a course authoring system named COURSEWRITER for the IBM PC and Apple microcomputers. Coursewriter is a system — not a language. It enables educators to create CAI material with a minimum of technical knowledge. Text, graphics, and video from a VCR or laser videodisc player can be combined in any sequence to form a powerful audio-visual lesson for the student; six-way branching

is permitted from text, graphics, video still frames or video sequences, and text may be superimposed on video. The IBM version uses Telidon for all text and graphics displays. Full student records are maintained, and testing forms an integral part of the software package.

All products and services are offered in English only; DKW specialists can work in any part of the world on a variety of systems and applications. At present, the company has a staff of over 40 persons, most of whom are EDP professionals with specialist skills and an average experience level exceeding 12 years.

## ***Dowty Canada Electronics Ltd.***

774 Rye St.  
Peterborough, Ont.  
Canada K9J 6W9  
(705) 743-6903

**Contact:** J. McAllister, Vice President

Dowty Canada Electronics Limited, the Canadian electronics operation of the U.K.-based Dowty Group of Companies, specializes in microprocessor-based control systems and computer printed circuit board design and assembly. Dowty's particular combination of multi-national backing plus flexibility makes it particularly responsive to the smaller OEM manufacturers. Dowty has full military quality approval and is currently producing airborne equipment of its own design.

Dowty has nine years of contract manufacturing experience ranging from

free issue PCB assembly through complete systems assembly and test. Over two million PCBs have been assembled in our modern facility. Automatic lead forming and wave soldering equipment, utilized by highly trained assembly and quality control staff, enable the company to provide turnaround times and flexibility impossible in a machine insertion environment. Customer design changes and material shortages can be accommodated with a minimum of delay and a low cost impact.

## ***DY4 Systems Inc.***

888 Lady Ellen Place  
Ottawa, Ont.  
Canada K1Z 5M1  
(613) 728-3711  
Telex: 083 4969

**Contact:** Anne Dempsey,  
Manager, Advertising and  
Corporate Communications  
Danny Osadka,  
Vice President, Operations and Finance

DY4 Systems is engaged in the design and manufacture of electronic board-level products based on industry standard bus architectures. The company's 32-bit VMEbus series of modules is based on the 68000 microprocessor family. Because of the modular and highly flexible nature of the VMEbus cards, they are well-suited for many diverse applications in military and high-end commercial systems. DY4 Systems is in the top ten suppliers in a marketplace of some 160 manufacturers.

To facilitate customer support for such requirements as incoming inspection and on-line maintenance, DY4 has adopted a test methodology whereby they can provide a full test environment on a per-card basis. A functional verification software package can be made available to ensure the functional integrity of DY4's DVME Modules. DY4's engineering team is

committed to on-going research and development of its VME products, and the product line is growing with the addition of performance-oriented modules to provide elegant custom solutions to application problems.

VMEbus products are available for both commercial and ruggedized markets.

The markets which DY4 addresses with its VMEbus product line are world-wide. The two main areas of concentration are the United States and Europe, however the Pacific Rim also provides many business opportunities.

Customers range from major Fortune 500 corporations to military departments. DY4 sells to electronics manufacturing firms, governments, aerospace firms, oil and gas exploration companies, etc.





### ***Dynalectron Systems Inc.***

37 Martin Ross Avenue  
Downsview, Ont.  
Canada M3J 2L3  
(416) 661-3766  
Telex: 06-23025

**Contact:** A.P. Ulsrud, President  
James J. Wright,  
Director, Marketing and Sales  
Doug Langley, General Information

Dynalectron Systems is a supplier of turnkey systems for industrial control, integration and manufacture of equipment and software; installation and service as required.

Principal customers have included General Motors, Canada Post, and the U.S. Army/Navy.

We are seeking to expand our sales in the U.S. in industrial automation.

### ***Dynapro Systems Inc.***

#400-177 West 7th Avenue  
Vancouver, B.C.  
Canada V5Y 1L8  
(604) 872-8631  
Telex: 04-3532848

**Contact:** Karl Brackus, President  
Tony Wallinger, Director of Marketing  
Rike Wedding, Vice President,  
Research and Development

Dynapro Systems Inc. manufactures the ADVISOR2, a system which provides the man-machine interface for industrial process/supervisory control in many industrial applications and incorporates both a multitasking processor and a real-

time operating system. Other products include a series of data communications devices for industrial applications, such as the KF2. In addition, the company markets the DSI DYNALINK, an intelligent, 16-port microprocessor controlled serial data switch.



## ***EDA Instruments Inc.***

4 Thorncliffe Park Dr.  
Toronto, Ont.  
Canada M4H 1H1  
(416) 425-7800  
Telex: 06-23222

**Contact:** Paul Smith, Sales Representative  
Claude B. Meunier, General Enquiries

EDA was incorporated in 1977 to develop, manufacture, and sell/rent quality high technology products used in the areas of:

- Mineral/Petroleum Exploration
- Geothermal Exploration
- Radiological Monitoring
- Environmental (Subsurface) Investigations
- Earthquake/Volcano Studies
- Seismic Studies
- Data Communications

Annual sales for the 1985-86 fiscal year will be \$7 million, of which 70 per cent is exported to such end-users as governments, universities, mining/oil companies,

engineering contractors, magnetic observations and miscellaneous private companies.

Many EDA products are microprocessor-based, and can be used with a wide range of personal and mainframe computers. Software packages are provided by EDA.

EDA is currently represented in 33 countries; we are seeking to expand our distribution into areas including: South America, Central America, French and English Africa, Eastern Europe, Middle East and Gulf States.

## ***Electrohome Electronics***

809 Wellington St. N.  
Kitchener, Ont.  
Canada N2G 4V6  
(519) 744-7111

**Contact:** Doug Wismer,  
Manager of International Sales

Electrohome Limited is a highly diversified Canadian company with annual sales of approximately \$160 million. It operates in three basic business segments: Industrial, Consumer, and Communications.

The Industrial segment, which includes two major divisions, Electronics and Motors, accounts for about 65 percent of the company's sales and most of its exports. Total exports exceed 40 per cent of company sales.

Electrohome markets internationally a wide range of monochrome and colour video

displays, large screen data/graphics video projection systems, including 65 KHz CAD/CAM designs, standard monitors and OEM video displays, videotex terminals to NAPLPS standards, computer software, consumer and commercial earth satellite receivers, printed circuit boards, plus contract engineering and manufacturing.

Also, sub-fractional horsepower AC and DC motor designs for the appliance and automotive industries are exported by the Motor Division to over 20 countries.

## ***Emerald City, Inc.***

1 Yonge St., #2205  
Toronto, Ont.  
Canada M5E 1E5  
(416) 863-9923

**Contact:** Barbara Watson, Marketing Assistant

Emerald City is a Toronto-based software development and marketing company founded in 1981 as a consulting firm in the area of office automation. Emerald City has developed Emerald One, a UNIX based integrated office system that combines full communications, information handling, document preparation and presentation, time management and system administration. Running on hardware that supports UNIX, Emerald One features CAI tutorials, context-specific help menus, a consistent user interface, customization capability and the ability to integrate other

UNIX-based application packages. The product is available to hardware manufacturers, OEMs and system integrators.

We are seeking to expand our export markets beyond the U.S. to Western Europe, Japan and South East Asia and would welcome locally-based partners in our target markets.

Our software is available only in English, however, it will be translated upon receipt of a major order.





### ***Epic Data Inc.***

7280 River Road  
Richmond, B.C.  
Canada V6X 1X5  
(604) 273-9146  
Telex: 043 55701

**Contact:** Norman A Cafik, President  
Brian Lowe, Director of Sales  
and Marketing

Epic Data has been a pioneer and leader in data collection system design and production since 1974. Headquartered in Richmond, B.C., Epic has eleven sales offices and four service centres conveniently located throughout North America. More than 500 Epic Data systems have been installed in fifteen countries on five continents. Many of Epic's clients are listed in the Fortune 500. Exports represent 95 per cent of Epic's sales volume. In both 1983 and 1984, Epic Data received the Superior Supplier Award from Hughes Aircraft Corporation and, in 1984, the Canada Export Award.

Epic produces a customized data collection system that accepts a variety of input media such as bar codes, punched badges,

magnetic stripes and keyboard entries. System components, such as terminals, controllers and storage devices, are based on standard microprocessor architecture and are modularly designed so that they can be modified to collect data in a variety of user-specified applications such as inventory control, job costing, production control and equipment maintenance. Epic Data collection systems which are offered on a turnkey basis can be designed to interface with all major computer systems.

Our varied markets include manufacturers, the aerospace industry, transportation companies, libraries and hospitals. We are seeking to expand our export markets throughout the world.

### ***EPIX Inc.***

1851 Sherbrooke East, Suite 503  
Montreal, P.Q.  
Canada H2K 4L5  
(514) 527-1215

**Contact:** Marc J. Gagnon, P. Eng., President

EPIX is a private Canadian company founded in 1971. EPIX draws on a staff of nearly 100 engineers, computer analysts, programmers, architects, technicians and other specialists in various fields in relation with industrial, production and building engineering. EPIX offers services in Canada, United States, Africa, Arab countries and South America and maintains offices in Arlington, Virginia, U.S.A.; Marcory-Abidjan, Ivory Coast; and Bogota, Colombia.

We have extensive experience in the design of computerized management systems for work control centres involving project management, corrective and preventive maintenance, inventory and stock control, budgeting and accounting, and calculation of staffing needs.



## ***Exceltronix***

319 College Street  
Toronto, Ont.  
Canada M5T 1S2  
(416) 921-8941

**Contact:** Kathy Luketic, Customer Relations

Exceltronix Components and Computing Inc. was incorporated in September 1979 to retail Canadian products manufactured by our associate company, Multiflex Technology Inc. in Toronto. Exceltronix and its associated companies have grown from a single store to three retail outlets, a large mail order division and an ever-expanding engineering and manufacturing facility. Revenues for 1986 are expected to exceed \$15 million. There are now a total of 65 employees in the Canadian operation.

The range of products includes the "Best" line of computer which is Canadian made. The Best Mark III, a IBM PC XT compatible based on the 8088-2 microprocessor, is speed selectable at 4.77-8MHz. Memory starts at 256K and can be upgraded to 640K on board. The Best Mark IV, a true 16-bit computer based on the 8086-2 microprocessor, comes standard with 640K of RAM on board. The newest member of the Best family is the Best AVT-286 (an IBM AT compatible) based on the 80286 microprocessor. The Best

AVT-286 runs faster than the IBM AT at 16MHz. The Best AVT-286 comes standard with 640K on board. Also available are configurations with hard drives. Exceltronix also carries a wide range of printers, monitors, diskettes and any other accessories required for computers.

Exceltronix does not have a primary market. We have sold to many individuals, small businesses, large corporations, departments in both the federal and provincial governments and institutions all across Canada.

Exceltronix Inc. is the exclusive distributor of Best Computers and Multiflex products.

Our company is seeking to expand our export markets all over the world. Our mail order departments give us access to most of Canada and a small portion of the U.S. We are very interested in increasing sales to the U.S.

We also carry a wide range of popular IBM software for IBM computers or compatibles.

## ***Mervin G. Faulkner Associates Ltd.***

11 Mill Street  
Hillside, Ont.  
Canada L0L 1V0  
(705) 835-3528

**Contact:** Mervin G. Faulkner, Product Information  
M. Todd Faulkner, General Inquiry

Mervin G. Faulkner Associates Ltd. was incorporated in 1977 for the purpose of offering consulting and programming services to IBM minicomputer users.

Through the years, we have gained experience and developed software in two specific fields. One is consulting services and software for the public utility industry. The other is consulting services and a complete financial package for consulting engineers and architects.

We have also become information retrieval specialists.

Our experience in the utility industry spans over 7 years and over 14 installations.

Our information retrieval product, Flextract, is already world renowned.

We are seeking partners in other countries to help us develop our export markets.

Our software is available only in English; however, it will be translated upon receipt of a major order.

## ***Faxtel Information Systems Ltd.***

55 Yonge Street, Suite 509  
Toronto, Ont.  
Canada M5E 1J4  
(416) 365-1899

**Contact:** Mr. McLauchlan, Vice President

Faxtel is a developer of customized graphics and database retrieval systems mainly using the NAPLPS and Teletronic

4000 protocols. It provides the R&D and development activities for Marketfax Limited (see listing for Marketfax).





## **Find Ltd.**

41 Horner Avenue, #1  
Toronto, Ont.  
Canada M8Z 4X4  
(416) 259-7661

**Contact:** B.J. O'Neill, President  
J.E. Johnstone, Director of Marketing  
B.V. Dixon, Software Product Manager

Find Limited was incorporated in 1974 for the purpose of providing data processing services to small and medium-sized businesses. Our sales are now approximately \$1 million and we currently employ 18 people. We have developed software packages for the IBM System 3, System 34, System 36 and HP3000 mini-computers and are interested in marketing to the U.S.

Vertical markets we approach are:

- Advertising media accounting
- Freight/Forwarding
- Manufacturing — discrete or process
- Accounting/Business
- Architecture

These packages include proven systems for

- billing

- accounts receivable
- accounts payable
- general ledger
- financial statements
- inventory control
- job and time costing
- production control
- payroll
- manufacturing, and
- specialized program packages for the hotel, advertising and freight forwarding industries.

Find is interested in developing United States markets and welcomes inquiries from representatives and dealers.

## **First Watercount Systems**

595 West 24th Avenue  
Vancouver, B.C.  
Canada V5Z 2B5  
(604) 879-9507  
Telex: 04-356571

**Contact:** Yves Bajard, President

First Watercount Systems Ltd. was incorporated in 1976 to develop and commercialize computerized water resource data management systems in critical watersheds. COMPTEAU Systems address problems of water availability, quality, conditions of flow, and environmental aspects as faced directly by resource users and conservation interests.

The product improves operational decision making by providing resource users with better, more timely information on water-related risk to their operations and concerns. In particular, it assists them to predict water shortages, pollution, erosion, and sedimentation risks anywhere in a watershed.

One of the advantages of the COMPTEAU Systems is increased water use efficiency, allowing resource users to improve economic performance while conserving the environment.

COMPTEAU Systems is a new product, consisting of a combination of technologies and computer software packages. Modular off-the-shelf component routines are assembled and carefully tailored to take care of particular conditions in a given watershed, tested, and transferred to users of the system. Four levels of precision are currently available, covering a wide variety of conditions while remaining within acceptable cost.

Distribution of COMPTEAU Systems is licensed for specific areas to qualified, carefully selected engineering companies and software distribution companies. We are currently seeking to develop an export market and would welcome applications from companies interested in the distribution of COMPTEAU Systems.

COMPTEAU Systems are available in English at present. We plan to offer them in French as well in the near future.



## ***Forceten Enterprises Inc.***

3845 Dutch Village Rd.  
Halifax, N.S.  
Canada B3L 4H9  
(902) 453-0040  
Telex: 019-22875

**Contact:** Arlette Zinck, Corporate Affairs  
Murray Bergin,  
Vice President, Sales and Operations

Forceten is a leading supplier of administration telecommunications software.

Forceten offers three modular products:  
- CRB Plus — customer records and billing  
- SERVICE Plus — residential and business order processing  
- MESSAGE Plus — processing and rating of tolls.

The three modules form the basis of a complete customer records information system. These products are in use by

telecommunications carriers in Canada and the U.S., with further installations planned for Europe and Asia.

Forceten's principal shareholder is Maritime Telegraph and Telephone, which provides telephone and data services throughout the province of Nova Scotia.

The company's head office is in Halifax, Nova Scotia with offices and representatives in the United States, the United Kingdom, and other parts of Canada.

## ***Forest Technology Systems Ltd.***

2665 Sooke Road  
Victoria, B.C.  
Canada V9B 1Y5  
(604) 478-5561

**Contact:** W.L. Cave, President  
John Lawrence, General Enquiries

Forest Technology Systems was incorporated in 1980 for the purpose of developing and commercializing data logging and data telecommunications equipment. Sales have reached \$1 million annually, all of which are in the Canadian market. Products include dedicated data loggers for the forest industry, UHF telemetry and radio modems for telemetry.

Telemetry systems can be supplied on a turnkey basis to network data platforms through any combination of radio and telephone data links. All components in the system are microprocessor controlled and networks can be polled manually, automatically or in response to an alarm from the data platform. Data can be

transferred from the data platforms to the base station or instructions can be downloaded to the data platforms from the base station. All data is transmitted "packet switched" and is automatically error checked and corrected.

Hardware and software have been developed to enable interfacing to other OEMs data platforms. A database of applications software has been developed and can be utilized in the design of custom systems.

Our emphasis has been on the design of versatile, reliable, environmentally rugged, low cost products.

## ***Formic Videotex Systems***

2299 Guinette  
Ville St. Laurent, P.Q.  
Canada H4R 2E9  
(514) 335-7577

**Contact:** B. Croll, Director of Marketing  
Francois Toupin, President

Formic Videotex specializes in frame creation, database and scrolling frames for markets including convention centres, public access areas, audio-visual displays and cable television.

With current sales figures of \$1 million per annum, Formic exports approximately 40 per cent of its products, primarily to the United States, and a small percentage to the Pacific Rim.

Our principal markets are in the communications and media, education and training, merchandising and retail sectors.

Formic is anxious to expand its client base and would welcome enquiries from agents and representatives in foreign markets.

## ***4C Technologies Ltd.***

2291 Guenette St.  
St-Laurent, P.Q.  
Canada H4R 2E9  
(514) 335-4555

**Contact:** Allan K. Chan, Vice President  
Quentin R. Ball, President & C.E.O.

4C Technologies specializes in the development and production of advanced data communications test equipment. Its principal products, the SEPTA 3 and SEPTA 1, are powerful yet portable protocol analyzers/simulators used by service groups, development engineers, data network operators and end users to identify problems associated with data transmission.

These SEPTA analyzers have numerous unique features and can be used to monitor and simulate asynchronous, synchronous,

and bit-oriented protocols such as CCITT X.25, HDLC, SDLC, IBM 3270 and IBM SNA. Various options permit increased volumes of data storage and remote transfer of data, programs, statistics, etc. The products are designed with a multilingual user interface, are portable, operate at high speeds (128 kbps), and can be upgraded to more powerful test equipments.

Current expansion of the Canadian base to the U.S., European and Pacific Rim markets is now underway.





### ***Fulcrum Technologies Inc.***

331 Cooper Street  
Ottawa, Ont.  
Canada K2P 0G5  
(613) 238-1761  
Telex: 053-4939

**Contact:** Eric Goodwin, Vice President, Sales

Fulcrum is a leader in the field of full-text information retrieval software technology. Based on extensive practical experience with very large systems, Fulcrum has developed Ful/Text, a comprehensive information storage and retrieval capability for mini- and microcomputers.

Ful/Text is a full-text information retrieval software package that permits free-form searching of large collections of documents. It is targeted at office automation systems integrators, value added remarketers, and corporate information systems specialists developing applications requiring the ability to manage unstructured text.

Ful/Text is designed specifically to integrate easily with other product components. It is device-independent and easy to adapt to different systems architectures. It supports revisable document formats, and features a programmer interface with direct subroutine access to individual components of the underlying search and retrieval facilities.

Ful/Text was first installed in June 1984 and is currently in use in customer sites throughout North America.

### ***Gamma Communications Corp.***

5852 East Sooke Road  
Sooke, B.C.  
Canada V0S 1N0  
(604) 642-3571

**Contact:** Dr. George May

Gamma Communications Corp. is a subsidiary of George A. May & Associates. Gamma was created to complete the production of TeleSketch, which was created by Dr George May. TeleSketch enables the user to perform a number of functions which an ordinary computer or telephone cannot. The user can:

- use TeleSketch's built-in telephone to dial phone numbers from its internal directory;
- use the speaker-phone;
- automatically keep track of the length of phone calls;

- create and word process written documents;
- combine text and graphics in a single document;
- store documents in permanent files;
- obtain hard copies;
- create a document, text, graphics or a combination, and send it interactively over the same phone line;
- use electronic mail;
- use Telesketch as a computer terminal;
- use the light-pen for free-hand graphics.

The TeleSketch plugs into normal AC outlets and telephone plugs.



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## ***Gandalf Data Ltd.***

100 Colonnade Road North  
Nepean, Ont.  
Canada K2E 7M4  
(613) 226-6500  
Telex: 053-4728

**Contact:** Gail Jordan,  
Marketing Communications

Gandalf Technologies Inc., of which Gandalf Data Ltd. is a subsidiary, is a leading international manufacturer of data communications products specializing in modems, multiplexers, and data switching systems. Gandalf's modem line includes short-haul modems, medium-distance modems, long-haul modems, and dial-up modems. The multiplexer line contains X.25 gateways, statistical multiplexers, time division multiplexers (TDM), including T-1, and a switching multiplexer (SWITCHMUX). Data switching systems involve Gandalf's PACX line of products (Private Automatic Computer Exchange), PACX 1000, PACX 2000, and SWITCHMUX.

Gandalf has allocated 150 people and 12 per cent of revenue to research and development. Gandalf's strong commitment to R&D has resulted in a number of industry firsts. In 1970, Gandalf designed and manufactured the first local data set (LDS) and, in 1972, Gandalf offered the first commercially-available data switching system (PACX).

Gandalf Technologies Inc. is a publicly-owned Canadian company with operating subsidiaries in Canada, the United States, the United Kingdom, Holland and Australia.

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## ***Circronics Division, Gandalf Data Ltd.***

89 Bentley Avenue  
Nepean, Ont.  
Canada K2E 6T7  
(613) 225-9751  
Telex: 053-4728

**Contact:** Kevin F. Lauzon, Operations Manager

Circronics is a manufacturer of printed circuit boards and has been serving the Eastern Ontario Region since its founding in 1974. Since 1982, Circronics has been a wholly-owned subsidiary of Gandalf Data Limited of Nepean, Ontario, a leading designer and manufacturer of local and long-haul data communications networks. Gandalf's philosophy in purchasing Circronics was to provide itself, as well as the region with a reliable, high quality supplier of PCBs.

With over \$1 million invested during the past three years in a new machinery and renovation program, Circronics has emerged as the area's largest and best equipped facility. As a result, the capacity has tripled, while quality, value and service have all taken a step upward.

Our present customer base numbers approximately 80 different concerns, mostly

high-tech companies in the Ottawa area, but extending from Vancouver to the Maritimes with some sales in the United States and Britain. Sales last year were in the \$2 million range, and this year's sales are expected to reach the \$3 million mark.

Circronics' mainstay has been double and single PCBs, but we have recently refined our technology for fine-line, and small hole processes to accommodate surface mounted devices. To further expand our diversity, Circronics has currently installed equipment to manufacture solder-mask-over-bare copper PCBs.

As well as large production runs, we also specialize in prototype and small production runs.

Our products have Underwriter's Laboratory Approval.

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## ***Gandalf Systems Group***

880 Wellington St., Suite 701  
Ottawa, Ont.  
Canada K1R 6K7  
(613) 238-5779  
Telex: 053-4728

**Contact:** George C. Arkveld, Vice President  
Chris Kincaid

Gandalf Systems Group (known formerly as OCRA Communications Inc.) is a division of Gandalf Technologies Inc. Specializing in systems integration in the field of office automation, the services provided by Gandalf Systems Group include consulting, hardware, software, communications, training, system implementation and support.

Gandalf Systems Group also offers Initiative, a UNIX-based integrated electronic office system designed for the knowledge worker. A multi-tasking, multi-user system, Initiative integrates word

processing, sophisticated electronic mail and messaging, electronic filing, calculator and telephony. The system interface is set up to emulate desk-top work by allowing users to work on more than one task at a time, each task presented in its own window. Switching between the stack of windows on the "electronic desk" is quick and easy. Initiative can also be integrated with applications (such as a database) which are specific to the needs of the user organization.



## **Geac Computer Corporation Limited**

350 Steelcase Road West  
Markham, Ont.  
Canada L3R 1B3  
(416) 475-0525  
Telex: 06986-833

Contact: W.R. Degeer,  
Director, Corporate Affairs

Geac offers a number of computer-based products, among them:

**ABS** — Advanced Banking System (U.S.)

**GFS** — Geac Financial System (Canada and U.K.)

Created for financial institutions, this total solution can provide on-line transaction processing and accounting for all or any part of a bank's deposit services, lending services, customer information, ATM handling or branch automation.

**GLIS** — Geac Library Information System

This system provides libraries with an integrated and comprehensive on-line resources management system which includes, Acquisition, Catalogue and Circulation modules.

Two significant features were added to the GLIS during 1985. Boolean searching and the display of "authorized" name and subject records were added to the On-line Public Catalogue module to provide library patrons with improved search capabilities.

Other products include:

**GOAST** — Geac Office Automation System

The user can work in either French or English. The system includes electronic mail messaging, executive support, external database query, spreadsheet, records processing, text processing, spelling verification and networking.

**GIGADISC**

This optical disc is a computer peripheral which uses solid state laser technology to allow the "irreversible" storage of large volumes of digital data. The 12-inch disc has a capacity of one thousand megabytes (one gigabyte) on each recording surface.

**Geac Signature System**

The Signature System automates the repetitive task of validating signatures on large volumes of cheques.

**FTS** — Financial Terminal System

A microprocessor-based branch automation system developed to provide branch management of financial institutions with greater flexibility, increased speed and heightened efficiency.

**GMS** — Geac Mortgage System

Derived from the full GFS system, GMS utilizes a sub-set of software modules to administer mortgage portfolios, as well as to automate the process of underwriting and the handling of applications.

**Leasing**

An on-line system for companies leasing both small and medium-sized items. This system provides for all aspects of lease evaluation, portfolio administration and accounting.

**Autostar**

Automates the reconciliation of interbank electronic funds transfers and provides banks with significant benefits in management control and reduced claimed interest costs.

**Hardware products:**

**Concept 9000**

Geac Concept 9000 is an on-line fault-tolerant transaction processor system, an essential component of transaction-driven organizations. Concept 9000, with its innovative Full Function Processor/Common Memory Architecture combines very high throughput transaction processing with powerful batch report generation capabilities.

**Geac System 8000**

A high speed multi-processor which handles large on-line databases.

**Geac System 6000**

A smaller, software compatible version of the System 8000, the System 6000, brings System 8000 power and reliability to less extensive applications.

**Geac System 4000**

Utilizes the basic design of the System 6000 but offers reduced disk and memory capacity at a lower price than the larger system.

Geac hardware and software systems are specifically designed for the library and financial institution market place.

**Geac users include:**

**Libraries** — The Vatican, The National Library of France, The Smithsonian Institute, MIT, New York University, Princeton, U.S. Airforce Academy, Yale, Queen's, Guelph, York and more than ninety additional customers.

**Financial** — Our retail banking products are installed in over 250 institutions including Household Finance, CIBC and numerous credit unions in Canada; Louisiana National Bank and Bank of America, in the U.S.; and Avoc Trust, Midland Bank and Lloyds Bank in the U.K.





## **General Cybernetics Group**

10851 Shellbridge Way  
Richmond, B.C.  
Canada V6X 2W8  
(604) 273-2243

**Contact:** Joseph Millan,  
Executive Vice President

General Cybernetics specializes in the research, development and marketing of computer-based technologies for application in the problems of military training and health promotion.

The Military Division is dedicated to the development of sophisticated hardware and software permitting the use of the most advanced and effective military training techniques. Creating an illusion of battle to enable soldiers to have "pre-experience" to a required level of realism is the central drive and focus of the military application.

The Health Promotion Division applies "cutting-edge", Computer Assisted Learning

(CAL) technology to the process of attitude and behaviour change. Concentrating on lifestyle factors which are the source of the vast majority of modern day health problems, the division has programs available in smoking cessation, stress and the misuse of alcohol, and programs under development in several other subject areas.

With its main facility in Richmond, B.C., and offices in Ottawa and Toronto, General Cybernetics anticipates international expansion to serve a wide range of clients including the military, governments, multinational organizations, education and health care institutions and the general public.

## **Genesys Group Inc.**

1775 Courtwood Crescent  
Ottawa, Ont.  
Canada K2C 3J2  
(613) 226-8740  
Telex: 053-4798

**Contact:** Cam Miller, Vice President, Operations  
Val Smith, Vice President, Sales  
Gunter Kurz, President

Genesys Group Inc. is in the turnkey systems business as it relates to the use of Videotex (Telidon) and videodisc in interactive multi-user systems. Genesys is active in such application areas as software development, public access publishing, electronic banking, point-of-sale, training, and point-of-information systems.

The company's products (turnkey systems) are based on Genesys' proprietary videotex

database management software and are used in applications where the simultaneous user requirement varies from one to one hundred. The inherent flexibility of the Genesys product makes it a logical choice for a multitude of applications.

Genesys has supplied systems for use in the U.S., Latin America and Japan, and is principally interested in expanding sales to those countries.





### ***Gentian Electronics Ltd.***

P.O. Box 1240  
Stittsville, Ont.  
Canada K0A 3G0  
(613) 836-3987

**Contact:** Vic Popovich, President

Gentian Electronics Ltd. is a Canadian manufacturer of "Hi-State" precision co-ordinate digitizers with separate microprocessor controllers, RS-232 streamer interfaces, and is a supplier of a new, slim, desk-top digitizer with imbedded electronics. Founded in 1977 as a field service organization, the company began manufacturing in 1979. Now, both a manufacturing and engineering service organization, Gentian is operating from a permanent location in the West Carleton

Industrial Park near Stittsville, Ontario, just west of Ottawa.

Among its many applications, the Hi-State Digitizer is used in cartography, computer-aided design and drafting, hydrological research, integrated circuit artwork design and seismographic data analysis, while the RS-232 streamer (with its streaming magnetic tape drive), is used as a data storage medium, particularly as a disk back-up unit.

### ***Geomin Computer Services Corp.***

Suite 408, Kapilano 100  
West Vancouver, B.C.  
Canada V7T 1A2  
(604) 922-9367

**Contact:** Simon Houlding, Managing Director  
Ann Alderton, Office Manager

Geomin Computer Services Corp. is a team of professional engineers, geologists, and systems analysts specializing in computer applications for resource exploration, mining, and engineering. The company develops and supports a comprehensive library of modular, integrated software based on concepts of ease of use, interactive graphics, and the computer workstation. Systems have been successfully installed and implemented in mine sites and office locations worldwide.

Geomin's systems are designed for efficient use by engineers and geologists without any requirement for specialized

assistance or in-depth computer knowledge. The workstation combines a super microprocessor, CRT graphics, plotter, digitizer, disk drive, and software which takes full advantage of hardware capabilities. These provide friendly and highly interactive tools which greatly enhance the user's operational efficiency and project turn-around time. All necessary facilities for data entry, processing, display, drafting, and reporting are placed at the user's fingertips. Data security, information transfer, and provision for system growth are additional advantages.

### ***GeoVision Corporation***

1600 Carling Avenue, Suite 350  
Ottawa, Ont.  
Canada K1Z 8R7  
(613) 722-9518  
Telex: 053-4517

**Contact:** Douglas W. Seaborn, President

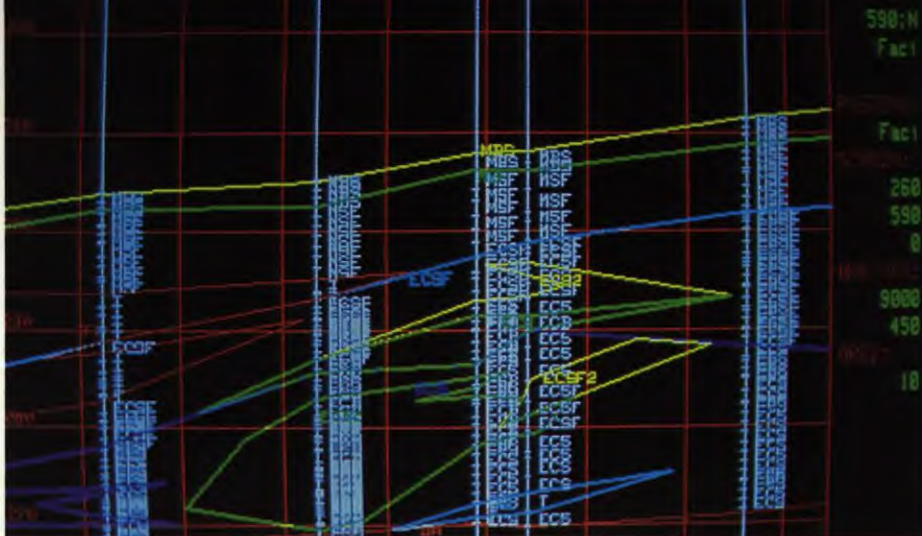
GeoVision Corp. (formerly SHL Graphics Systems) is a developer and vendor of advanced software products for automated mapping and geographic-based information management applications. Using computer equipment manufactured by major manufacturers, the company installs and supports complete working systems on a fixed price, turnkey basis, typically with interconnections to existing customer databases.

Customers of GeoVision include utilities (telephone, gas, electric), consulting

engineers specializing in outside plant mapping and records management applications, mapping agencies, city and county governments, private survey and mapping companies, and natural resource/land management conservation agencies.

Since 1974, GeoVision has implemented over 30 systems, in five countries, with a total installed value approaching \$15 million.





### ***Gigatek Limited***

31 Progress Court, P.O. Box 498  
Scarborough, Ont.  
Canada M1G 3V5  
(416) 439-4104

Contact: Michael L. Paull  
A. Maurice Evans

Our products are very high resolution colour data/graphics displays for use with CAD/CAM, process control, imaging, training, flight simulator and graphic systems. Among our clients are CAE, Bell Helicopters and General Motors.

At present we export 95 per cent of our product, primarily to the United States and

Western Europe, but also to the Pacific Rim. We consider expansion of our current U.S. markets a priority and are also seeking distributors in Western Europe and agents in other areas.

### ***B.J. Giles and Associates***

881 Lady Ellen Place  
Ottawa, Ont.  
Canada K1Z 5L3  
(613) 722-9283

Contact: Brian J. Giles, President

B.J. Giles and Associates Limited provides professional computer-related services to the Canadian Government and a broad group of Canadian and overseas corporations. Services provided include feasibility studies, system design, software development, system integration, hardware selection, system and software support, user education and training. In addition, our engineering staff perform hardware and software evaluations, carry out hardware design and development assignments, co-ordinate the production of special products and provide assistance with custom system integration and installation.

Consulting and software services: Assignments are undertaken in the areas of office information management (accounting and cost control, personnel systems, inventory, records management, etc.) data communications (local and

remote networking), industrial and process control, scientific, engineering and financial modelling, and other related areas.

Computer hardware engineering services: Engineering services are available for the testing and evaluation of new products, systems and special device interconnections and for the technical acceptance of products on the clients behalf. Services also include the provision of required modifications to enable non-standard interconnections between devices and the installation of custom systems and local area networks.

Design and prototyping services are available for the development of special computer-based commercial and industrial devices and systems and the co-ordination of limited quantity commercial production.

### ***Graham Software Corporation***

212 King Street West  
Toronto, Ont.  
Canada M5H 1K5  
(416) 591-9131

Contact: Andrew F. Skerlec

Graham Software Corporation was incorporated in 1985 as a software publisher. Activities include manufacturing, marketing and distribution of packaged software on a world-wide basis.

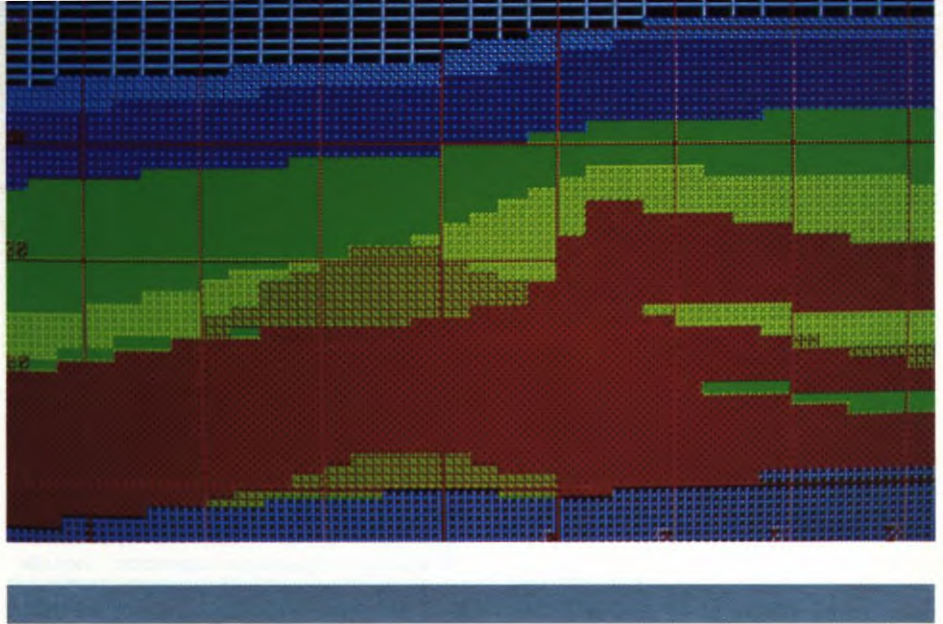
Primary product areas include:

- Systems software for IBM mainframes
- Development tools for the entire Digital Equipment product line

- Personal computer software through Software Channels Inc. (listed separately in this publication).

We are currently seeking distributors for INTELLISYS: The Intelligent Development System, a database applications generator for all Digital Equipment environments, including PDP 11 and VAX.





## **GSS Geomicro Systems Services Ltd.**

200-399 West 6th Avenue  
Vancouver, B.C.  
Canada V5Y 1L1  
(604) 879-6272

**Contact:** Peter Pollhammer, President

GSS Geomicro Systems Services Ltd. is dedicated to meeting the specific software needs of the mineral exploration and development industry.

Working with geologists, geochemists and resource management personnel, GSS has created programs that are beneficial and easy to use. These products are:

**GEOCHEM** — geochemical analysis system that assists the explorationist in the interpretation and presentation of geochemical data;

**CLAIMSAVER** — mineral claims management system that keeps accurate, up-to-date mining claim information;

**PROFILER** — property file management system that gives quick and accurate access to property information, commodities and economic mining data (reserves, grades).

The software is thoroughly documented and comes with detailed 'How to Use' guides and examples. It has been designed for the user with minimal computer experience. The software runs on IBM PCs and compatibles under MS/PC DOS.

GSS Geomicro Systems Services Ltd. products are installed in numerous locations in the United States and Canada.

Our software is available only in English.

## **Helix Circuits Inc.**

8421 Darnley Rd.  
Montreal, P.Q.  
Canada H4T 1X2  
(514) 733-7181

**Contact:** Bob Cassmiro,  
Vice President, Marketing and Sales  
William G. Weiler,  
President and C.E.O.

Helix Circuits Inc. designs, manufactures and sells printed circuit boards including double-sided, multi-layer, rigid-flex and other sophisticated boards. The majority of its products are complex, technologically advanced double-sided and multi-layer boards. The company regularly produces high-density boards of between 8 and 18 layers and has developed process technology to laminate up to 36 layers incorporating highly dense circuit patterns. The company's multi-layer boards may incorporate various features such as internally and externally

laminated heat sinks, buried vias, impedance control, high temperature materials and assembled hardware.

The company was formed by the amalgamation of PC World, RDC Electronics and Digital Graphics under the laws of Canada in 1983. It is able to provide a fully integrated printed circuit board service, including design artwork, applied research and development, prototypes and volume production.



## **High Line Data Systems Inc.**

716 Gordon Baker Rd., Suite 100  
North York, Ont.  
Canada M2H 3B4  
(416) 494-2504

**Contact:** Linda Woolley  
Jim Meikle

High Line Data Systems Inc. is a privately owned Canadian company, incorporated in 1974, specializing in leading-edge business application software for medium and large-scale companies.

As the cost of custom developed software is prohibitive, the best solution today for most business needs is "packaged software" High Line has concentrated on meeting this demand with cost effective, sophisticated software.

The company's products, which are specifically designed to be readily adaptable to various languages of operation, include the following application areas:

### Human Resources

- payroll
- personnel

### Financial

- general ledger
- accounts receivable
- accounts payable

### Operations and Distribution

- sales order management
- inventory control
- purchase management
- sales analysis
- fixed assets (future)
- manufacturing (future)

Services that complement our packaged-based solutions include:

- information systems consulting
- project management
- education and comprehensive training
- implementation assistance
- custom programming and revisions
- timesharing support
- turnkey solutions
- phone-in-consulting (hot line)
- software product maintenance
- nationwide support

High Line is interested in locating end-users and distributors in the U.S. and Western Europe.

## **Homecom Learning Systems Ltd.**

150 Bloor St., W., #307  
Toronto, Ont.  
Canada M5S 2X9  
(416) 968-7155  
Telex: 698-6766

**Contact:** Jean Kingsley, General Manager

Homecom Learning Systems Limited was established in 1978 to create software for a complete computer-based training facility.

Homecom's product, the CAN-8™ Computer Assisted Instruction system, is an integrated authoring and delivery system which can run as a multi-user dedicated system, or in single-user mode on a general purpose machine.

Features of the system include:

- CANNET, a sophisticated data communications network;
- CAN-8 Authoring Language, which incorporates constructs for sophisticated answer matching, display control, data recording, as well as text, graphics and animation which may be output in conjunction with video disc presentations;
- EASY, a non-programmer tool to generate and deliver courseware;
- TIDB, a Test Item Data Bank system to generate and deliver tests either on-line or off-line;
- Data on progress of students is recorded and analysed.

Many systems offer some of these features. The combination is unique to CAN-8.

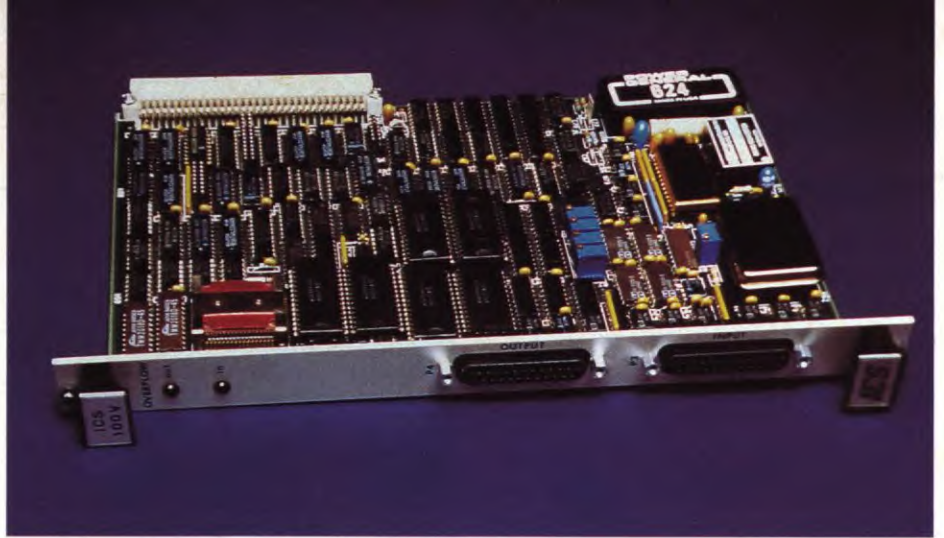
CAN-8 is completely unique in that it is not hardware dependent.

CAN-8 supports a variety of terminals from simple alphanumeric to sophisticated graphics, so the mix of equipment can be optimized to suit the needs of the training organization.

A large selection of general purpose courseware is available. Currently, CAN-8 courseware is deliverable on the Honeywell DPS6 and micros (PCs) running the MS-DOS operating system. At present CAN-8 systems reside in Finland, Belgium, Netherlands, France, Spain, Singapore, England, United States and Canada. Applications range from industrial, through government and military, to public education and include such clients as Bell Canada, Internal Revenue Service (U.S.), Department of National Defence (Canada), Supply and Services Canada, Correctional Services Canada, Santa Ana College (California, U.S.) and Honeywell Bull (Paris, France).

Homecom Learning Systems has offices located in Toronto and Woodland Hills, California. The CAN-8 product is also distributed by Hanover Education Systems of London, England.





## ***Homestead Computer Services Ltd.***

2979 Pembina Highway  
Winnipeg, Man.  
Canada R3T 2H5  
(204) 261-6740

**Contact:** Dwight More, Marketing

Established in 1979, Homestead Computer Services Ltd. specializes in computer technology for agriculture. The company has developed computer systems and software applications which accommodate the special needs of the agribusiness and farming sectors.

Homestead functions as both a consulting company and a developer and marketer of proprietary software. Its consulting services and software have gained internationally-respected reputations.

Homestead's primary area of consulting concentration has been the grain industry and related areas such as transportation and information systems. This expertise

has also been applied to other industry sectors such as resource development (coal, potash) and dry dock facilities. The company has also developed the Homestead Farm Management system which provides integrated packages of software programs for those farm operators who want accounting, record keeping, and management assistance from a stand-alone computer system. The system is marketed throughout North America. It has proved so acceptable to the marketplace that Homestead has entered into agreements with a number of agribusiness groups to provide private labelled versions of the Homestead Farm Management System for sale to their own customers.

## ***Human Computing Resources Corp.***

10 St. Mary Street  
Toronto, Ont.  
Canada M4Y 1P9  
(416) 922-1937  
Telex: 06-218072

**Contact:** Sylvie Trepanier

Human Computing Resources Corp. (HCR) has been building UNIX software for almost 10 years. HCR applies its considerable expertise in UNIX operating systems, UNIX applications software, and interactive computer graphics to a growing family of innovative UNIX-based software products, and to consulting and contract work for key players in the UNIX field. HCR excels in porting UNIX to many different kinds of machines and is also one of the major companies in the world which can build UNIX environments on top of other operating systems.

HCR was first to provide a low-end UNIX-based operating system for the PDP 11/23, and it was one of the first to develop an emulation of UNIX to run under the VMS operating system. In addition to consulting and porting services, HCR offers quality products in these major areas: operating systems; business information systems; software tools and languages; software support and training.



## ***Hyprotech Ltd.***

1700 Varsity Dr. Estates Drive N.W.  
Calgary, Alta.  
Canada T3B 2W9  
(403) 288-1718

**Contact:** Tony Vysniauskas

Hyprotech Ltd. was incorporated in 1976 to provide process engineering consulting services and contract R&D and to provide specialized engineering computer application programs for the oil and gas industry. The latter has become the company's main product line. Hyprotech is now a world leader in providing specialized process simulation software for the oil and gas industry. Its primary product line is a steady-state flowsheet simulation program, called HYSIM. This product is unique in that it is completely interactive and is available for any IBM compatible PC as well as mainframe systems. There are now over 400 engineering and oil companies throughout the world using HYSIM.

Hyprotech is a wholly owned Canadian company, with its head office in Calgary, Alberta, Canada and branch offices in Houston, Texas and Whittier, California. The product is currently distributed in Europe by PC Engineering Software Ltd. of Horsham, England, in Southern Asia by Wearne's Process Technology of Singapore and in Australia by Shaymont/Goovigen of Victoria. We are currently in the process of opening other distribution and support centres in South America.

## ***I.P. Sharp Associates Ltd.***

265 Carling Avenue, Suite 600  
Ottawa, Ont.  
Canada K1S 2E1  
(613) 236-9942  
Telex: 053-3604

**Contact:** Rob McCrae, Vice President

I.P. Sharp Associates Ltd., an international software and telecommunications company, was founded in 1974. Today I.P. Sharp offers one of the world's largest collections of on-line public databases and a wide variety of software applications, serving various industries — energy, aviation, the financial/investment community, publishing, and government.

I.P. Sharp's software and information services are delivered to its clients via IPSANET, its private packet-switched network, which provides its clients with local dial-in access to their own mainframe or I.P. Sharp's from over 600 cities world-wide. Its clients may run I.P. Sharp's

applications software on the complete range of IBM hardware, from the largest mainframe to the PC.

Clients include multinationals, among them Xerox, McGraw Hill, Citibank and TWA, as well as many smaller companies and consultants. In all, more than 800 U.S.-based organizations use its software and database services via IPSANET to assist them in their planning and decision making.

I.P. Sharp provides day-to-day assistance, software consulting, and educational services from 15 U.S. offices, and from 50 offices world-wide.

## ***IBX Datasystems Ltd.***

#201-68 Water Street  
Vancouver, B.C.  
Canada V6B 1A4  
(604) 669-4430

**Contact:** Mike Schuler, President

IBX Datasystems has designed and built its own multi-user operating system and compiler and used them as the basis for delivering turnkey business systems in a number of industries since 1974.

The company is currently able to deliver very high speed order entry and extremely flexible pricing systems for the photo-processing industry based on the PDP11 series of computers. We believe this software to be one of the most advanced available.

IBX will soon announce a new type of database management system incorporating artificial intelligence-based program generation techniques using a multi-user query-by-example approach. This system employs low-cost high resolution graphic

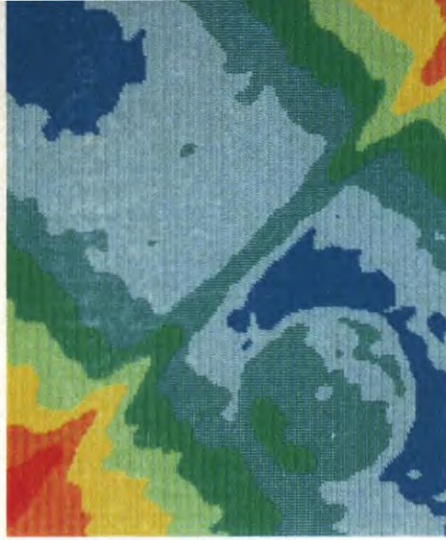
interfaces and is capable of operating on a large number of different computers.

This product is designed to allow very fast penetration of any desired vertical market by simplifying the programming and maintenance of new software.

IBX is interested in placing the product with third party application software developers that operate either in North America or French-speaking countries.

The product operates on Macintosh and UNIX-based computers linked together. Each Macintosh acts as a highly specialized terminal that shares all data with other such terminals via the UNIX computer's multi-user capabilities. There are no special networking requirements (uses RS232 ports).





## ***ICAM Technologies Corporation***

1900 Boul. des Sources  
Pointe Claire, P.Q.  
Canada H9R 4Z3  
(514) 697-8033  
Telex: 063666

**Contact:** John Nassr, President

ICAM Technologies Corporation specializes in computer aided programming in carrying out tape preparation services, programmer training, tool and fixture design for an entire range of N/C and CNC equipment.

ICAM develops fully integrated CAD/CAM software, specializing in CAM, and recently completed the APT IV Processor as well as a world-system, presently used by some of the world's most advanced aerospace manufacturers.

## ***Ideonic Cosigma Inc.***

69 Sherbrooke St., Ouest  
Montreal, P.Q.  
Canada H2X 1X2  
(514) 284-1171  
Telex: 055-61250

**Contact:** Marcel Huard, General Information  
Gilles Becotte, Product Information

Ideonic Cosigma Inc., a division of the Lavalin Group, has since 1980 acquired a distinguished reputation for the design, development and marketing of application software packages for hospitals.

The product line includes software for medical administration (benefits index, admission, pharmacy, etc.); a financial software package (spread sheet, budget, control, accounts payable and receivable); and programs for materials management (inventory control, purchasing, real estate

management). Ideonic Cosigma also offers a management service for hospital computer centres.

Our firm is in the forefront of technology because of its experience in the use of fourth generation tools for the development of applications software and the adaptability of its programs to other sectors.

We are seeking new markets in a number of countries and would welcome enquiries from local associates.

## ***IDON Corporation***

P.O. Box 3728, Station C  
Ottawa, Ont.  
Canada K1Y 4J8  
(613) 722-8101  
Telex: 053-4370

**Contact:** Herbert G. Bown, President  
James Feeley, Principal

IDON Corporation was founded in 1983 with the objective of providing specialized technical, policy, and managerial assistance to organizations planning and implementing informatics applications with emphasis on communications and computer graphics.

In addition to performing requirements analysis, the company develops both the high-level system architecture and special interfaces and protocols necessary to integrate component parts. Current projects include:

- MACDIF, a map and chart data interchange format being developed for the Canadian and U.S. governments for cartographic, hydrographic, and military use.

- a communication protocol for the transmission, storage and presentation of

Bliss symbolics (for use by the physically and speech handicapped).

- a computer-based training system consisting of authoring stations, trainee stations, and a data network (a prototype for a national wide-area network). Emphasis is placed on the integration of graphics with text in an interactive training process.

IDON provides technical advice to the Canadian government in CCITT, CCIR and other international bodies developing standards for text and graphic communication.

In the last year, IDON did international business in the United States, Europe, and Japan, and wishes to expand its operations in these regions.



## **Info-Power Software Corp.**

557 Dixon Rd., Suite 110  
Rexdale, Ont.  
Canada M9W 1H7  
(416) 248-9494

**Contact:** Ray Talwar, President

Info-Power Software Corp. provides three software packages for small, medium, and large business enterprises. These software packages will run on IBM PC/XT and compatibles, super microcomputers and minicomputers. The software was developed using fourth generation database system software. Data entry screens and reports can be easily modified or designed to suit each individual user.

I-MANUFACTURER was designed for small-to-large-sized manufacturing companies using discrete, job shop, or process manufacturing techniques.

I-DISTRIBUTOR is for importers, wholesalers, and resellers.

I-MAINTENANCE is for small-to-large organizations with simple-to-elaborate maintenance programs.

Each software package is made up of a number of modules. Users can select the modules to be implemented in stages. All modules are fully integrated with each other and the corporate databases.

## **Infomart**

164 Merton St.  
Toronto, Ont.  
Canada M4S 3A8  
(416) 495-0022  
Telex: 06-22111

**Contact:** Thomas Ward,  
Director of Systems Marketing

Infomart of Canada is a division of Southam Inc., one of Canada's largest publishing companies.

Infomart is one of the world's leading suppliers of videotex products and services. Infomart is also one of the leading videotex system operators in North America.

Videotex is an effective means of delivering information in an easy-to-use, attractive format that is responsive to user needs.

ITSS-V2 is the state-of-the-art system software that supports Infomart's videotex products and services around the world. Infomart has licensed ITSS systems in the United States, Japan, Switzerland, Australia and Singapore. ITSS is designed to provide immediate response to user requests for information. It delivers concurrent on-line transaction processing in multi-host, distributed database and videotex network environments.

GRASSROOTS is an agribusiness information service and farm management tool used by farmers throughout North

America. Owned and operated by Infomart, Grassroots gives subscribers access to a comprehensive agricultural information package and provides interactive financial planning software to users with personal computers or videotex decoders.

TELEGUIDE is the public-access videotex service that delivers instant information to consumers in cities from Toronto and San Francisco to Tokyo and Singapore. The terminals provide instant, comprehensive information on shopping, restaurants, accommodations, entertainment, sports, business and finance, weather and special events.

VANILLA is Infomart's NAPLPS videotex decoder which enables IBM PCs to function as videotex terminals. VANILLA operates up to five times faster and provides a higher level of NAPLPS support than any other software decoder for personal computers. An added feature of VANILLA is the ability to 'capture' pages from a database for viewing off-line.

## **Informetrica Ltd.**

P.O. Box 828, Station B  
Ottawa, Ont.  
Canada K1P 5P9  
(613) 238-4831

**Contact:** Carl Sonnen, Vice President

Informetrica Limited is an economic research company, established in 1972, which develops tools for econometric applications and offers computer-based economic research, forecasting, and other information services for industry and government.

From data and forecasts to software programs, as well as training and consulting services, Informetrica has developed a complete product line to assist market researchers, statisticians, corporate planners and economists.

A series of software programs has evolved to support the forecasting and research

activities of the company and its clients, and they are available for in-house installation on IBM mainframes (operating under OS/VS or OS/VM) and the DEC family of VAX minicomputers (operating under VMS). The programs include: MOSAIC, a powerful system which provides a comprehensive set of statistical and econometric routines; AMS-FS, an easy-to-use time-series forecasting system, specifically designed to handle high volume applications; and SIMSYS, a system of computer programs and files designed to assist in the development and use of econometric models.





### ***InSystems Corp.***

2255 Sheppard Ave. E., W412  
Toronto, Ont.  
Canada M2S 4Y1  
(416) 495-0616

**Contact:** Dennis Welbanks,  
Vice President, Marketing

InSystems, headquartered in Toronto, is a leading Canadian Life Insurance Systems Company. InSystems concentrates its attention on the growing need for automated systems in the financial and life insurance industry. This has resulted in the development of highly efficient and cost-effective automated systems designed to enable our clients to keep ahead of the fast pace of doing business in the 1980s. We provide management and systems

consulting, system development services and application systems. We are also a Value Added Remarketer for IBM computers and an Independent Sales Organization for Wang computers. We pride ourselves on the quality of our people, our products, and our services, and have a proven track record for implementing projects on time and within budget.

### ***Intelicom Systems Ltd.***

#5-260 E. Esplanade Avenue  
N. Vancouver, B.C.  
Canada V7L 1A3  
(604) 986-3351

**Contact:** Geoff Danzig, President

Intelicom Systems Ltd. is a designer and manufacturer of products for the microcomputer industry. The company is a leader in the development of analog technology for use in process control and instrumentation. As well as Canada and the U.S., Intelicom presently deals in England, France, Australia, India and Hong Kong.

#### **Remote Sensing Unit:**

The RSU is designed for monitoring and process control systems. It will interface with microcomputers, PCs and others of the like. The RSU is an analog unit labelled as a data acquisition device which converts analog signals into digital information. The unit has a full PID (Proportional Integral Differential) loop which uses the constant signs and variables in control equations to continuously control the various industrial or instrumental processes. Its capacity is directed to the small-to-medium user's requirements and does not need extensive additional control and manipulation to complete the package.

#### **CMOS Standard BUS Boards:**

Intelicom has developed a line of totally CMOS standard BUS boards for the microcomputer market. These include the CPU, 32K and 64K memory board, serial

and parallel input/output boards, analog A to D board and various other accessories.

#### **Microtemp 811:**

This device is an 8-channel temperature monitor and recorder with a programmable alarm. Although its uses are multifold, it was designed for the commercial fishing industry and is, therefore, environmentally sealed. Microtemp stores up to 4 months of data which may be retrieved for computer storage or printing.

#### **Concrete Maturity Meter:**

Based on approved standards of time and temperature, this instrument determines the maturity of concrete reliability for up to 90-day strength, thus providing the ability to remove forms, do post-tensioning, etc. at the earliest possible time.

Intelicom's product line varies from the CMOS standard BUS boards to instrumentation for instrumentation and process control markets. Other instrumentation markets include construction, commercial fishing, refrigerated transportation, as well as in-plant process temperature monitoring. We are seeking distributors and agents in areas of the world where these products are viable.



## **International Geosystems Corporation**

1200 West Pender St., #605  
Vancouver, B.C.  
Canada V6E 2S9  
(604) 669-5626  
Telex: 04-55155

**Contact:** Hugh Mah, President  
Kim Liljefors, General Manager

International Geosystems Corporation was founded in 1978 to develop and promote the use of computer tools in the earth resources industry.

International Geosystems' products and services are firmly based on twenty years of development and application in many geological environments, world-wide. International Geosystems have been successfully used by geologists, mining engineers and geotechnical engineers in North and South America, Australia, Papua-New Guinea, Malaysia and recently, in China. The company's latest developments have been to implement its powerful and sophisticated software tools on state-of-the-art, user-friendly microcomputers for ready use in the field.

IGC's philosophy is to pursue excellence in the development of software for the

geosciences by blending the expertise of its computer professionals with that of its geologists and mining, geotechnical and geological engineers. The software is backed by a services offering in mineral exploration and mining that emphasizes technology transfer through close collaboration with the client organization.

International Geosystems has offices in Vancouver, B.C., Canada and in Beijing, People's Republic of China. The company is represented in Australia by Computer Engineering Applications Pty Ltd. of Sydney, NSW. The company has a dedicated staff of geoscientists and computer scientists recognized internationally for the contributions in advancing the state-of-the-art in the use of computers in mineral exploration, mine development and geotechnical engineering.

## **International Marketech Corporation**

934 West Broadway, Suite 720  
Vancouver, B.C.  
Canada V5Z 1K3  
(604) 731-4651

**Contact:** David E. Dagert, Vice President

International Marketech Corporation was founded by the principals of an associated computer services company which has been successful in providing computing solutions to business and government concerns since 1971. Marketech was established to develop, market and support industry specific computer products. Each product is managed by independent Marketech divisional entities dedicated to their particular industry. Our current range of products includes:

- "The Restaurateur", a fully computerized Restaurant Management System including touchscreen activated point-of-sale terminals.

- "MediaMate" a Media Centre Management System, which features fully

computerized reservation, inventory control and catalogue system for media centres.

- "CASD" (Computer Aided Systems Development) a specialized product which automates the life-cycle methodology, planning, modelling and project control for software developers in performing their function.

Our products are distributed in Canada and the United States either by our branch offices or selected distributors and/or agents.

We are seeking to expand our markets into other English-speaking countries.





### ***Intera Technologies Ltd.***

1200, 510 Fifth Street S.W.  
 Calgary, Alta.  
 Canada T2P 3S2  
 (403) 266-0900  
 Telex: 03-824537

**Contact:** Marc Wride, Vice President, Marketing

With 58 employees, Intera offers consulting services, computer hardware and software; meteorological and air quality modelling; remote sensing; rain enhancement and airborne radar survey expertise.

The company provides:

- Technological services to support the resource industry;

- Sensor design, systems integration and operation for aircraft;
- Numerical model simulation and development of related software;
- Development of operational software/hardware packages for marine and meteorology requirements;
- Land systems mapping and biophysical work.

### ***Interactive Circuits and Systems Ltd.***

3101 Hawthorne Rd.  
 Ottawa, Ont.  
 Canada K1G 3V8  
 (613) 521-0590  
 Telex: 053-3928

**Contact:** Dr. Dipak Roy, President  
 S. Dewar, Marketing

ICS Ltd. was incorporated in February 1980, for the purpose of serving the defence and commercial sectors with both custom and standard products in the area of real-time digital signal/image processing. The company's current line of standard products includes VMEbus compatible digital signal processing boards, sonar beamforming systems, radar clutter filters

and one-dimensional and two-dimensional Fast Fourier Transform units. These products are marketed through a network of representatives in the United States, Europe, Japan and South Asia.

ICS also offers custom R&D services in the sonar, radar, electronic warfare and remote sensing areas.

### ***Interdaco Ltd.***

2373 Stevenage Drive  
 Ottawa, Ont.  
 Canada K1G 3W1  
 (613) 733-4440  
 Telex: 053-4274

**Contact:** Coleen Mouldoon

Interdaco, a publicly owned Canadian corporation, specializes in the manufacture of data transmission telecommunication technologies. Incorporated in 1978, Interdaco has emerged as a world contender in the design, manufacture, installation and support of data communications products. Through the company's network of agents covering approximately 40 nations, Interdaco has acquired major contracts in Asia, Pacific Rim, Middle East, Africa and South America which have resulted in a customer base of the world's largest international telephone and telegraph companies.

Our data transmission products are:

- Time division multiplexer — loop adapter systems
- Speech plus data subscriber sets
- Frequency division multiplexers
- Related ancillary products

In addition to offering a high quality and cost-effective product line, Interdaco responds to a client's specific need for related products.





### ***International Phasor Telecom Ltd.***

134 Abbott Street  
Vancouver, B.C.  
Canada V6B 2K6  
(604) 683-7636

**Contact:** Ron Stewart, Marketing

International Phasor Telecom Ltd. is a Vancouver-based company that has invested a great deal of time and money over the past two years in the development of efficient and cost-effective information privacy systems which meet the growing need for information protection.

As a result, a sophisticated software encryption package for protecting computer file information has been developed, and is now being marketed across Canada, the United States, Britain and Ireland under the name PhasorCode™ 1000.

PhasorCode 1000 can protect any type of computer file at any time, in the system, in storage, and even during transmission. PhasorCode functions by encoding information into an unintelligible string of characters. Only the authorized person possessing the decoding key can decode the information and read the file again.

International Phasor Telecom Ltd. is also in the process of developing systems to provide credit/debit card security and satellite transmission security.

### ***International Road Dynamics***

735 Emerald Bay  
Saskatoon, Sask.  
Canada S7J 4E3  
(306) 955-3626

**Contact:** A. T. Bergan, President

International Road Dynamics Inc. (IRD) of Canada, incorporated in 1981, manufactures and markets computer piloted traffic monitoring equipment to count, classify, weigh and identify vehicles. The IRD Traffic Monitors include:

1. IRD Traffic Counters
2. IRD Vehicle Speed and Length Classifiers
3. IRD Vehicle Type Classifiers
4. IRD Axle Load Classifiers
5. IRD Automatic Vehicle Identification System (AVI) — identifies the passage of vehicles to the IRD computer with a unique vehicle identification or electronic licence plate number.
6. IRD Vehicle and Axle Sensing Equipment
7. IRD Static Scales — rail and vehicle scales
8. IRD Wheel Load and Axle Scales
9. IRD Dynamic Scales (Weigh-In-Motion Scales) — rail or vehicle scales.
10. On-Board Truck Scales

All International Road Dynamics' products are piloted by state-of-the-art computer electronics featuring:

- Independent operation
- Flexible power requirements
- Multilingual software systems
- Reliability
- User-friendly software

IRD products are generally employed by:

- Government highway and traffic agencies
- Private trucking and transport agencies
- Industrial operations

With numerous systems throughout North America, and recent systems in Egypt and China, International Road Dynamics Inc. is seeking representation world-wide.





### ***International Telemetry Ltd.***

261 West 64th Avenue  
Vancouver, B.C.  
Canada V5X 2L7  
(604) 324-1230

**Contact:** Frank G. Petersohn

International Telemetry Ltd. was incorporated in 1979 to develop and build specialized VLS integrated circuit building blocks for wide-ranging timing and telemetry applications. The available computer-aided design, simulation and graphic data manipulation software proved totally unsatisfactory and ITL gravitated to software development.

As the primary purpose of our software development is in-house application and not mass sales, we were able to develop a graphic data manipulation system of innovative concept practically not found elsewhere.

ITL is a privately held company with the majority of its current market in Germany, Scandinavia and the UK. We are working to expand our market to the remainder of Europe and Asia.

"Arthur", our graphic data manipulation software, is presently available in English. German and Scandinavian versions of "Arthur" will be available in summer 1986. "Arthur" and "Mop-Box" are two of ITL's internationally registered trademarks.

### ***International Verifact Inc.***

175 Jardin Dr.  
Concord, Ont.  
Canada L4K 1X5  
(416) 736-4431  
Telex: 06-96825

**Contact:** Douglas Archibald, President

The corporation was incorporated on April 15, 1983 for the purpose of manufacturing and marketing computer terminals to provide on-line authorization and verification of credit and debit card purchases.

The corporation's first product was the Terminus I, which uses existing telephone lines to enable the user to electronically verify and authorize purchases using major credit cards.

The credit card is read using a magnetic track reader which reads information, including the card number and expiry date. The Terminus I can be programmed to automatically read different card types. The terminal prompts the user through the transaction by displaying messages on a vacuum fluorescent display. Credit limits, balances, and stolen card lists are checked automatically. If everything is in order, an authorization number is returned to the terminal by the host computer and displayed. This transaction occurs in seconds, compared with the time required to obtain oral telephone verification.

The company also manufactures the Terminus II, which negates the need for the retailer to collect, sort and balance the sales slips prepared during credit card transactions. The Terminus II, when coupled with a printer, can produce a printout of the day's transactions to facilitate balancing. The record of the transactions which are stored in the Terminus II can be electronically compared to those recorded by the bank's computer. If there is agreement, funds can be transferred to the merchant's account immediately without the need to deal with paper records. The Terminus II can also be used for debit card authorization, through the addition of a security module during manufacture.

The company is interested in contacting end users such as banks and major retailers interested in implementing point of sale systems. Main regions of interest are the U.S., Europe and the Pacific Rim. Distribution arrangements will be tailored to the support needs of end-users.



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## ***Inventronics Limited***

1420 Van Horne Ave. E. P.O. Box 1135  
Brandon, Man.  
Canada R7A 6A4  
(204) 728-2001  
Telex: 07502787

**Contact:** George Ramson, General Manager

Founded in 1970, Inventronics specializes in the design and custom manufacturing of sheet metal and plastic products.

Specifically, we manufacture enclosures and housing for data communications,

telecommunications and power utilities equipment.

Among our clients are Canadian and U.S. utilities companies, 3M Canada and 3M, U.S., and Canadian railways.

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## ***Ironwood Computer Systems Inc.***

1331 Crestlawn Dr., Unit D  
Mississauga, Ont.  
Canada L4W 2P9  
(416) 624-0235  
Telex: 069-61331

**Contact:** Lloyd Davis, General Manager  
Dan Davis, Product Information

Ironwood Computer Systems Inc. was incorporated in 1978. Recently, it was merged with Cada Data Systems Inc., a service bureau operated at the same location.

Consequently, the company can now provide its inventory-based systems in time sharing mode or as software. The company is interested in dealer-based distribution of its systems in English language export markets.

The Order Entry Distributor System is general in scope and provides inventory

control, accounts receivable and accounts payable with purchase order control. These modules are integrated with the general ledger.

The stand-alone inventory control systems are specific for forms, rolls of raw material, audio/visual libraries/equipment and can be interfaced with bar codes for data collection.

Ironwood Systems are used by many multinationals in Canada. The potential in export markets would appeal to dealers that have inventory experience.

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## ***IVL Technologies Ltd.***

#3-3318 Oak Street  
Victoria, B.C.  
Canada V8X 1R2  
(604) 383-4320

**Contact:** Philip Scott, President  
Brian Gibson, Vice President, R&D.

IVL was established in 1983 to develop and manufacture microelectronic products for the music industry. A technology has been developed which instantly recognizes the pitch of notes played by musical instruments and provides the basis for several products in the performance and teaching of music.

IVL's technology introduces an entirely new range of musical possibilities. Wind and stringed instrument players may now play the synthesizer directly from their own instruments through IVL's interface. Synthesizer-generated sounds may be used to enhance or replace the natural sound of the instrument, creating very powerful and unique musical effects. The approach offers the performing musician an entirely new range of creative expression.

The pitch recognition device (the Pitchrider) also allows the traditional musician to use the computer for the first time. Having instantly recognized the pitch and duration

of each note played, this information may be input to the computer.

An acoustic interface to the Commodore 64 is currently available and similar products are planned for the Commodore Amiga, Apple II, IBM PC, etc. These interfaces allow the traditional musician playing acoustic instruments to use the full range of music software products, including MIDI scoring, sequencing, etc.

A continued emphasis will be placed on research and development of new products to ensure that IVL remains in the forefront of the music and electronics field. Four new products will be introduced over the next six months.

IVL products are distributed in the U.S. by Kramer Music Products, Neptune, New Jersey and Cherry Lane Technologies, Port Chester, New York. The Canadian distributor is Heint Electronics of Aurora, Ontario.





### ***Johnson-Laird, Ltd.***

755 The Queensway East, Unit 10  
Mississauga, Ont.  
Canada L4Y 4C5  
(416) 273-3231

**Contact:** Lynne M. Mack,  
Vice President, Marketing

Johnson-Laird Inc., established in 1977, is a privately owned company which specializes in all aspects of system software for microcomputers. The group consists of Johnson-Laird Inc., Johnson-Laird (Ont.) Inc., and Control-C Software Inc. The company now has offices in the United States, Canada and England.

Recently Johnson-Laird Inc. was awarded the contract to customize CP/M-86 for the IBM PC by Digital Research. The company has also implemented several customized versions of networking for major micro manufacturers. In addition, the company completed the implementation of TurboDos, a multi-processor based operating system, for a major client and is now one of the authorities on this particular product.

One major product of the group is BI-a business basic interpreter. It is directly compatible with MAI/Basic Four and consequently gives the user access to a wealth of application software. BI is available for the following operating systems with full file and record locking (where appropriate): CP/M, MP/M (8 and 16 bit), MS-DOS, TurboDos and Xenix.

Through its exposure to hardware, firmware and system software, Johnson-Laird Inc. has acquired considerable expertise in inter-processor communications. As a result, a comprehensive range of up-downloading facilities and services is available, including custom communications software.

### ***Jonas & Erickson Ltd. Software Tech. Inc.***

235 Yorkland Blvd., Suite 700  
Willowdale, Ont.  
Canada M2J 4Y8  
(416) 491-6620

**Contact:** Gary N. Jonas, President  
Nicole Webster, General Enquiries  
Wilf Hinderle, Product Information

Jonas & Erickson specializes in the design of business management and accounting software for the construction, real estate, mining, distribution/manufacturing, hospitality, retail, and apparel industries.

One of the largest software firms in North America and winners of fourteen 1985/86 Canadian Software Awards, Jonas & Erickson installs and supports customers from twelve offices located across Canada and the United States: Toronto (head office); Ottawa; Calgary; Edmonton; Vancouver; Washington, D.C.; Philadelphia; Dayton; Orlando; Dallas; Los Angeles; and San Francisco.

Jonas & Erickson's 125 staff members are industry experts and specialists in education, management, financial accounting, computer science engineering, and word processing. All systems are supported with comprehensive user manuals, complete training, and on-going support.

Compatible hardware includes IBM, Digital, Convergent Technologies, PRIME, and other UNIX-based systems.



## **JYL Logic Inc.**

6969 Trans Canada, Suite 108  
Montreal, P.Q.  
Canada H4T 1V8  
(514) 331-7050

**Contact:** Louis Belmont,  
Vice President, Marketing  
Jan Rowinsky,  
Vice President, Administration

JYL Logic Inc. is a Montreal-based manufacturer and distributor of micro-computers and microcomputer interface products. The company is an approved supplier to the Quebec Government and the institutional market in the province.

The orientation of the company has been to develop a unique, multilingual microcomputer that is fully IBM compatible. This computer allows the user to work and type in English, French and Spanish while using the same keyboard. With the increased emphasis on bilingualism in both Quebec and Canada, and the fact that the United States is a bilingual country (English and Spanish), the company is actively promoting this unique benefit.

### - JYL 700

The JYL is a unique, multilingual personal computer which is fully IBM compatible. The computer is capable of French, English, Spanish, APL (for mathematicians), and Greek. Primary markets are the Quebec Government, the Federal Government in Ottawa, and multinational corporations operating in and outside Canada.

### - CA Box

The CA box is a computer interface that contains the multilingual technology of the JYL 700. When attached to IBM PCs or

compatibles, it permits them to generate the same multilingual capabilities as the JYL 700 computer. The low-cost nature of this product lends itself to distribution on a volume basis through distributors and mail order. Its potential exists not only in new computers that are to be sold but also in its ability to address the previously installed base of personal computers. The card can be installed internally in a PC or as a compact, external box.

### - Greek Math CA

JYL Logic developed a CA interface card for scientific Greek math symbols, essential in technical proposals and documentation. The product has been built around a leading American word processing package — Samna. Samna Corporation is carrying out field trials in the U.S. with major aerospace and petroleum companies.

### - B-1/4-1 Switch Boxes

These switch boxes are designed to allow multi-PC access to a single printer. The primary market for this is school boards, since eight students using different PCs may access a common printer, but the control of that access is in the hand of the teacher, through the use of the switch box.

## **KEA Systems Ltd.**

412-2150 West Broadway  
Vancouver, B.C.  
Canada V6K 4L9  
(604) 732-7411  
Telex: 04 352848

**Contact:** Eric Alexandre,  
Terminal Emulation Products  
Jim Elliott, Business Systems  
Wayne King, Consulting Activities

KEA Systems Ltd. was incorporated in 1975 for the purpose of developing and supplying various computer software products and services.

Installed systems include time and billing for law firms and specialized accounting and inventory systems for numerous business sectors.

KEA Systems Ltd. has developed a series of terminal emulation software packages enabling IBM PC and compatible microcomputers to emulate popular asynchronous terminals such as the DEC VT100, Data General D200, Tektronix 4014 and IBM 3101.

These packages are high-performance, full-function emulators. For example,

ZSTEMpc-VT100, our VT100 emulator for the IBM PC, supports baud rates to 38.2 KB, double high, double wide characters, smooth scrolling, 132-columns (by windowing) and includes ASCII, KERMIT and XMODEM file transfers, colour support and user-programmable macros.

ZSTEM is being marketed internationally by KEA and is manufactured under licence and sold by Zenith Data Systems.

KEA Systems has also been actively consulting in various real-time fields such as data communications, supervisory control, videotex and telephone switching.





### ***Ker, Priestman & Associates Ltd.***

2659 Douglas Street  
Victoria, B.C.  
Canada V8T 4M3  
(604) 388-6676  
Telex: 049 7449

**Contact:** Andrew D. Laks, Manager  
George Prince, President

Ker, Priestman & Associates Ltd. (KPA) was originally formed as a civil engineering consulting firm specializing in water resources, structural design, municipal and environmental engineering. Among the many computer programs which have been developed by KPA since its inception in 1956, the following specialized engineering software packages are being marketed.

HYDSYS — Hydrologic simulation and drainage systems analysis  
WATSYS — Water distribution system analysis  
SANSYS — Sanitary sewerage system analysis

PLASYS — Plan frame structural analysis  
AUTOGRAPHER — General purpose graphics processor

This software has interactive input, graphic output and is linked to a popular CAD system to facilitate direct integration of the design and drafting tasks. The programs have been designed to run on an IBM PC.

We wish to introduce these products to world-wide markets, the primary targets being municipal governments, public utilities, resource-based industries, engineering consultants and educational institutions.

### ***Keyword Office Technologies Ltd.***

2816-11th Street, N.E.  
Calgary, Alta.  
Canada T2E 5S7  
(403) 250-1770

**Contact:** David A. Martin,  
Executive Vice President, R&D  
Dick Wilson, Director,  
Corporate Communications

Keyword developed in 1984, a gateway hardware/software system that integrates incompatible word processors (or PC-operated WP programs) to provide enhanced document mobility within the multi-vendor automated office. The Keyword 7000 provides high fidelity, rapid document translations such that the documents are revisable and fully usable in their new format, retaining their original integrity as if created on the second, or target system.

The system cost is based on the modular configuration selected to meet the customer's particular needs. Each software provides a uni-directional link or 'pairing' between two specific incompatible WP systems. The software handles French as well as English character sets.

Keyword's clientele includes any organization where different word processors exist for various applications and information needs to be shared among those systems.

Keyword has sales offices across North America and is also represented in London, England.

The Keyword technology is proven as a worldwide solution to delivering greater document mobility between and among more than 25 incompatible systems. Early clients include the World Bank, departments, agencies and executive branches of Canadian and U.S. governments as well as military organizations.



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## ***KIS Information Systems Inc.***

1749 West 62nd Avenue  
Vancouver, B.C.  
Canada V6P 2G1  
(604) 261-1322

**Contact:** Walden Kunz, President  
Carl Rogger, Director of Marketing

Established in 1978, KIS Information Systems Inc. develops, markets, and supports accounting software for the MS-DOS/PC-DOS operating systems, including the IBM PC, PC/XT and AT, plus all compatibles. In all, KIS works on over 25 different machines.

The KIS Integrated Accounting System is a fully integrated sales invoicing, accounts receivable, accounts payable and general ledger system with full financial reporting and bank reconciliation capability.

All KIS products are designed for small businesses requiring comprehensive accounting information and control in a Keep It Simple (KIS) user environment.

Systems in beta test are retail inventory control and payroll.

KIS currently exports to the United States and seeks new markets in English-speaking areas. Enquiries from distributors, agents or co-publishers will be welcomed.

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## ***KOM Limited***

145 Spruce St.  
Ottawa, Ont.  
Canada K1R 6P1  
(613) 238-7766

**Contact:** Lawrence Northway, General Enquiries  
Gil York, Product Information

KOM Inc., since 1969, has been involved in the manufacture and service support of custom-configured hardware systems, and communications board products, based on Digital Equipment Corporation's LSI Minicomputers (Q-bus architecture).

Our market has consisted of high-volume original equipment manufacturers, and end-users, both of which are technically knowledgeable and capable of adding value in the form of hardware and software. The company has provided an all-purpose computer to a broad range of market applications, primarily in Canada, with the existing export market being addressed primarily with our board-level products.

The company now plans to become a manufacturer of specialized computer systems in specific areas of application, providing full customer support services.

KOM has strengthened its marketing and R&D groups to pursue new product and market opportunities in selected areas of application, with both hardware and software offerings. Emphasis is being placed on export market development, particularly in the U.S. KOM U.S.A. has been incorporated to provide a U.S. base of operations.

Two recently developed applications, with considerable export potential, are a data acquisition system, incorporating our computer system and optical disk technology, and a high capacity laser disk filing system. Both systems also incorporate KOM-proprietary software and use optical (laser) "write-once" disk drives.

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## ***L'Ordinogram Inc.***

4060 Ste-Catherine West, Suite 730  
Westmount, P.Q.  
Canada H3Z 2Z3  
(514) 934-4777

**Contact:** Michel Leonard, President  
Daniel Daigle

L'Ordinogram Inc. is a computer consulting firm formed in 1972 whose key personnel come from Bell Canada. From an initial role as consultant to large companies, L'Ordinogram has expanded its activities to include the development of application software packages for accounting, expressly for the needs of Quebec-based companies.

Clients for SIGEC include Bell Canada, Hydro-Quebec, the Quebec Government and other large firms as well as chartered accountants, schools, secondary and post secondary educational institutions, small and medium-size manufacturers, government and para-government organizations.

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## ***Lanpar Technologies Inc.***

85 Torbay Rd.  
Markham, Ont.  
Canada L3R 1G7  
(416) 475-9123  
Telex: 06-986179

**Contact:** Rene Auger, Vice-President  
R. Webb, Product Information

Lanpar Technologies Inc. was incorporated in 1970 primarily to resell Digital Equipment Corporation terminals. National sales and service were set up and by 1980, manufacturing of Digital's VT compatible series began. Today, Lanpar is a recognized leader of DEC VT compatible manufactured products with its Vision line of CRTs. Also available are Burroughs emulation, block mode and graphics units. Another offshoot of manufacturing is the sub-miniature D connector cover line. A comprehensive proprietary line of covers are also distributed.

Our products are distributed by Lanpar's direct sales force in Canada. In the U.S. and in Europe, a network of distributors and manufacturers' representatives deal through four U.S. offices and an office in London, England.

We are seeking to expand our exports, now concentrated in the U.S., and would welcome distributors or potential partners.

Documentation for our products is available in French and English with CRT keyboard styles available in seven languages.





### ***Lansdowne Integrated Systems Inc.***

384 Bank Street  
Ottawa, Ont.  
Canada K2P 1Y4  
(613) 236-3333

**Contact:** Michael B. Darch, President

Lansdowne Integrated Systems was incorporated in 1976 and provides consulting services and software products to the public and private sectors. Software products and development expertise exist in: decision support systems for on-line applications; project management; logistics support services (reliability and maintainability, life cycle costing); system prototyping and database systems.

Lansdowne's proprietary software product L:CID brings together an advanced database design (E-R model) and a powerful fourth

generation language. L:CID operates as a single or multi-user system and is currently available on IBM PC compatibles, Wang, Spectrix and NCR Tower running under DOS, XENIX, UNIX and QNX. L:CID allows the user to totally concentrate on the actual application requirement since all of the necessary system functions and features are already incorporated. Database development, report writing and ad hoc query are screen-prompted, quick and easy.

### ***Le Groupe Informatique Cormier and Assoc.***

4280 Metropolitan Boulevard East, Suite 201  
Montreal, P.Q.  
Canada H1S 1A2  
(514) 374-8216

**Contact:** Gerald A. Lefebvre, Director, Marketing

Le Groupe Informatique Cormier and Assoc. is the largest manufacturer of accounting software for microcomputers in the province of Quebec. Cormier and Associates began creating and distributing software in 1979, when the words "CP/M" and "micro-computers" were new to the Canadian vocabulary. The company began in Three Rivers and the first programs were created when Daniel Cormier identified the two main problems of the small and medium-sized businesses in Quebec — the absence of French software in particular, and the absence of quality accounting software throughout North America in general.

The first software package released to the market by Cormier and Associates was

the MAGICIEL/CARIF, an integrated accounts receivable, inventory, and invoicing program — powerful, complete, and very easy to use. Following the great success of CARIF, Cormier and Associates realized a very great need for a Canadian payroll system. The result was MAGICIEL/PAYROLL, the first Canadian payroll system for microcomputers. MAGICIEL, or MAGICWARE, as the English version is known, is an original and innovative concept in the microcomputer industry. It has reproduced the manual system so completely that no retraining of personnel is required.



## **Les Systèmes Sur Mesure P.B. Inc.**

4400, rue de Salaberry  
Montreal, P.Q.  
Canada H4J 1H4  
(514) 334-4531

**Contact:** Louise Belanger, Co-ordinator

Les Systèmes Sur Mesure P.B. Inc. (SSM) has recently introduced a new application generator it developed which enables the end-user to design his own application. The system, CIS (Conversational Information System), is entirely interactive and integrated. Its fourth generation common language, also available in French, is called PROCOL (PROfessional COMmand Language) and is easy to learn and to use.

First developed for clients whose specific needs could not be satisfied by any existing packages, and who could not spend time and/or money on programming, the system now offers a wide variety of elements for

the user to build himself a "custom-made" application. Included are: integrated data dictionary, on-screen form generator, report generator with multiple break control, integrated automatic documentation and a security system allowing the user to establish access conditions to data. The system produces statistical charts and graphs. CIS can store user-defined functions and automatically classifies users' programs in "MENU." It also does batch-processing and is capable of supporting multiple users.

## **LGS Data Processing Consultants Inc.**

1253 McGill College Ave., #790  
Montreal, P.Q.  
Canada H3B 2Y5  
(514) 861-2673

**Contact:** Sylvain Gagnon, Director of Marketing

LGS Data Processing Consultants Inc. was founded in 1979 and offers consulting as well as custom design and implementation services. Our services cover information systems and those related disciplines and techniques which then translate into a practical solution. We seek out the most appropriate solutions to problems, those which are practical and flexible, and we specialize in information processing and office automation. We strive to keep abreast of modern methods and build teams of specialists dedicated to our clients' interests.

LGS employs over 225 professionals, serving customers from our offices located

in Quebec City, Montreal, Ottawa, Toronto and Vancouver. We offer consulting services and related products in the following fields:

- Business management
- Technology management
- Information systems development
- Office automation

LGS has enjoyed a remarkable growth rate throughout the country and is today among the largest Canadian consulting firms in Information Management. Building on this success, IGS is now gradually expanding overseas.

## **Linear Systems Ltd.**

1760 Sargent Ave.  
Winnipeg, Man.  
Canada R3C 0C7  
(204) 774-7991  
Telex: 07-57741

**Contact:** Tom Thorsteinson, President

Linear Systems are OEM suppliers of Intel compatible (Multibus) computer cards. We sell our standard board level products to other manufacturers and system integrators. All of our products are board level, and thus are light and easily shipped anywhere in the world. Our manufacturing plant is located in Winnipeg, Canada, which means that we have good access to the Far East or to Western Europe.

Linear Systems was the first to manufacture and sell a programmable calendar clock module for the SBX bus interface. Carrying on this tradition, we were also first to manufacture the LSBX Mother for the IBM PC which allows up to 3 SBX modules to be connected. Our products are being used

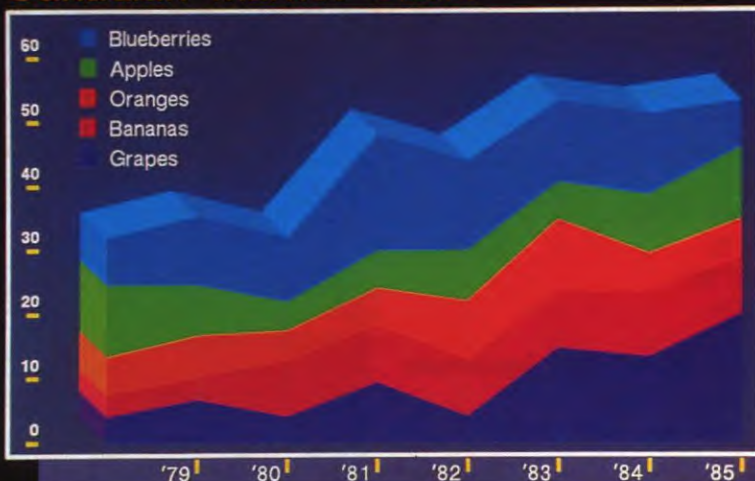
by original equipment manufacturers across North America.

Our manufacturing capabilities allow us to produce small batches or large production quantities of computer cards. These cards can be our own standard products or custom cards for OEMs. Linear Systems Ltd. has also developed support software for standard cards and also has the capability of developing support software for custom OEM orders.

Most of our products are currently being exported to the U.S. We are anxious to develop export markets in the Pacific Rim countries, including Japan, as well as European countries.



## Canadian Market Share



### Liquid Transfer Systems Ltd.

1325 Shawson Drive  
Mississauga, Ont.  
Canada L4W 1C4  
(416) 678-6314  
Telex: 06-968509

Contact: Edward Moore, President  
T.J. Sandor,  
International Sales Manager

Liquid Transfer Systems is a 100 per cent Canadian owned and operated company which has been successful in the alternative fuel dispensing market, controlling over 80 per cent of the domestic market, and is now looking to achieve a major niche in export markets throughout the world.

Proprietary LTS products designed by LTS to meet the requirements of its markets include:

- 1) Automotive fuel dispensers ("Sierra" series)
- 2) Electronic computer ("Prodigy") for automotive fuel dispensers
- 3) Service station tank liquid level control system ("Stics")
- 4) Retail point of sale/pump controller with island card reader ("Sierra series POS/ECR")
- 5) Card activated, fleet fueling control system.

### Logiciel Prolex Inc.

420 Ave D'Anjou  
Longueuil, P.Q.  
Canada J4H 1K8  
(514) 670-9194

Contact: Marc Chagnon, President

Prolex\* is an easy-to-use, entirely bilingual integrated software based on accounting principles and conceived for use by firms of professionals who charge for their services and are required to incur costs on behalf of their clients.

The program is capable of managing 1000 accounts, with up to one million items in each. Approximately 95 per cent of the program is common to all professional sectors and 5 per cent is tailored by Prolex to suit individual vertical markets.

Prolex also has an exclusive mandate to market a word processing program with

multi-lingual capability (French, Spanish, German and others).

Typical clients for our products are small and medium-size businesses, professionals (including lawyers, doctors, accountants, engineers, and architects), consultants, travel agents and funeral directors. Prolex also meets the needs of general accounting, job costing and construction programs. Prolex seeks to expand its markets world-wide.

\*Prolex is the only trade mark of the company and its subsidiaries.

### Logidisque, Inc.

455 St-Jean, Bureau 100  
Montreal, P.Q.  
Canada H2Y 2R5  
(514) 842-5221  
Telex: 055-60494

Contact: Louis-Philippe Hebert,  
General Information  
Roger Des Roches, Product Information

Founded in 1982 by Louis-Philippe Hebert and a group of well-known communicators, Logidisque Inc. has quickly become an important publisher of original software in the French language. A team of computer experts, writers and teachers has conceived and developed a collection of more than fifty software programs covering major area such as education, leisure activities and office management.

Logidisque specializes in word processing ("The Personal Secretary", "The Public Writer"), accounting ("Magiciel") and

teaching programs such as MIMI and "Tests de closure". Agreements with France, Switzerland, Belgium, Japan and the U.S. have permitted Logidisque software to penetrate a number of foreign markets. In the U.S. and other English-speaking countries, Spinnaker Software distributes the English version of "l'Ecrivain Public" (The Public Writer).

Logidisque prides itself on the quality of its products and their ease of use by the new computer user.



## **Logiquest**

555 Dorchester W., Suite 1616  
Montreal, P.Q.  
Canada H2Z 1B1  
(514) 397-9631

**Contact:** Denis Raymond, Sales Representative  
Gloria E. Coviello  
Denis Chevalier, Software Products

Founded in 1982, Logiquest is primarily a distributor of computer peripherals and computer software. Logiquest also develops and manufactures APPLICATION 1, the first complete development tool made for professional programmers on the IBM PC. APPLICATION 1 has a full screen generator, a comprehensive file and record handler, a Network Manager, and high level indexing facilities. It is particularly effective when

files reach 5000 records and more.

LOGIQUEST's concept in APPLICATION 1 software for file sharing is based on distributed data processing among a group of interconnected intelligent stations, each with its own processing power and local databases with record or file locking capabilities.

## **Logo Computer Systems Inc.**

9960 Cote de Liesse  
Lachine, P.Q.  
Canada H8T 1A1  
(514) 631-7081  
Telex: 05-821624

**Contact:** Jean-Michel Paris, President  
Michael Q. Quinn, Vice President  
William G. Nisen,  
Vice President, Marketing

Since being formed in 1980, Logo Computer Systems Inc. (LCSI) has established itself world-wide as a developer of quality software tools for the educational marketplace, having its products praised and referred to as the industry standard. LCSI has written software programs at the request of major hardware corporations: Apple, IBM, Philips, NEC, Thomson, Fujitsu, Yamaha, DEC, Atari and Sinclair. Its product for the Thomson microcomputer was chosen by the Government of France for the implementation of computer literacy programs in schools.

LCSI possesses expertise in writing and adapting software products for the international marketplace. In fact, LCSI has produced products for most major languages of the world. Its line of Logo products encompasses software to teach primary school students as well as software for sophisticated university programmers.

LCSI is committed to introducing computer learning in schools and developing teaching tools for all fields of education. LCSI provides product support, seminars and training for teachers and educators.

## **Lumonics Inc.**

105 Schneider Road  
Kanata, Ont.  
Canada K2K 1Y3  
(613) 592-1460  
Telex: 053-4503

**Contact:** Sue Rutherford,  
Marketing Services Co-ordinator

Lumonics Inc. is a multinational corporation which designs, develops, manufactures, and markets a variety of lasers and laser systems for industrial, scientific, and medical applications. Since commencing operations in January 1971, the company has experienced rapid, profitable growth and is now the world's third largest company specializing in lasers based on both gas and solid state technology.

Organizationally, Lumonics is a group of independent companies. Each member company operates in an autonomous, entrepreneurial style, while co-operating

for mutual benefit with other companies in the group in marketing and technology interchanges. Consolidated annual sales for 1986 will approximate \$75 million.

Lumonics stock is traded on the Toronto Stock Exchange under the symbol LUM.

Lumonics has offices in Western Europe, Japan and the United States and is also active in the United Kingdom. The company sells directly to the end-user which typically is a laboratory, hospital, or a member of the packaging, semi-conductor or materials processing industries.

## **MacDonald, Dettwiler & Associates Ltd**

3751 Shell Road  
Richmond, B.C.  
Canada V6X 2Z9  
(604) 278-3411  
Telex: 04-355599

**Contact:** Monica Ochs, Public Relations  
Denis Connor,  
Vice President, Corporate Development

MacDonald Dettwiler was incorporated in 1969. Initially a systems engineering company whose remote sensing ground stations and image analysis systems set industry standards world-wide, the company has successfully applied its 15 years of experience in digital image processing to the design and manufacture of advanced electro-optical products and the world's first real-time airborne radar system. MacDonald Dettwiler markets most of its ground stations and image analysis systems to government agencies world-wide. The company maintains a project office in Switzerland to service one of its major projects, the design and integration of

a ground station of ERS-1, the European Space Agency's first remote sensing satellite.

Electro-optical products are marketed world-wide to the graphic arts and printed circuit board industries in conjunction with Polaroid and Crosfield, with whom OEM agreements have been signed. A network of sales offices to service electro-optical products is maintained in the United States.

The company is fast outgrowing its four-building plant in Richmond, B.C., where it employs more than 500 people.





### ***Manac Systems International Ltd.***

Place Ville Marie - 3430  
 Montreal, P.Q.  
 Canada H3B 3N6  
 (514) 871-1500

**Contact:** Vivianne M. Nowotny

The Manac Systems are an IBM-computer-based method of managing law firm information. They were designed by Manac Systems International Ltd., which was established in 1976 and is the leading developer and vendor of legal software. The systems are licensed and marketed by IBM Corporation and are installed in over 750 law firms world-wide. As marketed, they can be operated in French and English and can be easily converted to any spoken language.

With the Manac Systems, the law firm can process and manage data about clients, time worked, disbursements, trust activity, and accounts receivable. Important deadlines can be recorded and potential conflicts of interest can be identified. The contents of the law firm's library can be classified, and case-related documents and data can be indexed and retrieved easily. Disbursements charges can be recorded directly from equipment such as telephones and copiers.

### ***Management Graphics Inc.***

2064 Avenue Road  
 Toronto, Ont  
 Canada M5M 4A6  
 (416) 485-2855

**Contact:** Ary Dotan, General Information  
 George Klein, Product Information

Management Graphics Inc. was incorporated in 1979 for the purpose of developing computer graphics software for generating overhead transparencies and 35mm slides based on Hewlett Packard minicomputers.

With the introduction of the IBM PC and PC XT, a new software package called PC-Slide was developed.

Our range of products includes PC-Slide models 50, 100 and 200.

PC-Slide allows a PC user to generate images in PC resolution which may be output to pen plotters, imaged on film recorders or displayed on video via VideoShow.

PC-Slide is capable of producing up to 300 slides per day. Our primary users are large corporations and slide production companies.

PC-Slide is distributed via a dealer network throughout the U.S.

PC-Slide is available in English only. French translation may be available in late 1986.

Some of the principal clients are Northern Telecom, Bank of Montreal and Xerox Canada.

We are seeking dealers in Europe, Japan, Singapore and Australia.

### ***Management Systems Ltd.***

208-438 Victoria Ave. E.  
 Regina, Sask.  
 Canada S4N 0N7  
 (306) 569-2782

**Contact:** Neil Baker, C.E.O.  
 Grant Gayton, President

Management Systems Limited was incorporated in 1975 to develop computer software and market computer hardware. Our sales have increased to \$7 million annually of which 3 per cent represents export sales. We now have 70 employees. Our primary export product is expertise and software in the Workers' Compensation Board area.

We originally developed this expertise and software for the Workers' Compensation Board in the province of Saskatchewan.

Subsequently we have sold and implemented this system in the province of Manitoba and are currently implementing the system in the State of North Dakota in the U.S. We are also negotiating with another state in the U.S. to implement this software.

We are seeking to expand our export markets in any state in the U.S. or any other country which has Workers' Compensation. Our software is available only in English.



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## **Marketfax Limited**

55 Yonge Street, Suite 509  
Toronto, Ont.  
Canada M5E 1J4  
(416) 365-1728

**Contact:** Mr. McLauchlan, President

The company's principal business is the marketing, sale and support of the Marketfax Service. This is a professional level stock analysis service that is designed to enhance the effectiveness of investment professionals through the rapid provision of relevant information in a visually concise, attractive and easily-accessible form at an economical price.

Employing a user-operated video terminal, the Marketfax customer generates a colour chart which shows the market performance of any of the more than 7,000 stocks listed on the New York, American, Toronto, Montreal, NASDAQ, and Vancouver stock exchanges. The design of the system

maximizes ease of operation and flexibility, allowing the customer to select the manner in which he or she wishes to analyze the data. Through the use of simple English commands, he or she can select a wide variety of analytic tools for the assessment of a particular investment opportunity.

The system's extensive database contains the high, low, volume and closing prices for all stocks on the four major exchanges for the previous 175 days, 175 weeks and 175 months. In addition, the major stock indices and sub-indices are included, plus spot price commodities. Currently this database is updated daily following the exchanges' close of business

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## **Maxim Computer Systems**

1044 Portage Ave.  
Winnipeg, Man.  
Canada R3G 0S2  
(204) 774-3589

**Contact:** Arthur Arkin, President

Maxim are developers of custom database programming, including: dental office management; inventory control (retail, wholesale, manufacturing, distributing, truck jobbing, importing, public warehousing, food distribution, etc.); courier and delivery; accounting; printing estimating; real estate pricing, and many more software solutions. Maxim is committed to excellence, ease of use, and 100 per cent practical software.

Maxim wishes to export Maxi-Dent, an intelligent dental office management system

to all English-speaking areas outside Canada. (French can be provided for a major order.) Using an IBM PC XT, or 100 per cent compatible, a dental office can completely computerize record keeping and practice management information, including patient insurance claims at low cost. The system was developed in conjunction with dentists, and has been in use for over two years. One of its outstanding features is its ease of use, with minimal training time.

Distributors, dealers, agents, or joint-venture partners are actively sought in all viable export markets.

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## **Mayjo Software Inc.**

Box 5, Site 3, R.R. #1  
Okotoks, Alta.  
Canada T0L 1T0  
(403) 933-7628

**Contact:** Ken Lockhart, President  
John Lockhart, Secretary

Mayjo Software Inc., established in 1984, has concentrated on the development, testing, and installation of two micro-computer software programs for commercial and purebred livestock producers. The CUTLASS Herd Management System is for cattlemen, and the SABRE Flock Management System is for sheep producers. Utilizing the criteria established by the Canadian Record of Performance programs, and the U.S. based Beef Improvement Federation, these programs operate on Stride, IBM PC/XT, and IBM compatible equipment.

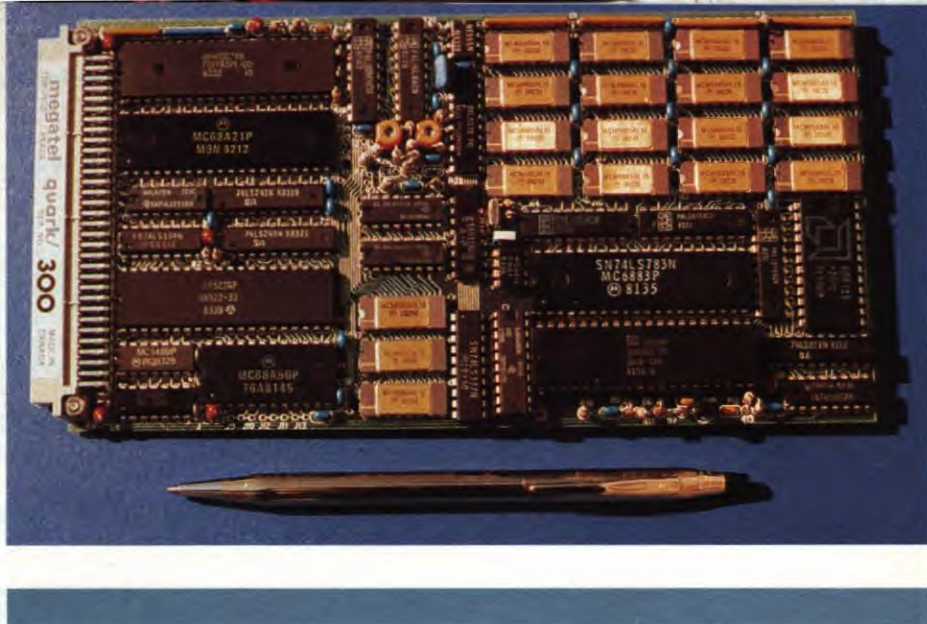
As a result, these microcomputer programs enable the application of sound

genetic and performance selection criteria to be utilized, on the farm and ranch, for breeding units ranging in size from 100 to 10,000 females.

Other activities of Mayjo Software Inc. include education, consultation, and installation of small business computer systems.

We seek to expand our market area from Western Canada to all of North America, Europe, and Pacific Rim nations. We would welcome partners or distributors throughout our target market areas.





### ***McLeod-Bishop Systems***

400-600 Carling Avenue  
Ottawa, Ont.  
Canada K1Z 8R7  
(613) 728-7781  
Telex: 053-4517

**Contact:** Vic B. Allen, President

McLeod-Bishop designs, markets, installs, and services turnkey computer systems which address the requirements of specific segments of the distribution industry and the needs of information management.

These systems for the distribution/wholesale sector are focused on lumber and building material suppliers and food

distributors; in the information management field the emphasis is on records management.

McLeod-Bishop has offices located in Ottawa, Toronto, London, Calgary, Edmonton, Washington, Los Angeles, Boston, Chicago, and Atlanta.

### ***Megatab Logiciel Inc.***

1851 E. Sherbrooke, Suite 615  
Montreal, P.Q.  
Canada H2K 4L5  
(514) 523-6168

**Contact:** Gilles Laberge, Director of Sales  
Serge Lavigne, President

Megatab Logiciel Software Inc. was founded in 1978 to offer tabulation and analysis of surveys and market studies for Montreal-based companies.

Our experience has enabled us to develop state-of-the-art software for IBM PC and compatibles. S.T.A.S. (System for Tabulation and Analysis of Surveys) accomplishes all phases of data tabulation and includes:

- Database creation
- Database verification and query
- Data manipulation
- Table definition and output
- Survey merging

We are seeking to penetrate North American and European markets and would welcome enquiries from interested associates.

### ***Megatel Computer Corp.***

150 Turbine Drive  
Weston, Ont.  
Canada M9L 2S2  
(416) 745-7214  
Telex: 065-27453

**Contact:** H.K. Bergmann, President  
P. Nelson, Director of Marketing

Megatel Computer Technologies was organized in May 1979 as an Ontario company with offices and plant located in Weston, a suburb of Toronto. The company's first product was a complete, single board CP/M microcomputer. Compact and powerful single-board microcomputer and associated system software continue to be Megatel's area of engineering expertise.

The first single-board computer was used as the soul of a single-user, business microcomputer system, the Megatel 2000, which was introduced in 1979. Megatel's microcomputer systems were marketed as turnkey, fully-supported solutions for office automation, primarily in central Canada.

In 1982, the company introduced the Megatel Quark/100 single-board computer.

Incorporating the latest advances in gate array technology, the Quark/100 contained all the functions of a complete, high-powered microcomputer on a single 4"x6" circuit board. Subsequently, Megatel has introduced several additions to its single-board computer products, including the latest product which is an IBM PC XT compatible computer. Megatel also provides complete system software and extensive engineering support. Special versions are being developed for original equipment manufacturers with particular requirements. Today, Megatel products are being marketed world-wide, with exports of board level products and engineering services comprising approximately 90 per cent of all sales.





## **Memotec Data Inc.**

600 McCaffrey  
Montreal, P.Q.  
Canada H4T 1N1  
(514) 738-4781

**Contact:** Robert Nehme, Marketing Manager  
Adam Bardach, Vice President, Sales

Memotec Data Inc. designs, manufactures and markets sophisticated communication processing products in the data communications field. These products allow customers to link computers, terminals, word processors and other electronic devices through X.25 communications.

Memotec products have world-wide acceptance, network certification and compatibility. They include:

- Packet Assemblers/Disassemblers (PAD) concentrators for transferring data from a variety of computers to the packet switching networks for transmission to its destination;
- Switching Processors to route and concentrate X.25 data from many terminals through one physical port;

- Multi-Protocol Switching Nodes; to integrate a variety of computers and related components on one network, allowing businesses to access a packet switching network through a single entry point;

- Network Control Center (NCC) Software Programs:

- Network Management and Configuration
- Network Billing and Statistics.

Memotec, with direct sales offices in Canada and the U.S., a growing distribution network in North America, the United Kingdom, Western Europe and the Pacific Rim, has 33 per cent of the packet assembler/disassembler international market and exports 80 per cent of its products.

## **Micro-Futures Research Group**

#308, 902-11 Avenue S.W.  
Calgary, Alta.  
Canada T2R 0E7  
(403) 229-0424

**Contact:** Peter M. Bennett, General Enquiries  
Jack W. Campbell, Product Information

Micro-Futures Research Group (MFRG) is a wholly-owned subsidiary of Micro-Futures Data Corporation (MFDC). MFRG is a Canadian owned Alberta corporation established in October 1983 to carry out research and development on behalf of MFDC.

The main purpose of the company is to research, design and integrate computer hardware, digital optical recording devices and computer software packages.

MFRG, in concert with MFDC, has specialized in the research and the creation of fourth generation-based software and certain technical interfaces for machine communications.

Micro-Futures is a customer-driven company composed of a team of professionals who make products for people, not technicians. The company is devoted to providing complete integrated interactive products - that do what they are supposed to do.





### ***Micro Tempus Inc.***

440 Boul. Dorchester W., Suite 300  
Montreal, P.Q.  
Canada H2Z 1V7  
(514) 397-9512  
Telex: 055-61829

**Contact:** Marie Cloutier, Marketing

Micro Tempus Inc. is a Montreal based private company, and leader in its field: development and marketing of executive-friendly micro-to-mainframe links. Founded in 1982, Micro Tempus has enjoyed a growth of 300 per cent per year, reflected by its 1800 world-wide installations. Its products are distributed through a network of 25 distributors and are marketed under the trade names of TEMPUS-LINK, PANLINK, ANSWER/LINK and DYL-ULink.

Universal and versatile, TEMPUS-LINK's family of products provides the micro user access to the mainframe data in all 6 major IBM operating systems environments: MVS TSO/ CICS/ IMS, DOS, VSE/CICS, OS VS1/CICS, VM/CMS. To date they have been developed for IBM compatible micros connected through 3270 or ASCII type of terminal emulation, combined with

the standard communication protocols, asynchronous, bysynchronous or SDLC. TEMPUS-LINK continues its evolution in this fast-moving field of communication devices, to meet the ever-increasing needs of the end-user community.

The base of TEMPUS-LINK product is in its virtual disk concept, a natural extension of the PC environment. Additional data security, multiple concurrent users control and programmable interfaces for co-operative processing (virtual diskette access method, application program interface and host application program interface for application to application communication between PCs and mainframe), are just a few of the many features that distinguish TEMPUS-LINK's family of products.

### ***Micro-Dash Advanced Technologies Ltd.***

440 Phillip Street  
Waterloo, Ont.  
Canada N2L 5R9  
(519) 884-4541

**Contact:** Gary Bartholomew, Product Information  
Don Lyon, General Enquiries

Micro-Dash Advanced Technologies Ltd. was formed in early 1985 and has developed an international half card 1200 baud "modem" with state-of-the-art communications software suitable for use in an IBM PC, XT, AT, or compatible machine.

We are currently supplying General Electric Canada's Programmable Control Division for its application in an industrialized environment. Our primary target markets are OEMs, major retail stores and corporate business accounts with a special interest in the industrial control market.

A 2400 baud modem (internal) that conforms to CCITT V.22 bis standards will be available in the second quarter of 1986. This international standard will allow the export of our product abroad into the U.K. and Europe.

All exports are currently into the United States, however we welcome the opportunity to work not only with a customer base in North America, but also with important foreign markets as well.



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## ***Microlight Computer Systems Ltd.***

4438 Valencia Avenue  
North Vancouver, B.C.  
Canada V7N 4B1  
(604) 980-5353

**Contact:** John Whalen, President

Microlight Computer Systems Ltd. was incorporated in March, 1985 to develop, market and distribute computer-aided drafting and design software, primarily for use on microcomputers.

Our main products are the Technique No9 Series, TECH2, and Microlight CAD which are computer-aided drafting software programs used for general drafting and design. User-specific customization is featured for:

- 1) Graphic data transfer, manipulation and interpretation;
- 2) Education.

Our marketing has been to Canadian firms and governments although we are now looking to other market areas. Recently we

have included New York State in our market area and look forward to including California in the near future. We are seeking to expand export markets in late 1986 to Great Britain.

The Canadian Federal Government Department of Public Works, Property Administration, uses our programs to help manage over 300 million square feet of property while building its database of technical drawings used in construction and property maintenance. This database is capable of being used by other CAD systems.

Software is available in English and French (Technique No9 Series). It can be customized for any language.

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## ***Microplex Systems***

311 West 7th Avenue  
Vancouver, B.C.  
Canada V5Y 1M2  
(604) 875-1461  
Telex: 04-352848

**Contact:** Steve Balaban,  
Sales and Marketing Manager

Microplex Systems Ltd. is a privately-owned Vancouver-based company specializing in the manufacturing and sales of data communications equipment.

Incorporated in 1978, Microplex has been serving the needs of telephone companies, interconnect companies, large and small businesses, and the OEM market. Several of its products, notably modem eliminators and modem sharing devices are the standard offering of a major OEM and are sold throughout Canada, the United States and Western Europe.

The present line of equipment consists of: model/port sharing devices, modem eliminators, communications processors, single and tri-state break-out boxes,

code activated data switches, modems, serial/parallel switches, and patch and monitor panels.

Microplex also supplies a variety of other manufacturers' data communications equipment and accessories to provide a wide selection of products.

All the products offered by Microplex have undergone stringent testing to ensure maximum reliability and performance.

The R&D department is continually striving to design and develop modern cost-effective solutions for data communications users world-wide. Current projects include state-of-the-art voice over data switching and networking equipment.

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## ***Microsim Petroleum Software Corporation***

6th Floor, 500-Fifth Avenue S.W.  
Calgary, Alta.  
Canada T2P 3L5  
(403) 233-0100  
Telex: 03-821820

**Contact:** B.O. Agbi, President  
D.H. Baker, Manager, Reservoir Engineer

Microsim Petroleum Software Corp., was incorporated in October 1983. It provides total software support and petroleum engineering consulting services for the petroleum engineering industry. Microsim is the continuation of BOA Computing & Engineering Ltd., which successfully marketed most of the software products and consulting expertise currently being marketed by Microsim.

The majority of the petroleum software marketed by Microsim was developed by the President of the company, Mr. B. Agbi. The software was marketed on the General Electric Information Services Co. (Geisco Mark III timesharing service, between 1978 and 1983). During that period, over 45 different domestic and international oil and gas companies accessed and satisfactorily used the

products that are currently being marketed by Microsim.

Microsim Petroleum Software Corp. has succeeded in obtaining a National Research Council of Canada (NRCC) grant under the NRCC's Industrial Research Assistantship Program (IRAP) for further research and development on these products. The quantifiable objectives are to develop a totally integrated petroleum software package which will reduce the time spent in routine petroleum engineering calculations and evaluations by a factor of five.

Over the course of the past two years, Microsim has refined and developed new algorithms for over sixteen highly advanced and user-friendly petroleum software programs.





### ***Microstar Software Ltd.***

14 Concourse Gate, Ste. 400  
Nepean, Ont.  
Canada K2E 7S6  
(613) 727-5696

**Contact:** Peter Jordan, President  
Wendy Kennedy, Marketing

Microstar Software Ltd. was incorporated in 1983 to provide a full range of software development services to the growing microcomputer industry. Since this time, Microstar has established a solid reputation in the U.S. and Canadian marketplace as a leader in the development of NAPLPS technology for personal computers. Microstar has expanded its range of OEM and retail products to include graphics and communications modules which can be integrated into a client's product, or Microstar can develop a finished product built according to client specification. OEM modules include: MUDI, a device-independent NAPLPS decoder, Microstar Encryption Library, a library of the ANSI-DES cryptographic algorithms for use in

data security applications, and Microstar-Comm, a multi-ported communications module. Retail products include: Personality + II, a communications package for use with NAPLPS and ASCII databases, with features such as file uploading and downloading, data encryption for electronic banking, etc.

Our primary target markets are in the areas of videotex applications, graphics software developers, hardware manufacturers, and manufacturers of communications products.

As a full service developer, Microstar welcomes inquiries from foreign manufacturers interested in developing NAPLPS-based products. Consulting services are available upon request.

### ***Mindflight Technology Inc.***

5915 Airport Road, Suite 200  
Mississauga, Ont.  
Canada L4V 1T1  
(416) 673-9377

**Contact:** Rick Tuttle, President  
Roy Shore, Vice President

Mindflight Technology Inc. was incorporated in August 1983 as a specialist in the development and distribution of educational computing products designed by educational and computer experts. Products include the Learning Board (a keyboard designed for children), curriculum-based educational software and specialty communications software (which incorporates electronic mail and data distribution over television sub-channels). Most of the educational software products are available in both French and English, and are suitable for school and home use.

Mindflight has performed software design and programming under contract with the Ontario Ministry of Education and Cemcorp, and is interested in similar involvements in export markets.

The major distributors of Mindflight's products include Grolier Limited in Canada, Grolier Electronic Publishing in the U.S. and Cemcorp/Burroughs in Canada and the U.S. Mindflight is interested in expanding distribution to European, Middle East and Australian markets through distribution and joint venture.



## ***Minicom Data Corp.***

5075 Yonge St., #501  
Willowdale, Ont.  
Canada M2N 6C6  
(416) 225-4209

**Contact:** Howard Honickman, President  
Michael Diamond, Marketing Director  
Sandy Minar, Vice President, Marketing

Minicom Data Corporation is an independent software developer, service bureau operator, and supplier of turnkey mini and microcomputer systems focussing on the needs of the real estate development, property management, and home building markets. Minicom's 140+ client base

includes such industry giants from across the continent as Atlantic Shopping Centres, Belcourt Construction, Counsel Trust, Financial Trust, Hammerson, Minto Construction, Olympia and York, Royal Bank, Royal LePage, and Trizec.

## ***Mobile Data International Inc.***

11411 No. 5 Road  
Richmond, B.C.  
Canada V7A 4Z3  
(604) 277-1511  
Telex: 04 355865

**Contact:** Barclay Isherwood, President  
James Dodds, Marketing

Mobile Data International manufactures wireless data communications systems.

Our products include a variety of vehicular and portable communications terminals for two-way transmission of high integrity data at high speed over radio frequency.

Wireless data systems are supplied to customers such as: police departments;

taxi companies; public utilities; hospitals; automobile associations; ambulance and fire brigades in the United States, Western Europe and Asia.

We are also a supplier of transmission products to network operators who wish to offer public wireless data communications to smaller user groups.

## ***Modatech Systems Inc.***

Suite 3, 1028 Mainland  
Vancouver, B.C.  
Canada V6E 1J1  
(604) 662-7272  
Telex: 04-54654

**Contact:** Clive Barwin, President  
Derek Schwartz, Vice President  
Mark Taylor, Analyst

The company is a specialist in computer systems for the apparel industry. We have developed specific programs for sales representatives, apparel importers and apparel manufacturers.

All systems consist of fully integrated programs that run on IBM or compatible equipment and under the UNIX environment for multi-user machines. The United States has proved to be the largest market for our products and we maintain offices in

Dallas, Los Angeles and New York. We are looking to expand into other major centres in the U.S.

Our software is available in English, French and German in order that we may ultimately open up the market in Europe. Australia and Britain are also important new markets to be targeted.

We would welcome enquiries from potential distributors in these new markets.

## ***Modern Power Conversion Inc.***

7100 Warden Avenue, Unit 3  
Markham, Ont.  
Canada L3R 5M7  
(416) 477-3387  
Telex: 06986107

**Contact:** Paul Tennyson, Vice President

Modern Power Conversion Inc. was formed in 1982 with the objective of developing more efficient power supplies for telecommunications, computer and consumer equipment in the under-1500-watt range. The company concentrates on the Original Equipment Manufacturer (OEM) market, specializing in semi-custom to custom designs.

The company achieves total product control by manufacturing the entire unit (including magnetics) in-house. MPC's test facilities are certified under the Canadian Standards Association Custom Rectifier Program. Most supplies are UL-approved and VDE approval is available.

MPC has world-wide patents on a number of aspects of the designs, and the use of FET technology throughout the product line offers the following advantages:

- up to 15 percentage points more power efficient than bipolar switching supplies
- wider available load ranges
- cooler operation (convection cooling)
- lower component count (enhanced in TBF)
- small size
- easier customization
- deliveries rarely exceeding 2-3 weeks

The company has shipped quantities exceeding 2500 units per month in past contracts and could accept orders of up to 5000 units per month without marked impact on turn-around time. Facility upgrades for higher volumes can be undertaken against orders.

The main regions of market interest are the U.S. and Western Europe (especially the United Kingdom).





### ***Moniteq Ltd.***

630 Rivermede Rd.  
Concord, Ont.  
Canada L4K 2H7  
(416) 669-5334  
Telex: 06-964776

**Contact:** David A. Whiteman, President  
Mrs. MacDonald  
T.V. Ward, Vice President

Moniteq Ltd. is an innovative leader in electro-optical instrumentation and applications software for monitoring resources and the environment. Its business is remote sensing technology. Moniteq specializes in remote sensing and in-situ monitoring of air, land and water.

Solar energy, aerosols and pollutant gases in the atmosphere are measured. Moniteq

also quantifies land and water resources and measures toxic contaminants in the work place. Using computer techniques, Moniteq measures water optical parameters, including bottom depth, and produces maps.

Moniteq offers creative solutions to measurement problems through the synergy of instrument development and applications software.

### ***Motel Computers Limited***

174 Betty Ann Drive  
Willowdale, Ont.  
Canada M2N 1Y6  
(416) 229-4727

**Contact:** Victor Peirobon, President

Motel Computers was incorporated in 1983. The company has designed and produces a sophisticated single-board computer which uses the M68000 and Z80 processors. The board is ideal for educational, scientific, graphic (CAD/CAM), and process control applications.

The board is configured with high resolution (1024 by 1024 pixels) based on the NEC 7220 chip, two 12-bit resolution analog-to-digital and digital-to-analog converter channels, 1 Megabyte of DRAM, a DMA controller, and multi-tasking.

The unit includes standard serial and parallel I/O ports, floppy disk controller, and an interface for a hard disk controller.

Programs and applications can be developed in Fortran, Basic, and Assembler. Configurations of the unit range from bare board kits to fully-assembled and tested systems.

Motel is interested in direct sales as well as agreements with Original Equipment Manufacturers.

### ***Motorola Information Systems Ltd.***

9445 Airport Rd.  
Brampton, Ont.  
Canada L6S 1J3  
(416) 793-5700  
Telex: 06-97565

**Contact:** E. Strain, President  
B. Burrows, Manager,  
Business Development  
Joyce Grant, Marketing Assistant

Motorola Information System's 300,000 square-foot headquarters are located in Brampton, Ontario. They house its administrative offices as well as its large manufacturing and R&D facilities. There, Motorola develops and manufactures its data communications products and special purpose digital systems.

Motorola's data communications products include a family of statistical multiplexers for synchronous and asynchronous applications supporting 16 different protocols, and a family of limited distance modems for high-speed applications (up to

64 Kbps), synchronous and asynchronous and network control applications. As well, Motorola manufactures X.25 packet switches supporting 16 or 28 links into the public switched network. Motorola Information Systems also developed T-ASP 2000, a modular family of Teamed-Architecture Signal Processors supporting a performance measure of 320 MFLOPS. T-ASP is used in applications such as acoustics/radar and image processing.

Motorola also markets automatic test systems for telephone company office voice and data circuits.



## ***MPB Technologies Inc.***

1725 North Service Road  
Dorval, P.Q.  
Canada H9P 1J1  
(514) 683-1490  
Telex: 05-823509

**Contact:** A. Evers, Manager, Digital Marketing  
Dr. M.P. Bachynski, President

Federally incorporated in late 1976, MPB Technologies Inc. specializes in high technology products and contract research and development. The company conducts experimental, theoretical and developmental work and also manufactures in a number of fields. MPB Technologies Inc. designs and supplies complex, custom designed systems as well as high-quality, off-the-shelf products.

In the computing field, MPB Technologies Inc. designs, develops and manufactures microprocessor-based electronic systems as follows:

- Graphic Systems for TV Broadcast Production

— both studio and mobile systems, art work composition systems, software products and diagnostic systems.

- Event Recorder Systems  
— fully solid state with battery back-up, portable bubble memories and playback systems.
- Special Purpose Communications Systems  
— for large experimental facilities/ operations based on multi-computers, data processing, archiving and time-sharing, protection and control, computer isolation from RFI.
- Custom Designed Printed Circuit Boards.

## ***Myrias Research Corporation***

10328-81st Avenue, Suite 200  
Edmonton, Alta.  
Canada T6E 1X2  
(403) 432-1616  
Telex: 037-42759

**Contact:** Dr. Martin Walker, Manager, Applications  
Kenneth Gordon, President and C.E.O.

Myrias Research Corporation is developing a large scale, general purpose, parallel computing system for physical modeling applications. The Myrias system is scalable, with performance proportional to

system size; reliable, with automatic failure recovery; programmable, using standard high level languages; and stable, with an architecture that will span generations of hardware technology.

## ***Nelma Information Inc.***

5170A Timberlea Blvd.  
Mississauga, Ont.  
Canada L4W 2S5  
(416) 624-0334  
Telex: 06-960121

**Contact:** Ron Wilson, President  
Kenneth G. Thomas,  
Vice President, Marketing

Nelma Information Inc. designs and markets voice and data communications products with special emphasis on wireless data communications. Nelma Information Inc. was founded in Toronto in 1973 and is a publicly-traded company.

The main products for international markets are the ESTeem Wireless Data Modems and QuEST Wireless Computer which is IBM compatible. The ESTeem Wireless Modems provide data-communications up to 50km at 2400 BPS without wires utilizing X.25 Packet Radio, CRC error checking, Manchester coding, and can address up to 254 devices on each of its 24 dip switch-selectable channels.

The QuEST Wireless Computer is a 3.5 kg lap top computer with an integral ESTeem modem powered with a rechargeable NICAD battery.

Nelma is a respected designer, manufacturer, and international marketing organization specifically addressing the office communications market sectors. Among Nelma's principal clients are Bell Canada and CN/CP.

Nelma is currently marketing its products actively in Europe and would welcome inquiries from qualified distributors outside of the North American continents.





### ***Net One Data Corp.***

4283 Village Centre Court  
Mississauga, Ont.  
Canada L4Z 1S2  
(416) 273-6410  
Telex: 06 876391

**Contact:** Brian Reswick, President  
Robert McGill Marketing Director

Net One Data Corporation was federally incorporated in 1983 to develop and market advanced technology in data communications; especially local area networks for microcomputers.

Net One has achieved growing sales (of which 80 per cent are export), without any major marketing thrust or sales group. At present we are planning the release of our new product, "Easynet 116", which is a local area network for IBM PCs and PC compatible microcomputers.

This product, release of which is planned for March of 1986, will be followed by a major marketing campaign.

We have enjoyed continued business from such clients as Sony, Epson and the Canadian government. We are looking to expand our export market to include Europe, Asia, South America and Australia.

We would welcome any interested parties. Please forward inquiries to the above address.

### ***Network Data Systems Limited.***

500 Cochrane Drive, Unit #3  
Markham, Ont.  
Canada L3R 5N7  
(416) 475-8220  
Telex: 06-966748

**Contact:** W.V. Moore, President  
W.O. Mustard,  
Vice President, Development  
T.S. Worthington, Controller

Network Data Systems (NDSC) was funded by Telecom Canada in 1984 to develop a flexible, low cost Teletex terminal.

The TexCom 2400 is now available to world markets. NDS has added word processing, together with Telex, and ASCII communications to the TexCom 2400, so Telex users can enjoy the benefits of Teletex while retaining their Telex capability in the same terminal. Our primary markets are everywhere Telex is located, or where a secretarial work station is required.

We are seeking to establish export sales, especially in countries where Teletex is gaining strength

OEMs and distributors will be welcomed.

Our software includes the ability to handle all 309 characters in the Teletex set, and therefore many other languages than English can be accommodated.

Bell Canada is our first large customer, and we expect companies and governments with international communications to become our major users.

### ***Nichols Advanced Technologies Inc.***

10130-103 Street  
Edmonton, Alta.  
Canada T5J 3N9  
(403) 424-0091

**Contact:** Bruce Butler, President

Nichols Advanced Technologies Inc. produces microcomputer software for library applications. MOLLI: Micro OnLine Library Information is an integrated system providing on-line searching, indexing, cataloguing, circulation and acquisition functions. MOLLI, Micro OnLine Library Information is configured for IBM and compatible microcomputers and other machines using the MS DOS operating system.

The primary markets for MOLLI are corporate, school and organizational libraries and information centres.

Current users include hospitals, schools, professional firms, industrial research organizations and government agencies in the United States, Canada and Europe.

MOLLI is currently distributed by the Charles W. Clark Co. in the United States. Nichols Advanced Technologies Inc. seeks additional distributors for the United States and elsewhere.

The software is available in English. Licensing agreements may be negotiated for translation into other languages.



## **Nomis Computer Systems Corporation**

502-124 O'Connor St.  
Ottawa, Ont.  
Canada K1P 5M9  
(613) 722-9336  
Telex: 053-4126

**Contact:** C. Whaley, Administrator  
Ramesh Misra,  
Vice President (Product Information)

Nomis, a 100 per cent Canadian company formed in 1981, specializes in the design and manufacture of data acquisition and telecommunications products. We provide sophisticated, practical design alternatives based on advanced electronics technology.

The Nomis product line includes:

— The TIU800 Telex Interface Unit — connects a PC or in-house computer directly to the Telex network, eliminating processing packages to edit Telex messages. The TIU800 performs automatic dialing, answer-back verification, message transmission, retry of calls if busy, and queues up to 25 messages for transmission at selected times.

— The NCSC5000 Portable Digital Seismograph — state-of-the-art seismic and sound monitoring for blasting, construction, transportation and mining industries. Self-triggering and battery-operated, it runs unattended for up to 30 days. Calculates PPVs, RPPF, PPA, PPD,

Frequency, Peak Sound and provides graphic printout of events.

— The Nomis11 and Nomis 21 Scada Systems — industrial monitoring and control computers, using 8085 and PDP11/23 microcomputers to provide stand-alone or networked systems. Optional digital and analog I/Os can fit customer applications.

While no export sales of the TIU800s have been made to date, we are negotiating with distributors in Singapore, Malaysia, Thailand and India and are interested in sales to the United States, Western Europe and Australia.

The NCSC5000 seismograph is sold through authorized dealers in the U.S., U.K., Scandinavia, India and Singapore. Direct export sales are also possible to other countries.

The Nomis 11 and 21 Scada System has not been exported to date. Nomis is seeking clients or distributors in Asia, Western Europe and the United States.

## **Norpak Corporation**

10 Hearst Way  
Kanata, Ont.  
Canada K2L 2P4  
(613) 592-4164  
Telex: 06366

**Contact:** Dr. James F. Carruthers, President

Norpak Corporation is the world's leading manufacturer of teletext and videotex systems which implement the EIA North American Basic Teletext Specification (NABTS) and ANSI North American Presentation Level Protocol Syntax (NAPLPS) Standards.

Founded in 1972, Norpak Corporation is the principal developer of NAPLPS/NABTS-

based videotex products and systems. The company has dedicated its resources to these technologies and is the only firm providing a full range of videotex and teletext database creation, delivery, and terminal systems. It also provides technical, creative, consulting, and engineering development services.

## **Northwest Digital Research Ltd.**

415-3700 Gilmore Way  
Burnaby, B.C.  
Canada V5G 4M1  
(604) 437-0044  
Telex: 04-354556

**Contact:** Robert Wahl, Vice President

Northwest Digital Research Ltd. (NWDR) develops scientific computer software that vastly increases productivity for engineering and resource management. Four years of extensive research, development, and testing have gone into NWDR's two highly successful software products, OVERLAY and INTERACTIVE MODELLING. OVERLAY integrates spatial data, such as maps of oil fields, forest or demographics, with data

from text, such as statistics and field reports. INTERACTIVE MODELLING allows the user to interact with models of the physical world, altering them quickly to accommodate further data or make corrections. Both products, designed for maximum portability and user accessibility, currently run on Hewlett Packard Series 200 and Series 500 computers and Digital Equipment Corporation VAX minicomputers.





## ***Numetrix Limited***

8 King St. E., #1000  
Toronto, Ont.  
Canada M5C 1B5  
(416) 362-1000

**Contact:** Joseph Schengili, President  
Leah Travis, Manager, Marketing

Numetrix is a Canadian, high technology company which has supplied computer-based, decision support products since 1977. The Numetrix staff of professionals is experienced in plant operations, industrial engineering, production management, operations research, systems development and commercial education and training. Through its expertise in decision sciences and computer technology, Numetrix offers a variety of computer services to help corporations analyze complex problems and develop optimal solutions.

Numetrix provides software packages and custom software, educates and trains

client staff and offers computer resources through the Numetrix Time-Sharing Service. Numetrix is a leader in applying the advances of microcomputer and communications technology.

The Numetrix client base includes small, privately-held firms and Fortune 500 companies such as Mobil, Xerox, Inco, TransCanada Pipe Lines and Bell Canada. Numetrix makes available to its clients a variety of proprietary software products. Some of the operations management tools currently available from Numetrix are Schedulex, a finite capacity, scheduling work station and Mainsaver, a maintenance management system.

## ***Omnibus Computer Graphics Inc.***

2180 Yonge St.  
Toronto, Ont.  
Canada M4S 2B9  
(416) 489-6020

**Contact:** J.F. Martin, President, Northern Division

Digital computer animation, not merely computerized representations or static graphics, is what Omnibus Computer Graphics does.

Omnibus is the only computer animation company with three facilities: Toronto, New York and Los Angeles, strategically located to serve the communications and entertainment industries. These are tied together by the CSNET communications network. Five mainframe computers operate under our own OMNIS 3D imaging software.

The Canadian research team, in conjunction with the University of Waterloo and the National Research Council of Canada, are working with the Los Angeles R&D group to complete the PRISMS (Production of Realistic Image Scene Mathematical Simulation) software.

This will expand modelling, ray-tracing and production speed for our OMNIS 3D software.

Omnibus, on the basis of world-wide sales, is estimated to be one of the top five computer graphic companies.

Clients include: Paramount Pictures Corporation, Columbia Broadcasting System (CBS) Entertainment and Sports Programming Network, ABC Network Sports, Hockey Night in Canada, Canadian Natural Gas Association, Telecom Canada.

The first licensed affiliate of OMNIBUS is London Computer Graphics Limited which holds an exclusive licence for the United Kingdom. As our technological base expands, we are actively seeking a worldwide network of Omnibus affiliates.



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## ***Omzig Corp.***

375 Lisgar Street  
Ottawa, Ont.  
Canada K2P 0E3  
(613) 234-9195  
Telex: 053-3045

**Contact:** Gordon G. Buchan,  
Director, Marketing

Established in 1983, Omzig Corp. develops and markets hardware and software communication products for use with personal computers.

The Alexander-Plus software and Alexis hardware products enable enhanced voice communication, electronic mail, database access, data transfer, local area network, terminal emulation, electronic telex communication, time/event management, and calculations. Features include autodial,

behind PABX, messaging, notepad, timed appointments, business card index, costed call records (SMDA), scheduled auto-logon, and operation of macros. All Alexander-Plus products allow users to switch instantly between Omzig software and any other software program being run.

Alexis hardware products include a telex control unit, asynchronous modem, and a workstation comprised of a monitor, keyboard and telephone.

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## ***Optotek Ltd.***

1283 Algoma Road  
Ottawa, Ont.  
Canada K1B 3W7  
(613) 746-3100  
Telex: 053-3524

**Contact:** Dr. David Kennedy, President

Founded in 1977, Optotek Ltd. is a Canadian-owned, high technology organization. The company is engaged in the design, development, and manufacture of a range of opto-electronic products for industrial, avionic, and military applications.

Principal product activities encompass light-emitting-diode displays and associated decode/drive electronics, as well as related test equipment. (Examples of test equipment include alphanumeric displays, programmable keyboard displays, film annotation devices, and non-impact printheads). Products under development

include gallium arsenide transistors and integrated circuits for microwave communications, high-speed digital circuit applications, and cadmium mercury telluride infrared detectors for thermal sensing and thermal surveillance applications.

Principal markets are the United States, Europe, and Canada. Optotek is represented in Europe by Bowmar Instruments Limited, London. North American sales activities are administered from the home office.

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## ***Orcatech Inc.***

28 Steacie Drive  
Kanata, Ont.  
Canada K2H 8K7  
(613) 592-7650  
Telex: 053-3868

**Contact:** Robert Hartley, Vice President, Sales

Orcatech Inc. designs and manufactures a family of intelligent graphic computer work stations. The family comprises the ORCA 1000, a low-cost, fully-functional stand-alone work station, based on a multiprocessor architecture and designed for the OEM and large volume market.

The ORCA 3000 is the most powerful combination of graphics and application processing power in a work station. It is based on a multi-parallel processing, 2900 bit-slice and MC 68010 architecture supporting full DMA, networking, and large main memory and secondary storage. The software environment is UNIX.

The ORCA 3000 supports up to 8 MB of real program memory and up to 5 MB of display file memory, and is designed for sophisticated graphics users.

The company recently introduced the ORCA 3050, a UNIX 68000-based work station for users seeking low-cost, high performance monochrome or full colour work stations. Additionally, Turnkey CAD Systems marketed include "ORCADD", 2-D design; "Trax-PCB" used in printed circuit board design; a "McAuto" emulator; and a new, fully functional 3-D CAD system.

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## ***Pacific Learning Institute Ltd.***

2426 West 33rd Avenue  
Vancouver, B.C.  
Canada V6M 1C3  
(604) 266-2671

**Contact:** Dr. Peter Braun, President

Pacific Learning Institute designs and markets replicatable computer curricula and training services. Our primary markets are school districts and government departments of education. We are able to train large numbers of teachers quickly, as required when governments legislate computer courses. For such cases, we develop a fully scripted curriculum that can be replicated by teachers with a minimum of training. Our curricula and training methods have been used successfully by many school districts in the United States, Canada, and Australia.

We also consult with industry, and train groups of industrial trainers for companies that find it desirable to raise the level of computer literacy among their people for increased overall performance or understanding of computer technology. Our industry courses cover both supervisory/management training and employee training. Generally, we will train a client's trainers to continue the required training in-house, but we will also hold courses at the client's location.





### ***PAMAP Graphics Ltd.***

301-3440 Douglas Street  
Victoria, B.C.  
Canada V8Z 3L5  
(604) 381-3838  
Telex: 049-7232

**Contact:** Peter H. Sallaway, Vice President  
Vern F. Klassen,  
Director, Product Development

PAMAP Graphics Ltd. was incorporated in 1981, to develop computer software for land use management and resource planning applications. PAMAP complements its software activities by providing OEM services for DEC, Tektronix, Calcomp and IBM. In CAD/CAM, PAMAP is an authorized dealer for AutoCAD. The company is further engaged in contract consulting and the supply of timeshare services.

PAMAP's principal application areas include:

- thematic mapping
- computer-assisted mapping
- land use management
- geographic information systems
- image analysis
- digital terrain modelling
- computer-aided design

Our highly-successful Geographic Information System — GEOMAP — integrates special data, such as forests, cadastre, or agriculture with database stored attributes. GEOMAP provides the user with a versatile tool for the analysis of thematic data, overlaying of levels of information, proposing of alternate strategies, and reviewing results graphically or via report format. GEOMAP has been proven in a production environment. Its utilization has demonstrated vast productivity improvements in the management of our natural resources. GEOMAP is implemented on Digital Equipment Corporation VAX minicomputers and the IBM PC family of microcomputers.

### ***PBSC Software***

406-717 Portage Avenue  
Winnipeg, Man.  
Canada R3G 0M8  
(204) 786-3416

**Contact:** Rick Kennedy, Vice President

PBSC Software is primarily a software developer, specializing in business accounting systems for microcomputers. Products are supported through a Customer Support Centre located in central Canada.

In addition, PBSC operates four training centres in Canada. These classroom facilities

provide an ideal environment for the training of new PBSC clients.

Five years of development experience have contributed to a new series of accounting systems. These systems have been designed to provide a combination of flexibility and ease of use.

### ***Pelada Informatica Incorporated***

179 Colonnade Road, Suite 300  
Nepean, Ont.  
Canada K2E 7J4  
(613) 727-5194

**Contact:** Brian Elliott, Director, Sales  
Richard Shorkey, President

Pelada Informatica designs, produces and markets software products for the IBM PC and compatibles with emphasis on multi-lingual word processing ("Communiqué") and communications (electronic mail) with "Liaison".

Clients include the communications/media industry, government offices, consultants and small business consumers. We are interested in developing export markets in the Caribbean, Central and South America, the United States and Western Europe.



## ***Pelton Engineering Ltd.***

3991 Smugglers Cove Road  
Victoria, B.C.  
Canada V8N 4D1  
(604) 477-8126

**Contact:** Tom Pelton, President  
Doug Pelton, Sales Manager  
Bram Frank, Manager, Product Sales

Pelton Engineering was founded in 1965 as a consulting engineering firm and is now a major developer of CAD (Computer Aided Design) software.

Pelton Engineering developed and markets ECAD drafting software for the IBM PC/XT/AT and compatibles. ECAD has smooth cursor-driven panning and instant zooms regardless of the complexity of

the drawing. Designed for engineering, architectural, and other professional drafting offices, the program features interactive display of line thickness and pattern, multiple line input, and layer control for systems drafting. ECAD is noted for speed, accuracy, ease of learning, and low cost. The ECAD package includes a manual, ECAD software diskette, and demonstration diskette.

## ***Perle Systems Limited***

360 Tapscott Rd.  
Scarborough, Ont.  
Canada M1B 3C4  
(416) 299-4999  
Telex: 065-26123

**Contact:** William B. Bertram,  
Vice President, Marketing

Perle Systems Limited was incorporated in 1976 and specializes in the design, development, manufacture and service of data communications products and in custom data communications systems development. As of April 1985, Perle Systems is a public company.

The Perle product range includes three standard protocol converter products which interface non-IBM peripherals to IBM host computers and a fault tolerant front-end processor for electronic funds transfer transactions, an automated teller machine, and POS terminal device control and concentration.

The Perle protocol converters are marketed directly in Canada and through distributors in the United States and

Europe. The major European distributor is Scicon in the United Kingdom.

Primary markets for Perle banking products are financial institutions, retailers and financial service providers. Key accounts in this area are Sears, Citicorp, Bank of Montreal and Security Pacific.

Perle also manufactures hardware components and develops customized software on an OEM basis for equipment suppliers such as Philips, Xerox, Omron and NCR.

We are seeking to expand our banking system export sales in Europe and the Pacific Rim and would welcome inquiries from locally-based partners in these market areas.

## ***Phitek Electronics Ltd.***

2520 G. Simpson Rd.  
Richmond, B.C.  
Canada V6X 2P9  
(604) 270-4642  
Telex: 04-357770

**Contact:** Philip Pong, President  
Robert Wm. Smedley,  
Marketing Manager

Phitek Electronics Ltd., incorporated in 1976, began by manufacturing custom design power conversion equipment such as rectifiers, battery chargers and inverters. In the early '80s, combining years of experience in power conversion technology and innovative packaging, a line of compact, lightweight and attractive Uninterruptible Power Supplies (UPS) was developed. With power ratings ranging from 300VA to 10,000VA, these UPS are ideally suited for the micro and mini-computer market where optimum performance and dependability are of high priority. Clients include business and professional offices, utility and communication companies, hospitals and government offices requiring the

"on-line" operation to provide complete protection against severe utility power problems such as noise, surging, brown-outs and total black-out.

Since introduction in mid '83, close to one thousand units have been successfully placed in service throughout Canada and United States.

The company is at present actively engaged in the development of a larger three phase output UPS from 15KVA for the main frame computer market which should be available for delivery in early '87.

We would like to explore the possibilities of exporting to other countries.

## ***Pinetree Software Inc.***

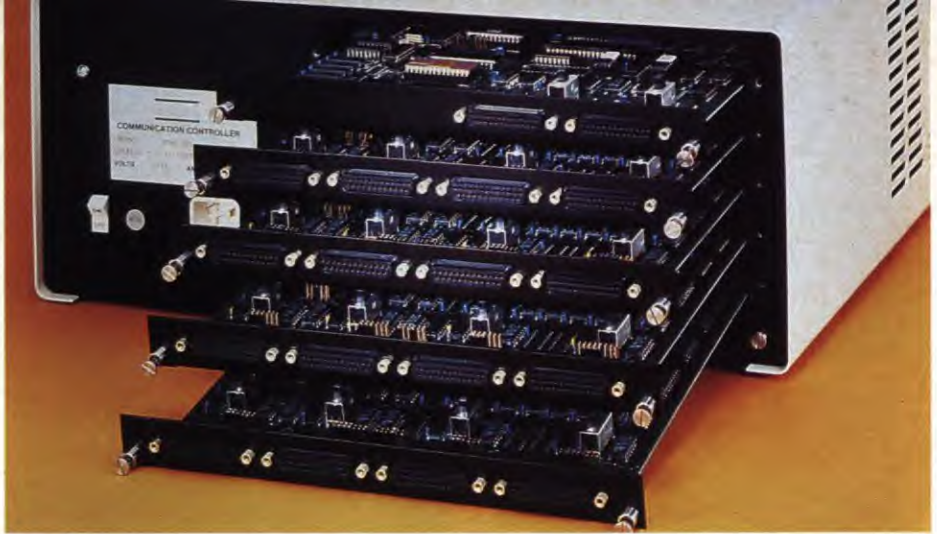
3871 No. 3 Road  
Richmond, B.C.  
Canada V6X 2B8  
(604) 270-3311

**Contact:** Ted Crozier, General Manager

Pinetree Software Inc. has developed, purchased, or acquired by licence agreement, computer software packages specifically designed to meet the automation needs of the real estate industry. It is Pinetree's intention to establish itself as the leading supplier of office automation products for the real estate industry in North America. The company has developed comprehensive educational and marketing materials to assist it in establishing a dealer network

to sell and support the products. The company has also developed training and support programs to enable the dealers to quickly establish themselves as real estate automation specialists in their particular area. Because Pinetree has national distribution, a proven product, and acceptance by major real estate organizations, it is recognized as a leading supplier of computer software products to the real estate industry.





### ***Pinpoint Retail Systems Inc.***

30 Fulton Way, Units 3 & 4  
Richmond Hill, Ont.  
Canada L4B 1E6  
(416) 968-5354

**Contact:** Patrick Berstein, President  
Wayne Anderson,  
Vice President, Marketing  
Bob Pirie,  
Vice President, Operation

Pinpoint Retail Systems Inc. of Toronto develops and markets electronic funds transfer and point of sale (EFT/POS) terminals and systems to the retail industry throughout the world.

These terminals incorporate point of sale and electronic funds transfer capabilities into one fully-integrated system. They eliminate the need for separate cash registers, credit authorization devices, and credit card imprinter.

Pinpoint's modular, integrated systems employ programmable terminals providing inventory control, management information, data capture functions, a variety of communications capabilities, PIN-based credit/debit card processing, and user security provided by advanced encryption technology.

Pinpoint terminals are among the first point of sale products on the market that combine these features with electronic funds transfer capabilities.

In January 1985, Pinpoint Retail Systems Inc., a wholly owned subsidiary of Imperial

Oil Limited, was formed. Its mandate: to continue development and launch the new EFT/POS terminals in North America in 1986 and then expand world-wide.

Pinpoint systems are IBM compatible and fully expandable. Hardware is based on the Intel and Motorola families of micro-processors. Entry-level hardware consists of multiple processors, an internal modem, programmable keys, 20 character alphanumeric operator display, an audit/receipt dot matrix printer, and a magnetic card reader. These features are combined with user serviceable components, including the printers.

Pinpoint systems are designed for use in various types of retail outlets — specialty stores, chains, discount stores, petroleum outlets and convenience stores. Pinpoint systems are designed to manage retail operations where credit, inventory and sales data need to be collected and evaluated quickly.

### ***Planmatics Inc.***

5200 de la Savane  
Montreal, P.Q.  
Canada H4P 2M8  
(514) 342-9121

**Contact:** Ram Panda, President  
Paul Patterson, Product Manager  
Peter Doucet, Product Representative

Planmatics was incorporated in 1978 and specializes in the design, development and distribution of computer software for the metal service centre industry. In 1984 Planmatics registered the trademark STELPLAN for its software package.

STELPLAN has become the most widely-used software package for metal service centers in the United States and Canada.

It handles all aspects of service centre accounting operations including metal inventory control, order processing, purchasing, sales statistics, accounting and payroll.

The specialized nature of service centre inventory requires software that recognizes the unique control characteristics of each type of metal product, e.g. plate, sheet, coils, beams, pipe, tubing, etc.

Planmatics has 33 installations of the STELPLAN software. Current customers are located in two provinces in Canada and 18 states in the U.S. All customers are supported from the Montreal office via a computer dial-up connection.

Training of customers and installation of the computer systems is handled by staff in Montreal and in the Philadelphia office.





## **Prime Financial Analysis**

P.O. Box 39  
Caledon East, Ont.  
Canada L0N 1E0  
(416) 673-8232  
Telex: 06-986766

**Contact:** Sharon E. Rowan, President

Prime Financial Analysis Limited (PFA) was established in May 1981 as a custom financial software design company and as a financial consultant providing computer-generated capital acquisition analyses to corporations, financial houses, health institutions and government agencies concerned with capital expenditures.

As a custom software designer, PFA deals with a number of large corporations and develops software to analyze the effects of absenteeism, interconnect financing, wealth management and aircraft acquisition, to name a few.

Today, Prime Financial Analysis continues to provide custom software and financial analyses to many major corporations and PFA is marketing and distributing PFA-Financial Software internationally.

Three programs for fixed rate financial analysis and a calendar program for time management are currently being marketed through distributors in North America, South-East Asia and Europe.

PFA-Compucalc and Amortization analyzes fixed rate financial transactions. This program will amortize any plan and give hard copy of full analysis and amortization.

PFA-Compound Mode Conversion provides fast and accurate analyses

for leases, loans, mortgages and other investment vehicles in a complete range of rates.

PFA-Seasonal Payment Analysis specializes in analyzing present value, yield, future value and payment amount(s) for fixed rate plans calling for a variation of payments each year within the term of the transaction.

PFA-Short Term Investment calculates return on investment of money invested for non-standard periods of time such as lump sums of taxes. The program also calculates the required investment to achieve certain rates of return.

PFA-Re: Minder is a year timer with a 365-day calendar displayed on the screen and an input field of 640 characters for each day of the year for agendas, notes, expenses, etc.

Programs are written for the IBM PC or true compatible using DOS 2.1.

PFA has written an extremely powerful reporting program employee productivity measurement system or EPMS, to provide hard factual reports on employee attendance and productivity.

## **Prior Data Sciences Ltd.**

39 Robertson Road,  
Ottawa, Ont.  
Canada K2H 8R2  
(613) 820-7235  
Telex: 053-3356

**Contact:** Eric Davidson, General Inquiries  
Glenn Warnock, Product Inquiries

Prior Data Sciences Ltd. (PRIOR) was incorporated in March 1977 with its head office in Ottawa, Ontario. Prior has enjoyed over eight years of profitable business leading to its present sales volume of \$5 million per annum. The main company activities are: provision of real-time systems on a turnkey basis;

software package development and sales; and real-time systems consulting. Software packages include GKS/C, the ISO graphics utility package, and TESTWARE. Major areas of business are industrial control systems, military systems, communications and R&D, as well as air traffic control (ATC) systems.





## ***Probe Software Sciences Ltd.***

666 Sherbrooke St. W., #2101  
Montreal, P.Q.  
Canada H3A 1E7  
(514) 842-8141

**Contact:** Andriano G. Russo, President  
Patrick Lavoie, Director of Marketing  
Edward M. Marsico,  
Vice President, Marketing

Probe Software Sciences Ltd. commenced operations in 1979 and has concentrated its efforts in creating, developing and marketing:

- a) a comprehensive unique product line of software; and
- b) productivity tools to help programmers and analysts produce computer systems more efficiently.

We embarked on an ambitious period of research and development using our computer expertise to develop a comprehensive real-time software product that utilized the latest database technologies.

The quality and scope of the product has expanded so that we now have 14 major functions, over 100 programs and countless lines of state-of-the-art code.

The company has served the business needs of several large North American

corporations including the DuPont Corporation (Wilmington, Delaware), Hudson's Bay Mining & Smelting (Toronto, Ontario), and Montreal Trust Company.

In order to fuel our expansion, we must now concentrate our marketing effort to build sales in Canada, the U.S. and overseas.

The PRO-3000 package is the first to realistically address the complete wholesale business and integrate the systems. All transactions are entered into the database and sales, inventory, pricing, costing and other information is thus available immediately after the transaction takes place.

The computer acts as an information warehouse, organizing the information and feeding up-to-the-minute data to buyers, sellers and executives.

## ***Protocols Standards and Communication***

1757 Bank Street  
Ottawa, Ont.  
Canada K1V 7Z4  
(613) 731-7697

**Contact:** Stephen Zeber,  
Communications Consultant

Protocols Standards and Communication Inc. (P.S.C.) provides senior level consulting services and training in the field of computer communications and related international standards. The primary emphasis is on studies and research related to the implementation of international standards for computer communications such as X.25 and OSI, and advanced communication architectures and protocols such as SNA and DECNET. P.S.C. also offers introductory and advanced level training in all aspects of OSI and other computer communication standards.

P.S.C. participates actively in various committees and decision-making groups

responsible for national and international data processing and telecommunication directions and related standards (CCITT and ISO committees). Furthermore, P.S.C. regularly monitors academic and industry publications and journals to keep informed about the leading trends, developments, and technologies.

Major clients in Canada include the federal Department of National Defence, Ministry of Transportation, National Library of Canada, and in the U.S., Northern Telecom and Regional Bell Operating Companies.



## **PUCE**

342 East Sherbrooke Street  
Montreal, P.Q.  
Canada H2X 1E6  
(514) 288-5506

**Contact:** Isabelle Quentin

The PUCE Company (Programs Uniquely Conceived for Education) was formed in 1983 by a group of professional educators in the publishing field.

The company:

- Produces original programs which function as tools for teaching, to improve existing educational methods.
- Selects projects which are best suited to the needs of current school curricula.
- Offers programs for a range of hardware (Apple, IBM PC, Commodore).
- Creates a dynamic relationship between producer and user, so that PUCE can better respond to the real needs of the market.

- Develops highly interactive programs which stimulate thought and creativity.

- Translates proprietary programs into numerous languages (such as French, English, Spanish, and German) to answer the need for multilingual instruction.

The company is well known in both the Canadian and European markets (France, Belgium, Luxembourg) and lately in Mexico and Venezuela. PUCE is distributed in France by Magnard, in Belgium by de Boeck and Concraid, in Mexico by Infodinamica; these firms are highly regarded in the field of educational publishing.

## **QRD Systems Consultants Ltd.**

10126-118th Street  
Edmonton, Alta.  
Canada T5K 1Y4  
(403) 482-7127

**Contact:** Darvin Heinemann, President

QRD was established in 1979 to provide a full range of integrated information systems consulting services from strategic planning to systems implementation.

These services include project management, planning, data modelling, management consulting, technical support, office automation consulting, application development, training, package selection and installation, software maintenance and hardware selection.

During its first seven years of operation, QRD has established a reputation for producing quality results. We believe this

is a result of several factors — our people, our attention to quality control, and our concern for meeting user requirements.

QRD is a regional consulting company providing service to a wide range of corporations and government agencies from offices in Edmonton, Calgary, and Regina.

The company is interested in large mainframe development of database management systems under IDMS and ADABAS in the western US, especially applications for the oil and gas industry.

## **Quantum Software Systems Ltd.**

215 Stafford Road  
Ottawa, Ont.  
Canada K2H 9C1  
(613) 726-1893

**Contact:** Jan Scheering, Director of Marketing

Quantum Software Systems Ltd. is a well-respected software development firm. Its primary product is a multi-user, multi-tasking operating system called QNX.

The main features of QNX are as follows:

- designed for the IBM PC, PC-XT, PC-AT and compatibles.
- true multi-tasking (including built-in print spooling)
- message-passing capability
- true distributed processing for up to 255 PCs

- any machine on the network is a potential file server
- any PC without disks will automatically boot over the network
- runs PC DOS as a task under QNX, allowing PC-DOS applications to run in concurrent windows.
- a rich repertoire of UNIX-like commands and program development tools.

Quantum is interested in contacting OEMs and VARs as well as distributors and end-users.





### **Quebit Logiciels Inc.**

C.P. 292, Succ. Bourassa  
Montreal, P.Q.  
Canada H2C 3G2  
(514) 668-5701

**Contact:** Wesley Davis

Quebit Logiciels International is a private company producing bilingual educational software. Since its debut in 1983, Quebit Logiciels has become one of the leaders of French software and has grown from 5 to 27 employees. Our personnel has been selected from both educational and computer fields. Quebit Logiciels has seen its revenues grow at a rate of over 400 per cent.

Quebit Logiciels is renowned for its original collection "Mega": Mega-Texte

(word processor), Mega-Lettre (font editor) and Mega-Mots (spelling checker). Reviewed and recommended by many school boards and ministries of education, this collection has been a best seller.

Our educational software is now exported to France and Belgium. We plan to export our package to the United States and Mexico.

### **R & D Business Systems**

860 Kingsway  
Vancouver, B.C.  
Canada V5V 3C3  
(604) 872-1118

**Contact:** Ron Ward, General Manager  
Mary Rita Chapman, Product Support

Retailers, servicers, and distributors in the appliance, refrigeration and electronics industries benefit from the software developed by R&D Business Systems.

The Distribution Management System (DMS) consists of inventory and accounting systems for parts distributors. This fully integrated set of programs gives the distributor the information needed to manage inventory levels and pricing along with the normal accounting needed to collect receivables and produce financial statements. The DMS System runs on IBM System 34/36 minicomputers.

The Parts and Service System (PASS) has been developed for the retail company servicing and selling hardgoods. Both parts and product inventory management systems are included in PASS. This micro-computer-based software can support multiple location inventories, productivity information for technicians and salespeople, as well as accounts receivable, accounts payable, general ledger, and financial statements. The IBM PC/XT and AT compatibles with a hard disk are supported by PASS.

### **Raus Computer Systems Limited**

1945 Dundas St. E., Suite 213  
Mississauga, Ont.  
Canada L4X 2T8  
(415) 625-1037

**Contact:** Mirek Raus

Raus Computer Systems Limited was formed in 1976 as a custom and package application software firm. Since its founding, the company has developed, implemented, and maintained what are known as DATACODE interactive applications software packages. The on-line software is written in COBOL, and is easy to implement and simple to use. The packages are menu-driven, interactive systems which operate in a conversational, tutorial mode.

Financial packages are accounts receivable, accounts payable, and general ledger. Distribution systems are inventory control, order entry, sales analysis,

purchasing, sales forecasting, and distribution requirements planning.

Software packages for manufacturing are bill of material, standard and current costing, standard routing, material requirements planning, capacity requirements planning, and work in progress. The software is supported in VAX and IBM System/36 hardware systems.

Raus currently exports to the United States where we would hope to expand our markets. We are also interested in Western European markets.





## ***RBW Graphics***

1749-20th Street E.  
Owen Sound, Ont.  
Canada N4K 5R2  
(519) 376-8330  
Telex: 06-875745

**Contact:** Kingsley Jackson, Executive Manager  
Wayne Morrison, Controller

RBW Graphics is a full-service web printing organization, dedicated to the total automation of typesetting, page make-up, pre-press, press, binding and mailing.

RBW was the first to design and utilize a viable tape-to-tape system for electronically generating directory pages. The system can now be applied to the pagination of price lists, parts lists or other listings that have been input onto a controlled magnetic tape.

RBW has also developed an electronic publishing system, whereby clients may input, update and make changes on their own terminal, personal computer or word processor. This information is put onto a diskette and sent to RBW or it can be transmitted directly to RBW via standard telephone lines. This system is best suited to magazines, law statutes, books and technical manuals. Custom-designed systems can be developed to handle specific needs, often creating spin-offs for applications other than printing.

For catalogues, magazines or directory classified sections, RBW uses CAD/CAM

layout terminals to size display type, draw borders and create special layouts, all electronically. The photos, art and type are digitized and transmitted directly to RBW where the information is electronically converted to complete pages, ready for printing.

This information is transmitted both domestically and internationally in many different languages.

RBW's large-run, heat-set presses are equipped with the latest computer controlled systems for measuring ink levels, colour densities and folders.

The RBW Post-Aid mail management system assists in cutting costs and saving time with large mailings. It does this by pre-sorting the mailings to the postal walk stage, and merging and purging multiple files of names and addresses.

Remote communications are compatible with IBM 2780/3780 batch file protocol.

## ***Real Time Datapro Ltd.***

797 Don Mills Road  
Don Mills, Ont.  
Canada M3C 1V1  
(416) 429-0440

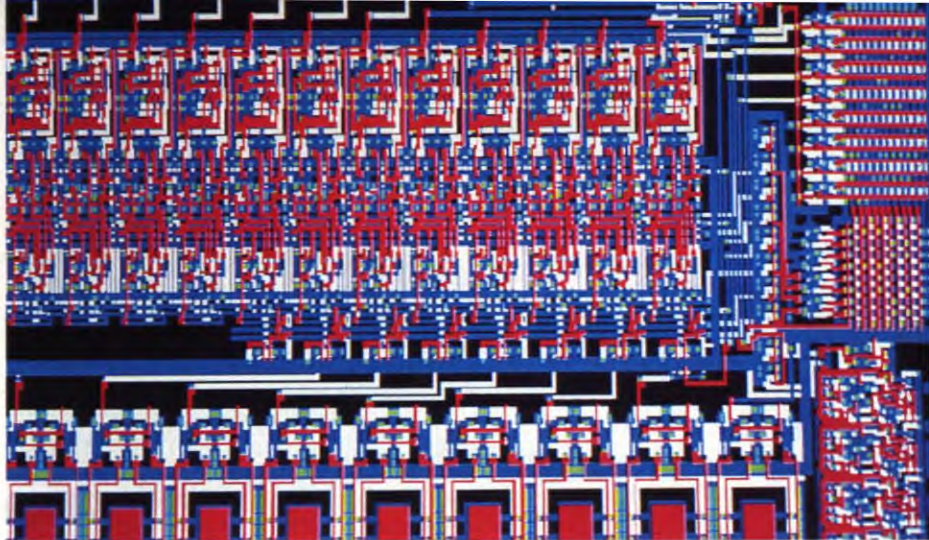
**Contact:** N.E. Anderson,  
Vice President, Operations  
M.K. Coulter, Vice President, Marketing  
B.M. Grant, Vice President, Finance  
and Administration

Real Time Datapro Ltd. is a Canadian Data Processing company specializing in insurance information systems and municipal government systems. Its predecessor, the Library Bureau, was established in 1876. Through a series of mergers and acquisitions over the years, Real Time Datapro Ltd. emerged in 1974. The company has over 200 employees based in its head office in Toronto and its offices in Montreal, Ottawa, London, England, and Connecticut, U.S.A.

Total Automated Broker Systems (T.A.B.S.) have been offered to medium-to-large insurance brokers as a comprehensive on-line system since 1982, and services to agents and brokers have been further

enhanced with the availability of the IBM microcomputer-based series. Property/casualty insurance companies are offered both on-line service bureau and complete in-house company systems of all sizes. The systems are provided on BEAC or other UNIX-based computer equipment. We have worked closely with municipalities of all sizes and have developed the Real Time Municipal Computer Systems, both on-line and stand-alone. Because of their flexibility and modular design, the systems provide many features such as tax accounting, financial management, payroll system, property assessment tax management, etc., which were not previously available to municipalities.





## **REF Computer Corporation**

7270 Woodbine Ave. #100  
Markham, Ont.  
Canada L3R 1A4  
(416) 477-4155

**Contact:** Robert Fergusson, President  
Debbie Moote, Project Co-ordinator

REF Computer Corporation was incorporated in 1982 for the purpose of developing a computerized pharmacy dispensary system based on IBM PC technology. This system, known as the C1/ST, was completed in early 1983 and to date has been installed in 360 pharmacies in Ontario, Alberta, British Columbia, New Brunswick, and Prince Edward Island.

To complement this product, REF has also developed a retail pharmacy point-of-sale system. This system, based on the IBM AT, attaches to existing cash registers and provides the retailer with inventory, pricing, and re-ordering control over his stock. A wide range of management reports are also provided.

In addition to the dispensary system, REF has developed a similar system for optometrists. The Optical system allows opticians to computerize patient and

prescription files, inventory, and accounting.

We have had the greatest success selling our products when they are "sponsored" and sold by a large drug or optical wholesaler. In Canada, Drug Trading and Northwest Drug have been instrumental in our success.

We are seeking to expand our markets into the United States and other large English speaking markets and would welcome locally based partners in these target markets.

While our source code is available only in English, the system allows for labels to be produced in 10 different languages. All of the software can be translated upon receipt of a major order. Licensing and technology transfers will also be considered.

## **Reltek Inc.**

44 Steacie Drive  
Kanata, Ont.  
Canada K2K 2A9  
(613) 592-2411

**Contact:** Mervyn Sullivan, President  
Michael Lahrkamp, Engineering Manager

Reltek Inc. was incorporated in 1975. Through its associated company, Reltek Data Inc., it designs and manufactures a line of sophisticated computer peripherals. The X-Calibre™ communications boards are at the leading edge of X.25 technology available for the DEC series of computers. The boards are ideally suited to many applications — FEP, protocol conversion, clusters, etc., since they include a 68000 microprocessor, up to 1 MB of memory and a VLSI communications control chip. Other currently-available peripheral products include battery back up and boot prom boards and large port clusters for the

DEC line of computers. Communication boards are also available for VME bus applications.

Primary markets are the data communication field and remote data acquisition field.

At present, products are marketed directly to Canada and the U.S. Currently-installed systems include a large network for a stock market commodity system in Canada.

The company is currently seeking representatives or distributors in Western Europe.



## ***Remanco Systems Inc.***

1300 Don Mills Rd.  
Toronto, Ont.  
Canada M3B 2W6  
(416) 443-1311  
Tekex: 06-986700

**Contact:** A.R. Cooper,  
Director, Marketing Communications

Remanco Systems Inc. of Toronto manufactures and distributes the Remanco Computerized Restaurant Management Systems.

Remanco designed and developed these powerful systems for exclusive and dedicated use by the food service industry. These systems provide management with a tool which works towards the 100 per cent solution of operations problems, encompassing point of sale, back of house, and back office functions. The systems also enhance communication techniques and have PMS links.

The hardware and software products are manufactured and distributed by the corporate plant in Toronto. Remanco has corporate and branch offices and service facilities in major areas of the United States.

Remanco House in London, England is the head office for Europe where we have distributors in Scandinavia and throughout Western Europe. Sales are expanding to South Africa and Australia, and in the Pacific through offices in Singapore and Hong Kong, which also handles sales to the People's Republic of China.

## ***Resort Systems Inc.***

265-25th Street, Suite 1  
West Vancouver, B.C.  
Canada V7V 4H9  
(604) 926-7766

**Contact:** Peter A. Zandron, President

The company was incorporated in 1978 as Peter Zandron and Associates Ltd. to undertake systems software design of a hotel management information system. The first system was installed at a property at Whistler, B.C. in December 1980.

We then expanded on the Central Reservation System and implemented our first system in the U.S. for a resort wholesaler. Using our reservation software, six sales agents handle several thousand villas, condominiums and hotel rooms in vacation properties around the world.

Further full-service hotels were added to our list of users in both Whistler and Victoria. We then branched into development of software for properties managed under individual ownership, and run as a hotel, producing revenue sharing and expense allocation statements for all the owners.

A system for marina management was developed and installed in 1982.

In 1983 we converted our software from the Data General environment to micro-computer thus reducing the cost of our turnkey systems, and making it feasible for a small-sized property to install our system.

In May of 1984 we changed our name from Peter Zandron and Associates Ltd. to Resort Systems Inc.

Our systems are installed in British Columbia, Alberta, Ontario, Washington, Oregon, Colorado, California, Arizona, New Mexico and Hawaii. Our software is marketed by dealer/distributors. We have representation in Vancouver, B.C.; Salem, Oregon; San Diego, California; Denver, Colorado; and Honolulu, Hawaii. We plan to expand nationwide and overseas.

## ***Rhodnius Incorporated***

250 Bloor St. E., #1205  
Toronto, Ont.  
Canada M4W 1E6  
(416) 922-1743  
Telex: 06-218536

**Contact:** Doran R. Foeller,  
Marketing Representative  
Penny McCormick,  
Senior Marketing Representative

Rhodnius Incorporated develops, markets and supports a line of sophisticated software tools in selected markets around the world.

Formed in 1979 and headquartered in Toronto, Rhodnius has earned a position as one of the leading database systems suppliers to the UNIX marketplace. The company has enjoyed steady growth far in excess of the industry average, and has been consistently profitable.

Rhodnius markets its products both directly to end users and through OEMs, such as

Intel, world-wide. As our reputation has grown, major software developers such as Boeing Computer Services and Auto-Trol have made commitments to our products as key development vehicles.

With over 1,500 licences shipped by mid-1985, our customers include the United States Department of Defense, and major corporations around the world such as John Deere and Westinghouse in the United States, British Telecom in the United Kingdom, and E.L.F. in France.





### ***Phillip J. Richardson & Associates***

11 King Street West, Suite 1700  
Toronto, Ont.  
Canada M5H 1A3  
(416) 283-2362

**Contact:** Phillip J. Richardson  
Eleanor Richardson  
Laura Stanton

Phillip J. Richardson & Associates offers a fully integrated and complete accounting and management information system, designed for use by real estate developers and managers in the operation of commercial properties such as shopping centres, office buildings and industrial projects.

Our product, "Profit Edge", is currently sold in Canada and the United States through our own sales force and selected retail dealers.

### ***RMS Industrial Controls Inc.***

1100 Lansdowne Street  
Port Coquitlam, B.C.  
Canada V3B 5E2  
(604) 464-2315  
Telex: 04-353612

**Contact:** Peter Boorman,  
Vice President, Marketing

RMS Industrial Controls Inc. is a Canadian company in the business of designing, manufacturing, and marketing high technology products primarily related to the transmission of data and voice over radio for the transportation, petroleum, and other industries.

To support this activity, RMS maintains an R & D facility in Mississauga, Ontario, for development of RF technology, mostly in UHF. R & D software applications are

performed in Vancouver on 8 and 16 bit processors, based on Intel and Siemens Eurocard Systems.

Products manufactured in Vancouver include an RS232 radio modem for telemetry (alarm and control systems), telemetry systems for submersibles, radio controls for cranes, transit automatic vehicle location and monitoring systems, light rapid transit radio communications systems, and mobile data packages.

### ***Rydex Industries Corporation***

6851 E. Elmbridge Way  
Richmond, B.C.  
Canada V7C 4N1  
(604) 278-6772

**Contact:** Dan Stenecker, President  
Brian Brooking,  
Vice President, Marketing

Rydex Industries Corp. manufactures software and communications products for the IBM System/34/36/38 line of computers. Our current products includes Telex interfaces, protocol converters, network interfaces, voice telephone access, packet networks, message systems and general accounting software. We sell complete turnkey computer systems, enhancement products for existing systems and custom-developed applications. We also develop products for other organizations

requiring specialized products or improvements to their own product line, relating to the IBM System/34/36/38, IBM PC or communications.

We are looking for organizations which could market our products outside of Canada, or organizations wishing products developed or wishing to enter into joint development. Financial investors who wish to enter into joint ventures, silently or actively, are also of interest to us.



## ***Saturn Disq Inc.***

4800 Hickmore Ave.  
Montreal, P.Q.  
Canada H4T 1K2  
(514) 738-4880

**Contact:** Collin Cole, Vice President, Marketing

Saturn Disq Inc. was incorporated in 1983 and started manufacturing its high quality diskette products in 1984.

The use of only the highest grade raw materials and very demanding quality control procedures results in the Saturn Diskette being one of the highest quality products offered in North America. A high degree of automation on state-of-the-art equipment with a finely-tuned process also help to make this claim possible.

After establishing a very strong position in the corporate environment within Canada, along with a solid OEM base, Saturn is now looking to increase its export distribution channels.

Saturn also offers a comprehensive software reproduction and packaging service; joint ventures in this area offshore would be given serious consideration.

## ***Schemacode International Inc.***

89 Glenbrooke  
Dollard Des-Ormeaux, P.Q.  
Canada H9A 2L7  
(514) 683-8693  
Telex: 524146

**Contact:** Dr. Pierre N. Robillard  
Jean-Bernard Trouve  
Alain Grenier

Schemacode International specializes in software engineering, designing and developing software tools for the design and maintenance of software.

Schemacode is a software tool that automatically generates code in most standard programming languages and some fourth generation languages. The schematic pseudocode combines schemas and narrative notations in a systematic but easy-to-understand way. The method is applicable to any sized program in almost any language.

Our client market sectors include education and training, governments, military, professionals and consultants, utilities and software consulting firms.

Some 50 per cent of our sales revenues is derived from exports to Western Europe, the United States and Africa. In North America, Schemacode International assures its own marketing; in Western Europe, marketing is carried out by Creative Daten Systeme GmbH of Munich, West Germany.

## ***Scientific Software-Intercomp***

1100, 603 Seventh Avenue S.W.  
Calgary, Alta.  
Canada T2P 2T5  
(403) 264-7205  
Telex: 03 824857

**Contact:** Peter Stanton, President  
Geoffrey M. Warren, Technical Products

Scientific Software-Intercomp (SSI) was formed to provide cost-effective solutions for the petroleum industry.

To provide these solutions, SSI has a staff of the industry's leading technical experts — petroleum engineers, geologists, petrophysicists, mathematicians, pipeline engineers, and computer specialists.

With services and software products for exploration, production, reservoir management, reserves engineering, pipeline and facilities simulation, and accounting and land management, SSI provides the petroleum industry with interdisciplinary, full service support.

Scientific Software-Intercomp is a composite of three companies. Scientific Software Corporation and Intercomp

Resource Development and Engineering, Inc. were formed as separate entities in the late 1960s. These companies merged in 1983 to form Scientific Software-Intercomp. To further enhance the company's pipeline and facilities simulation capabilities, in 1984, SSI acquired CRC Bethany International, Inc.

With offices in Denver, Colorado; Houston, Texas; Calgary, Alberta; and London, England, SSI has provided services and software to more than 600 petroleum organizations. Specific solutions have been developed, most involving customized applications, to maximize a project's or system's profitability. This has made SSI's technology and services a productive, cost-effective solution for companies seeking the edge.





### ***Searchware Technologies Corp.***

384 Bank Street, Suite 200  
Ottawa, Ont.  
Canada K2P 1Y4  
(613) 230-4516

**Contact:** Peter Fedirchuk, President

Searchware Technologies has developed a software product that can be termed Computer-Aided-Consulting. The software helps consultants, analysts and computer salespeople who are faced with selecting the best microcomputer software and hardware for the specific needs of small businesses. Deloitte, Haskins and Sells use the software to provide consulting services to small businesses. Computer Innovations, Canada's largest computer retail chain, uses the software as a sales productivity tool.

Searchware has developed a series of industry-specific business information questionnaires which cover every aspect of business. The needs and priorities listed by the client in this questionnaire are considered by Searchware's computerized analysis system and matched against a

database of hundreds of business software packages. The database assesses the capabilities of every package against the present and future needs of the client business in order to determine the best options.

Searchware produces a report listing each hardware and software product required by the client by brand name, noting any shortfalls.

The software and database are easily adaptable to any country or language.

We are particularly interested in distribution in United States and Western Europe through someone who presently services consultants and analysts, for example a publisher of microcomputer software directories.

### ***Seena Consulting Corporation***

56 Sparks Street, Suite 500  
Ottawa, Ont.  
Canada K1P 5A9  
(613) 238-4212  
Telex: 053-4236

**Contact:** Taha Qirbi

Seena Consulting Corporation is a Canadian-owned computer company which has been in business since 1979. With head offices located in Ottawa, the company is active in marketing its products and services through associated offices in Europe and the Middle East.

Seena manufactures and supplies a range of microcomputers from single-user IBM compatible PCs through to multi-user, multi-CPU systems. The Seena MPC system provides simultaneous 8 and 16 Bit processing capacity and supports CPM-80, CPM-86 and MS DOS-based application software.

Seena has also developed a powerful Local Area Network (LAN) based on the ARC-NET technology. This allows the MPC system to be networked with most S-100, PC DOS and MS DOS-based systems.

Seena has recently produced a programmable "Language Converter" (Arabic/English) which is designed to act as an interface between terminals or printers and the host computer.



## ***SED Systems Inc.***

2174 Airport Drive  
Saskatoon, Sask.  
Canada S7K 3P7  
(306) 244-2393  
Telex: 074-2771

**Contact:** Dr. Don Kjosness,  
Vice President, Advanced Engineering  
Alex Curran, President  
Jack Brock, Director, Marketing

SED Systems specializes in systems engineering and manufacturing with primary focus on satellite communications.

In the aerospace sector, SED's product line includes remote sensing, special instrumentation, shuttle and rocket payloads, satellite ground control facilities, satellite systems test equipment and defense electronics and support. Communications products include terminals for voice, data, radio and telephone transmission and reception via satellite, and equipment for reception of T.V. from satellites. SED also manufactures sub-systems and equipment such as satellite and television receivers and monitors, alarm and control systems,

microwave components, and complete stations for reception from earth resources and weather satellites.

Instrumentation and control products for the agriculture sector include tractor, seeder, sprayer, grain loss and combine monitors to supply the farmer with instant information from seeding to harvest, sprayer control systems, storage and bin monitors.

Export sales are currently some 23 per cent of total sales, principally to the United States and South America. South and South East Asia are an important target market.

## ***Service Information Access Inc.***

1440 St. Catherine St. West, Suite 716  
Montreal, P.Q.  
Canada H3G 1S3  
(514) 871-9819

**Contact:** Ross R. Salvo, President

Service Information Access Inc. (SIA), a Canadian-owned and operated company, is an integrated software manufacture and consulting support firm specializing in the IBM mini market, predominantly the IBM 34-36-38, as well as the IBM PC.

SIA began offering financial accounting packages to small businesses in 1980. Since then, it has diversified and now offers complete turnkey and consulting services from hardware and software feasibility

studies to systems implementation, contract programming, software packages, and on-line interactive time-sharing services.

Application packages include a construction management system for the construction industry and a manufacturing planning and control system. These systems may be purchased as integrated modules by IBM System 34 and 36 users, or may be installed as stand-alone modules to serve specific needs.

## ***SHL Systemhouse Inc.***

99 Bank Street, 3rd Floor  
Ottawa, Ont.  
Canada K1P 6B9  
(613) 236-9734  
Telex: 053-4305

**Contact:** Peter A. Sandiford, President

Since its formation in 1974, SHL Systemhouse Inc. (formerly Systemhouse Ltd.) has had one central goal — making computer technology serve users. The past 10 years have seen SHL Systemhouse grow to become one of the leading systems consulting, development, and integration companies in North America.

SHL Systemhouse selects and configures the most appropriate solution and assumes prime responsibility for delivery and, in

some cases, operation of all the system components. Its clients are typically large corporations and government agencies with prior experience in computer systems.

SHL Systemhouse has offices located in Ottawa, Halifax, Montreal, Toronto, Winnipeg, Regina, Edmonton, Vancouver, Washington, D.C., Chicago and San Francisco.

## ***Sierra Software Systems Inc.***

1177 West Hastings St.  
Vancouver, B.C.  
Canada V6E 2K3  
(604) 682-0994

**Contact:** G.R. Gisel, President

Sierra Software Systems, Inc. develops and markets application products for the educational industry. Our major product, known as the Student Administration System, provides support for all normal tasks associated with school administration. These include student demographic records, attendance information, grade reporting and scheduling. The system can be easily tailored to the needs of individual schools through the use of parameter tables. The firm's second product, known as the Application Development Environment, is a set of fourth generation tools which simplify the building of customized computer systems.

Both products operate on Digital Equipment Corporation VAX and MicroVAX computers under the VMS operating system.

Our products are now sold in Canada and the United States. We welcome locally-based partners in other target markets such as Europe and Australia.

Corporate headquarters are located in Vancouver, British Columbia, where the firm's parent was founded in 1966. The total corporate staff exceeds 130 members, most of whom are either managerial or professional. The company is 100 per cent employee owned.





### ***Simtech Consulting Services Ltd.***

205-5th Ave. S.W., #2005 Bow Valley Sq.  
Calgary, Alta.  
Canada T2P 2V7  
(403) 262-4885  
Telex: 03826675

**Contact:** Dr. A. Seittari, President  
P.J. Puchyr, Vice President

Formed in 1982, Simtech Consulting Services Ltd. provides advanced simulation software, contract research and development services, and application consulting services to the petroleum industry.

The FRACANAL system of software programs is used to design, evaluate and forecast the performance of hydraulic fracture stimulation treatments. The PORES Black-Oil Simulation system and the MULTIKIT system for compositional reservoir simulation are advanced tools provided and supported by Simtech. In addition to these petroleum industry services, the company offers MAINLINE,

its source code management system, to software researchers and developers.

Simtech provides specific contract research and development services in the areas of petroleum simulation, graphics, computer system utilization and program maintenance and management. Petroleum reservoir consulting services, including the application of the company's proprietary products to specific reservoirs, fields or wells, are also provided.

Based in Calgary, Alberta, Simtech supports and services clients around the world.

### ***Simware Inc.***

14 Concourse Gate  
Nepean, Ont.  
Canada K2E 7S6  
(613) 727-1779  
Telex: 053-4130

**Contact:** Laura M. Benedict

Simware Inc. is a Canadian company which specializes in the development and support of communications software. The company is three and a half years old and has over 400 installations across North America and Western Europe. To date, Simware Inc. has developed three products.

SIM3278 is software which allows the user to connect inexpensive ASCII terminals to mainframes. Offering more than just protocol conversion, SIM3278 supports more than 50 different terminals and requires no hardware or software modifications.

SIM3278/PC, together with SIM3278, gives IBM PCs and compatibles complete 3278 emulation, error-free file transfer, and an intelligent command processor.

SIM/PASSTHRU smoothly integrates SNA terminals into a VM system. With no complex system modifications, SIM/PASSTHRU provides a cost effective gateway that will save upwards of 60 per cent on networking costs.



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## ***Softkey Software Products Inc.***

260 Richmond St. W., Suite 404  
Toronto, Ont.  
Canada M5V 1W5  
(416) 598-5003

**Contact:** Gary Babcock, Vice President, Marketing

Softkey Software Products was founded in 1983 with a mandate to develop and market microcomputer software for business, scientific and educational applications.

Softkey's first product, KeyChart, a presentation graphics package, has become the number one "bundled" (ie. the package is included with the sale of a hardware item) graphics package in North America. Companies such as Epson, Sharp, Quadram, Roland, Facit, and Western Graphtec have all bundled KeyChart with their graphic peripherals. One of KeyChart's unique features is its on-screen preview editing capability, that allows users to "customize" their graphics visually.

Softkey's other products include: KeyMailer and KeyLibrarian, KeyMailer is a mailing list database and report manager, enabling the user to keep track of publication, journal and magazine articles pertaining to their field of endeavour. KeyLibrarian also automatically generates bibliographies that can be merged with word processing programs and customized for the individual publication.

Softkey is interested in finding distributors for its products outside of North America and the U.K. Our software is available only in English, however, it will be translated upon receipt of a major order.

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## ***Software Channels Inc.***

212 King Street West  
Toronto, Ont.  
Canada M5H 1K5  
(416) 591-9131

**Contact:** Andrew F. Skerlec

Software Channels Inc., a subsidiary of Graham Software Corporation, was founded in 1983 for the purpose of publishing personal computing software. This involves the manufacture, marketing and distribution of packaged software on a world-wide basis.

Current product offerings include:

- ALICE: The Personal Pascal
- SCI//LASERplus
- SCI//WRITERplus

Product distribution is currently established in the United States and we are interested in expanding into the rest of the overseas market. Our immediate priority is Europe and the Pacific Rim.

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## ***Software Research Corporation***

3939 Quadra St  
Victoria, B.C.  
Canada V8X 1J5  
(604) 727-3744

**Contact:** Bill Tenant, President  
Diane Anderson, Product Information

Software Research Corporation specializes in the design and development of computerized speech products and career counselling software. Working closely with universities, schools and hospitals, the company has established pilot sites in a number of countries and currently is concentrating on building its exports.

MICRO SPEECH LAB — a unique hardware/software package for a desk-top computer — is used by researchers in the areas of speech pathology, phonetics, psychology, anthropology, bio-acoustics and genetics and is being further enhanced to meet the needs of cardiac monitoring.

VISIBLE SPEECH AID is a vocalization trainer for the speech impaired. Originally

developed for profoundly deaf children, it is also in use with stroke patients and people with a wide range of voicing impediments. The program is the recipient of a national award.

PC DIRECTIONS, another award winning program, is a comprehensive, interactive career counselling package, which works through occupations, educational opportunities and financial aid. PCD has recently been modified for world-wide distribution.

All SRC products are developed in conjunction with users.



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## ***Softwords/Press Porcepic Ltd.***

#235-560 Johnson Street  
Victoria, B.C.  
Canada V8W 3C6  
(604) 381-5502

**Contact:** Ellen Godfrey, President

Softwords, a division of Press Porcepic Ltd., is a B.C. software development company specializing in computer-assisted learning systems. The company's major activity is the development of software tools and facilities for computer-assisted learning and computer-based training. The most significant of these tools is the NATAL Computer Assisted Learning language, an authoring language specifically designed for producing CAL and CBT. The company also provides consulting, course development services and courseware products.

Softwords' NATAL is authorized by Canada Patent and Development Limited, and is fully portable to all target machines. In addition to NATAL, Softwords provides graphics tools, related software, course templates, and instructional design methodologies. These products are marketed to government,

industrial and educational institutions, as well as to OEMs and courseware developers. Softwords is currently involved in export initiatives to the United States, Colombia, China, Japan and the Gulf States.

Softwords has developed hundreds of hours of courseware for use in both the educational environment and the training environment. It is active in advanced R&D, in courseware development, as well as in expert systems and artificial intelligence. Courseware developed by Softwords is in use in industry, government and schools in Canada and abroad.

The parent company, Press Porcepic, was incorporated in 1973. It has published over 80 books and is now also involved in on-line and technical publishing.

Softwords has a branch office and demonstration centre in Toronto.

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## ***Spectra Computer Services Ltd.***

363 Broadway, Suite 1510  
Winnipeg, Man.  
Canada R3C 3N9  
(204) 943-3537

**Contact:** Del Dunford, President  
Garry Russell,  
Marketing Representative (Winnipeg)  
Dennis Rudy,  
Branch Manager (Toronto)

Spectra Computer Services Limited, was formed in 1979 to promote professional support services for the first-time business user of minicomputers. Working primarily on the IBM minicomputer series, Spectra developed many packaged products which were re-sold in Canada through affiliated agents and directly by Spectra staff.

IBM, in July of 1983, approved Spectra as an authorized IBM dealer (VAD — Value Added Dealer). This allows Spectra to deal directly with IBM as a manufacturer and to offer a more complete solution to the business community by incorporating its software with IBM hardware and software services.

Spectra's experience on the more sophisticated minicomputers, when applied to micro technology produces

quality products, unsurpassed in functional capability for the business sector.

Having the combined in-house staff skills and hardware support facilities necessary to develop and market mini and micro products will allow Spectra to continue its strong growth in business computer systems, in Canada and the international market.

With the entry of IBM into the micro-computer market, Spectra has developed an industry-specialized application for property management, the Property Master, on the IBM personal computer family.

The Property Master is now installed in the offices of more than 200 end users in Canada and the United States and continues to grow in market acceptance.

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## ***Spectrix Microsystems Inc.***

431 Alden Road, #10  
Markham, Ont.  
Canada L3R 4N4  
(416) 474-1955

**Contact:** Paul Knechtel, Vice President, Marketing

Spectrix Microsystems Inc. is a Canadian manufacturer of multi-user, multi-tasking computer systems. Industry standard components such as the Motorola MC68000/68020 processors and the UNIX/XENIX operating system produce systems of exceptional performance and flexibility. Memory expansion capabilities range from 256Kb to 2Mb and disk expansion to gigabytes.

The ability to run a wide variety of software packages has helped make Spectrix a leader in the office automation field.

Spectrix is a leading hardware supplier to the Canadian Government and to major businesses across North America.

The Spectrix developed SPX Basic 3 interpreter allows a wide variety of Wang software to run on the Spectrix system under the UNIX/XENIX operating system. Existing Wang vendors and users can now expand and upgrade to Spectrix systems which offer more current hardware architecture.

Through an SNA interface, Spectrix systems are able to communicate in the IBM environment.

Singapore, Panama and the U.K. are among our international installations. We are now looking to expand into Australia, The People's Republic of China and Germany.



## ***SR Telpos Inc.***

8150 Trans-Canada Hwy.  
St. Laurent, P.Q.  
Canada H4S 1M5  
(514) 335-1210  
Telex: 05-824919

**Contact:** Jim Johnson, General Enquiries  
James Britton, Product Information

SR Telpos Inc. was incorporated in 1983 as a joint venture enjoining SR Telecom Inc. and James Britton, who operated a consulting practice which had developed a multi-task PAD for use on Bell Canada's Datapac X.25 packet switching network. The company now supplies hardware and software applications which will link remote terminals and point-of-sale devices, and interface to a host computer over data communications networks.

SR Telpos Inc. presently employs seven persons, all engaged in the application programming area. The company has at its disposal, through its relationship with SR Telecom Inc., an 86,000 sq. ft. plant employing over 200 persons, complete with CAD/CAM and an engineering staff. All hardware is manufactured by SR Telecom Inc.

Our primary markets are the retail point-of-sale market, the financial data market, and gateway communications applications for allowing different devices to communicate with a host.

SR Telpos' products are sold through systems houses in Canada and we are recruiting potential distributors for Canada.

We are looking for competent distributors in the United States and are also anxious to recruit distributors in Europe, Asia, Africa, and the southern hemisphere.

Our software and literature is available in English only but it will be translated into French in the near future; we would expect that any potential distributor would be ready to translate and have the necessary literature printed in the local language.

## ***St. Clair Videotex Design Inc.***

40 St. Clair Ave. W., 8th Floor  
Toronto, Ont.  
Canada M4V 1M6  
(416) 961-8707

**Contact:** Barbara Nelson,  
Vice President, Marketing

St. Clair works with a number of multi-national clients to deliver interactive information services. We specialize in easy-to-access formats to deliver computer-based information retrieval and transactional capabilities to users who are not computer literate.

Products include micro and mini-based packages with optional ASCII, NAPLPS, videodisc, hard copy and custom software components. St. Clair will install and operate turnkey projects, or structure, design and produce interactive content for the client's hardware. The company is independent of any hardware manufacturer or product line.

Recent projects include a number of public access systems for tourism promotion in

the U.S. and Canada, site installations for financial products merchandising in the U.S. and for pavilions and tourist attractions in Canada, medical information systems for conferences and symposia in Europe and Japan, and trade show and exhibit programs in a number of countries. St. Clair also consults to a number of system operators on database structuring, system start-up and operation, research and measurement techniques as well as designing content for a number of major marketers.

The company can be accessed in Canada or through associates in Europe and the U.S.

## ***Star Software Solutions Inc.***

21 Progress Court, #15  
Scarborough, Ont.  
Canada M1G 3V4  
(416) 439-9472

**Contact:** James Courtts, Marketing Manager

Star Software Solutions Inc. recently acquired a majority of the privately held shares of Centurion Computer Corporation and released several new software and hardware solutions for the graphic arts industry.

Star will continue to market and enhance Centurion's multi-user PRIMIS (Printers and Related Industries Management Information System) software, a fully-integrated set of modules which address job estimating, costing, work in progress, scheduling, inventory and production control, sales analysis and accounting automation requirements for sheet and web oriented printers.

Star also has announced new estimating software. EstiMate III will run in a stand-alone mode on IBM PC or equivalent systems, and will also communicate

estimating data to mainframe systems such as Centurion, Data General and IBM so as to act as a front-end estimating processor.

Star will be directly marketing its new automated Plant Floor Data Collection system which can operate in a stand-alone mode and produce up to 15,000 user-defined reports regarding work-in-progress, production details and costing data in a real-time environment, and is IBM PC compatible. As part of a totally-integrated automation solution, Star's Data Collection system can operate as a front-end to Centurion's PRIMIS system, updating the PRIMIS database on a real-time basis and providing a set of reports which take into consideration all facets of the operation including estimated vs. actual cost comparisons, projected billings, production priorities and late jobs.





### ***Strawberry Hill Knowledge Software Inc.***

202-11961-88th Avenue  
Delta, B.C.  
Canada V4C 3C9  
(604) 594-5947

**Contact:** Grace Fraser, President  
Bill Pekonen, Treasurer

Strawberry Hill Knowledge Software Inc. is one of the few Canadian firms designing and publishing educational software to be used by young children who do not read or understand the English language. The programs can also be used to teach English words as a second language.

The proprietary programs which include Surrounding Patterns, Peter's Growing Patterns and What's Next are designed by experienced educators to teach techniques using the special advantages offered by a computer over other methods.

Important universal patterning concepts are taught on several of the programs.

The unique open-ended U-Design-It feature can be used to create billions of combinations while still maintaining user interest.

Strawberry Hill Knowledge Software is a small company researching and developing educational software for young children. However, other uses have been found. One of the programs (Surrounding Patterns) has been used within Canada and the United States for cognitive rehabilitation of head-injured adults.

The company is seeking licence arrangements in other countries and welcomes inquiries.

### ***STS Systems Ltd.***

9577 Cote de Liesse  
Dorval, P.Q.  
Canada H9P 1A3  
(514) 631-7291

**Contact:** Howard C. Stotland, President  
Stan Zack, Software Product Manager

STS is a supplier of minicomputers to the retail fashion and petroleum industries.

Retail software includes: Merchandising analysis and planning, warehouse management, purchase order management, point-of-sale polling, and an integrated retail method of accounting. Users are able to increase inventory turns, control open-to-buy and markdowns, clear merchandise better, react more quickly to fast and slow sellers, and reduce clerical costs.

Petroleum applications include: Delivery, dispatching credit management, burner service, wholesale distribution, gas station, accounting, credit card accounting, and liquid inventory control. Both retail and petroleum software can be integrated with complete accounts receivable, accounts payable and general ledger software.



## ***P.M. Sulcs & Associates***

#201-4240 Manor Street  
Burnaby, B.C.  
Canada V5G 3X5  
(604) 437-4494

**Contact:** Peter Newell,  
Sales and Marketing Manager

P.M. Sulcs was founded in 1977 as data processing consultants and software manufacturers. P.M. Sulcs has specialized in providing financial management solutions for the wholesale and retail distribution industry. One speciality with 5 installations is our route distribution system for dairies, bakeries and meat distributors. Another speciality with 10 installations is for automotive or truck units, parts and service, including material control, job costing and a national importation and warranty system.

Other areas of specialization are a professional time and billing system for

lawyers, accountants, engineers and other professionals. The system for lawyers tracks time and fees, corporate records databases, docketing and a litigation support database.

The Zero Base Budgeting system can be used for Government Departments in branches and regions to collect budgeting data by priority, benefit and project for standard objects of expenditure (STOBs). The system runs on both micros and minis so that regional budgets can be rolled up into a full department budget.

Our software is available only in English.

## ***Switchcom Manufacturing Inc.***

10 Amber St., Suite 100  
Markham, Ont.  
Canada L3R 3A2  
(416) 475-0296  
Telex: 06-986264

**Contact:** Jose Gonzalez, General Manager

Switchcom Manufacturing Inc. was incorporated in May 1982, in Markham, Ontario. Switchcom covers the spectrum of modem requirements with high quality state-of-the-art technology.

The principals of Switchcom were convinced that a 300/1200 Baud 212A modem would find a ready market, because of the proliferation of personal computers in executive offices and their growing use in government and business worlds, and developed the Canadiana 212A. The next product introduced was the 212AH which is Hayes compatible. The 212AH/PC, in card form for the PC world, and the Switchlock have also been introduced.

The Switchlock has such security options as the ability to remember the phone number of the caller and to call back to ensure the right person is using the system. The password is in memory and many other options are available.

The 224A is also available to satisfy Switchcom's customer base for 2400 Baud speed.

Switchcom is interested in expanding its markets and would be pleased to discuss technology licensing with potential co-venturists in Europe, South America and Asia.

## ***Sydney Development Corp.***

1385 West 8th Avenue, Suite 600  
Vancouver, B.C.  
Canada V6H 3V9  
(604) 734-8822  
Telex: 04-54357

**Contact:** T.A. Haski, Vice President, Research  
S. Smith, Director of Marketing

Sydney is an international computer software company specializing in the development, marketing and support of software products for business and industry. Founded in 1978, Sydney has more than 200 employees world-wide, and major development centres in Vancouver, Canada and Litchfield, England.

Our portfolio includes a substantial and varied software line of mainframe, mini and microcomputer products developed by our own team of software engineers. The majority of our software products run on IBM and IBM compatible computers. We also offer software development services to large corporations, including computer hardware manufacturers. Our customers include IBM, AT&T, Olivetti, Siemens and Data General.

Sydney Development Corporation is a public company, with headquarters in

Vancouver, British Columbia, Canada. A U.S. subsidiary, Sydney Dataproducts, Inc. is based in Los Angeles; Sydney Limited in the U.K. has offices in London, Birmingham, Nottingham and Litchfield.

Products include:  
Library Systems  
Real Estate Office Systems  
Real Estate Analysis Systems  
Investment Management Systems  
Communications Software for End Users (x.400)  
Communications Software for OEMs (X.400 & X.25)  
Factory Monitoring and Control System  
Specialized Accounting Systems  
Oil and Gas Accounting Systems  
Value Added Services  
Sydney People Support/Consulting





### **Synerlogic Inc.**

635 Eighth Ave. S.W., Suite 1300  
Calgary, Alta.  
Canada T2P 3M3  
(403) 237-6500

**Contact:** Kenneth F. Tongue, President

Synerlogic Inc. was founded in 1975 to provide information systems consulting and software development services to industry, government and educational institutions. Sales have increased to \$13 million annually, of which 5 per cent represents export sales. The company now has 250 employees at branches located across Canada from Halifax to Vancouver. Synerlogic recently diversified into software products, including those for productivity, computer-based training, and hotel resort systems.

We are seeking to expand our export markets now concentrated in the U.S. and Western Europe.

Our software is generally available only in English. However, our productivity tool, ACT/1, has been translated into German, and our Hotel/Resort Systems software is available in French. Other translation arrangements could be made upon receipt of a major order.

### **Syntax Systems Limited**

2405 Route Transcanadienne  
St. Laurent, P.Q.  
Canada H4T 1T3  
(514) 333-8180

**Contact:** Raymond Malette

Syntax Systems Limited, an authorized IBM Value Added Dealer (VAD) and Remarketer (VAR), was formed in 1972 as a custom software house. It has since grown into a total-service organization supplying business software, computer systems and support to hundreds of companies.

With offices in Montreal and Toronto, Syntax provides IBM hardware, systems design, packaged software, program development and implementation, system and user documentation, training and client support.

Our distribution management, manufacturing, apparel and financial software for the IBM System/36 has set industry standards for performance, flexibility, sophistication and ease of use.

Syntax Software clients include: AES Data Inc.; Alcan; Atlantic Building Materials; Classy Formal Wear Inc.; Dismat Inc.; Esprit de Corp (1980) Inc.; J&P Coats (Canada).; New Balance Athletic Shoe; Sol Heitner & Sons Inc.; United Auto Parts Inc.; Van Raalte of Canada Ltd.; and Zellers Inc.



## **Sysdoc International Inc.**

41 Britain Street, Suite 300  
Toronto, Ont.  
Canada M5A 1R7  
(416) 362-8477

**Contact:** Mark McAlister, General Enquiries

Sysdoc International was started in 1976, one of the first firms in Canada to specialize solely in documentation. In March, 1980 Sysdoc International Inc. was incorporated because of the increased demand for documentation services.

Our services now include not only contract writing, but design and evaluation of software documents and packaging, training and design and script writing for educational and sales videos related to the software industry. Our primary markets are software developers, and corporate users of software, developed either in-house or by outside developers. We prepare the product manuals, both technical and user-oriented, and we prepare the procedures and policies connected with the use of software in managing large corporations and government agencies.

Our principal clients have included: Northern Telecom, the federal Department of National Defence, Crowntek Technologies Inc., Chubb Security Systems, Sperry Management Systems, and the National Arts Centre.

Our documents have been used throughout Canada and the United States and we are seeking to expand our markets primarily within the United States, where, although there are several companies of our size specializing in documentation, there are few with as many creative ideas as we have had, and fewer dedicated to creative solutions to documentation problems.

We write in English, although we are well connected with writers who do not simply translate, but re-write in other languages.

## **Targa Electronics Systems Inc.**

3101 Hawthorne Road  
Ottawa, Ont.  
Canada K1G 3H9  
(613) 731-9941  
Telex: 053-3351

**Contact:** Peter Fillmore,  
Director of Marketing  
Gavin McLintock, President

Targa Electronics Systems Inc. is a leading manufacturer of bubble memory systems designed to operate in harsh industrial environments. The product line consists of a series of solid state, non-volatile cartridge memory systems for land, field, factory, marine and airborne data storage, and program load applications — situations where traditional computer memory systems cannot be relied upon.

Targa engineers understand the problems associated with operating computers in harsh environments. They have developed ruggedized bubble memory products to solve virtually all these problems. Targa's bubble memory systems operate without mechanical

motion and demonstrate permanent data integrity even when disconnected from the power source. As a result, they have superior ruggedness and are more reliable than either tape recorders or disk drives.

Targa's first entry into the field of rugged data storage technology was in the area of hydrographic surveying. Since then, the company has supplied rugged data systems for such applications as offshore oil rigging in the North Sea, automotive manufacturing in the nation's automobile capital, and aerospace industry uses in California. Several military applications have also turned to Targa's bubble memory for its reliability and data security.

## **TCP Business Systems**

233 Carlaw Ave.  
Toronto, Ont.  
Canada M4M 2E9  
(416) 465-2493  
Telex: 06-22634

**Contact:** Murray J. Desnoyer, President  
Bruce W. Douglas,  
Software Marketing Manager

TCP Business Systems specializes in project management, job costing and accounting software developed for a wide variety of project-oriented users.

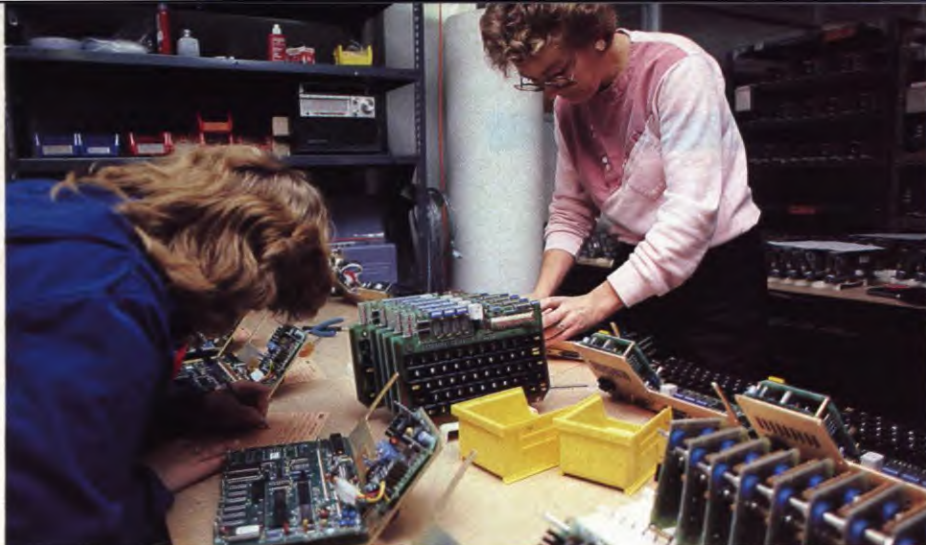
TCP began developing general purpose, multi-user accounting software in 1977. Through working with architects, contractors and custom manufactures, TCP began to develop specialized job costing and project management modules for their accounting package.

The result is a field proven, fully integrated, multi-user, multi-project software tool that provides for activity

planning, scheduling, estimating, resource allocation, critical path analysis, time sheet entry, inventory, billing, purchasing, job costing, payroll, accounts receivable, accounts payable, general ledger and consolidated multi-division financial statements.

TCP's software packages are modular and can be tailored to meet the needs of project-oriented users, from steel fabricators to government agencies, and can be adapted to operate on multi-user mini and mainframe computers.





### ***Teal Communications Inc.***

126 East 15th Street, Suite 204  
North Vancouver, B.C.  
Canada V7L 2P9  
(604) 984-4411

**Contact:** John Cribb, President  
Sandra Blundon, Vice President

Teal Communications Inc. designs and markets communications software for IBM and compatible personal computers, for both the retail and OEM markets.

With the AROUND® family of products, the electronic mail user can be on-line quickly and easily, with extensive help, and built-in access procedures to popular services and networks. An integrated text editor and automatic sending and collection

of messages and files enhance the capabilities of a commercial electronic mail service.

The systems implementor can use the powerful control language to set up a custom system for branch offices or for support staff. A special protocol allows the sending and accurate reception of non-standard files.

### ***Tech 5 Ltd.***

106 Schneider Rd.  
Kanata, Ont.  
Canada K2K 1Y2  
(613) 592-3335  
Telex: 053-4757

**Contact:** R. Lightfoot,  
International Marketing

Tech 5 is a Canadian corporation serving the telephone, computer, and electronic industries for the last ten years. As the name indicates, the company specializes in five areas:

- cable assembly
- flat ribbon cable technology
- semi-automatic and automatic wirewrap
- back panel technology
- manufacturing of complete units

The company uses qualified professionals and modern equipment to provide quality at competitive prices.

Tech 5 manufactures to industry standards, including RS-232, parallel interface standards, IEEE 488, and standard telephone pairs or coaxial cables. Manufacturing is done to customer specifications.

The company's facilities are approved by the Canadian Standards Association, the Underwriters Laboratories, and by the military.

A large in-plant inventory ensures fast delivery times. Tech 5 guarantees quality, service, and satisfaction.

### ***Technogram Inc.***

94 Rue Jacques Cartier Est  
Chicoutimi, P.Q.  
Canada G7H 1Y3  
(418) 696-2164

**Contact:** Marthe Simard

Technogram Inc. is a young company specializing in the development and marketing of educational language learning software systems in French and in English as first and second languages.

All Technogram products are the creations of experienced language learning and educational technology specialists backed by a team of marketing and training personnel.

Using artificial intelligence techniques, Technogram Inc. developed LILAs, an

interactive French corrective grammar for use in education and business to rapidly correct grammar difficulties in written French.

Technogram Inc.'s software is easy to use and portable, running on all MS DOS and UNIX microcomputer operating systems.

In addition, Technogram offers a complete user support and training program as well as consultative services to the educational and industrial communities.



## **Teklogix Inc.**

1331 Crestlawn Drive  
Mississauga, Ont.  
Canada L4W 2P9  
(416) 625-5673  
Telex: 06-960192

**Contact:** D.H. Lundy, Sales

Teklogix Inc. was incorporated in 1967 in Mississauga, Ontario, to design and implement minicomputer systems and related process control hardware for industrial applications.

Teklogix produces special systems to meet specific requirements. These range from the design and production of small microprocessor systems to large, multi-processor computer systems. The company will design from a broad statement of requirements or execute an externally specified design to produce an integrated turnkey system.

Teklogix also manufactures and distributes the unique TEKSCAN Radio-Linked Data Communication System. The TEKSCAN System utilizes a combination of two proven technologies (radio and digital electronics) to provide on-line, interactive control of material movement with free-roaming vehicles and personnel. The TEKSCAN product line includes mobile "vehicle-mounted" terminals, portable "hand-held" terminals and data

link remotes. Unique system options include contact and non-contact bar code readers, alphanumeric printers, bar code printers, special display screens, and special interfaces to other equipment (e.g. electronic scales and vehicle positioning systems).

TEKSCAN terminals allow receiving, storage, retrieval, order picking and other instructions to be transmitted to free-roaming vehicles and personnel. As each task is completed by the operators, appropriate information is transmitted from the terminals to the host computer for an immediate records update.

TEKSCAN terminals are used extensively in U.S. material handling applications and we are expanding our markets into Europe and the Orient.

Our clients includes Alcan Canada Products, Boeing Aircraft, Caterpillar Tractor, Digital Equipment (Ireland and Phoenix, Arizona), General Motors, Pratt and Whitney, Square & Stelco and Whirlpool Corporation.

## **Teknica Resource Development Ltd.**

736 Sixth Ave., S.W., Suite 1100  
Calgary, Alta.  
Canada T2P 3T7  
(403) 269-4386  
Telex: 03-826725

**Contact:** Dennis Mansour,  
Director of Corporate Marketing  
Fran Munoz, Manager, R&D  
Bernie Delorme,  
Manager, Corporate Development

Teknica Resource Development Ltd., incorporated in 1972, is the only Canadian company in its field to have gained international recognition as a source of innovative, high technology seismic signal processing software, services, and expertise. The company is responsible for the original seismic inversion process, SEISLOG® which allows estimation of rock types and porosity from seismic data. A separate division "Basin Evaluation" provides a comprehensive program to assess the

resource potential of a large scale region or prospect. Teknica provides in-house training and technology transfer to less developed countries in their quest for petroleum exploration. In addition, TEKXPRT®, the software development division, provides user-friendly exploration software which the explorationist can operate, with the aid of artificial intelligence systems to manipulate, analyze, and display massive amounts of subsurface data.

## **Telecom Canada**

410 Laurier Avenue West, Room 770  
Ottawa, Ont.  
Canada K1P 6H5  
(613) 560-3030

**Contact:** John Morris,  
Manager, Public Relations

Telecom Canada is a consortium of Canada's nine major telecommunications carriers, and Telesat Canada, the nation's satellite carrier. For over half a century, the member companies of Telecom Canada have co-operated to serve Canada's telecommunications needs. Using the latest in digital switching, fibre optics transmission and satellite links, combined with microwave and cable facilities, Telecom Canada provides customers with nationwide voice, data and image products and services. Telecom Canada operates the world's longest all-digital network, and is a leader in the digital revolution transforming the telecommunications industry.

Telecom Canada's member companies provide three nationwide digital data

networks — Dataroute™, Datapac™ and Datalink™. Dataroute provides dedicated, point-to-point links in 82 areas across Canada.

Telecom Canada also offers a growing variety of intelligent communications services. These include Envoy 100™ electronic messaging and EnvoyPost™, which combines Envoy 100 with the Canada Post Corporation's delivery system. There is also Teletex, an internationally defined protocol that allows word processors and electronic typewriters from different manufacturers to communicate with each other. Telecom Canada also offers iNet 2000™, a service which provides a single point of access to on-line information and other computer-based services.





### ***Telecompute Integrated Systems Inc.***

34 Kelfield Street  
Rexdale, Ont.  
Canada M9W 5A2  
(416) 241-3511

**Contact:** Chand M. Mehta, President  
Hitesh Shah, Director of Marketing  
Suren Mehta,  
Software Product Manager

Founded in 1976, Telecompute Integrated Systems Inc. now has annual sales of over six million dollars and exports to the Middle East, United States and Western Europe.

The company designs and produces a library of applications software for investment firms, office automation and small business. Applications include database management file handling and communications network building. Comprehensive software

is available for accounting, financial management, property management, graphics and word processing.

Telecompute would be interested in developing new markets in North Asia and Pacific areas. Enquiries from agents and/or distributors would be welcome.

### ***Teleride Corp. Ltd.***

156 Front St. W., 5th Floor  
Toronto, Ont.  
Canada M5J 2L6  
(416) 596-1940

**Contact:** Ted Bloom, Marketing Manager

Teleride Corporation is committed to providing realistic solutions to the spiralling costs of operating major transit systems. We do this with computer systems designed to maximize operating efficiencies, reduce costs and increase revenues.

Founded in the '70s by Dr. Josef Kates, who pioneered computer applications for all modes of transportation, Teleride continues to develop much needed solutions for today's diverse transportation field, with a sophisticated combination of computer hardware and software, backed up with on-site installation, training, monitoring and service.

Teleride's three primary products are TeleRIDER, which is an automatic telephone information system; TeleDRIVER, which is an automatic vehicle location and control system; and TeleVIEWER, which is a public information display system.

For nearly a decade, Teleride has built an enviable record of successful installations in a growing number of major metropolitan centres throughout North America. Now, Teleride is recognized as a world leader in computer communications systems for transportation.



## ***TIL Systems Limited***

Suite 1100, 60 Yonge Street  
Toronto, Ont.  
Canada M5E 1H5  
(416) 869-1157  
Telex: 06524114

**Contact:** Leslie A. Irwin

Incorporated in 1978, TIL Systems Limited is an independent Canadian company specializing in the research, design and manufacture of communications systems, including computer terminals, interface boards, peripheral equipment and software services for the X.25 telecommunications environment. Sales reached \$9.2 million in the fiscal year ending September 1985, of which 10 per cent represents export sales. Substantial growth is forecast for the coming year. We now have 92 employees in our Canadian operation.

Major products include the XPERT line of multi-emulation terminals enabling up to four different host computers or on-line services to be connected simultaneously on a single packet-switched communication network access, an XPERT PC Card delivering similar capability to IBM PC or compatible personal computers and an XPERT PDX — a powerful multifunctional controller.

TIL Systems Limited dominates the terminal market in Canada's financial industries, with an installed base of nearly 2,000 XPERT terminals in stock brokerage offices and the Toronto Stock Exchange, the Montreal Stock Exchange and the Vancouver Stock Exchange. The company is now delivering systems to a range of other industries, including automotive, petroleum and telecommunications.

Our products are distributed in the United States through Atlantic Research Corporation, in the United Kingdom through Interscan and in Switzerland through Ete-Hager. We are seeking to expand our export markets through Europe, Japan and Southeast Asia and would welcome locally-based partners in our target markets.

## ***Time Terminals of Canada (1984) Inc.***

296 Garry Street  
Winnipeg, Man.  
Canada R3C 1H3  
(204) 947-9500  
Telex: 07-55494

**Contact:** H. Paul Hardy, General Manager

In 1980, Comcheq established Time Terminals to design and manufacture an inexpensive on-line terminal system that would connect to a microcomputer system. The microcomputer would be programmed to collect and report the many kinds of production, performance comparisons, cost and plant management information that Comcheq knew managers needed. At the same time it would provide the payroll information needed to pay the employees.

The system reduced all the old steps down to a simple series of entries on a terminal, the source of immediate, accurate data for the microcomputer.

The Electronic Time Card (ETC) System is a network system of terminals which collect time and attendance plus costing data directly from the employee. This is a low cost, remarkably versatile and productive stand-alone data collection system run on an IBM PC/XT.

## ***Titan Informatique Inc.***

275 St. Jacques, Suite 40  
Montreal, P.Q.  
Canada H2Y 1M9  
(514) 288-9628

**Contact:** Christian Benoit-Gonin,  
General Manager

Titan Informatique was founded in 1980 to manufacture and sell computers and software for small and medium-sized business clients.

We also manufacture an electronic cash register with 512k and 2.5 megabyte capacity. Our software includes an accounting system, billing, investment management and word processing for

central units with points of sale and for head offices with many branch offices.

Systems are available in English and French and are adaptable to other languages.

Titan seeks associates and distributors for exports throughout the world.

## ***Trigild Limited***

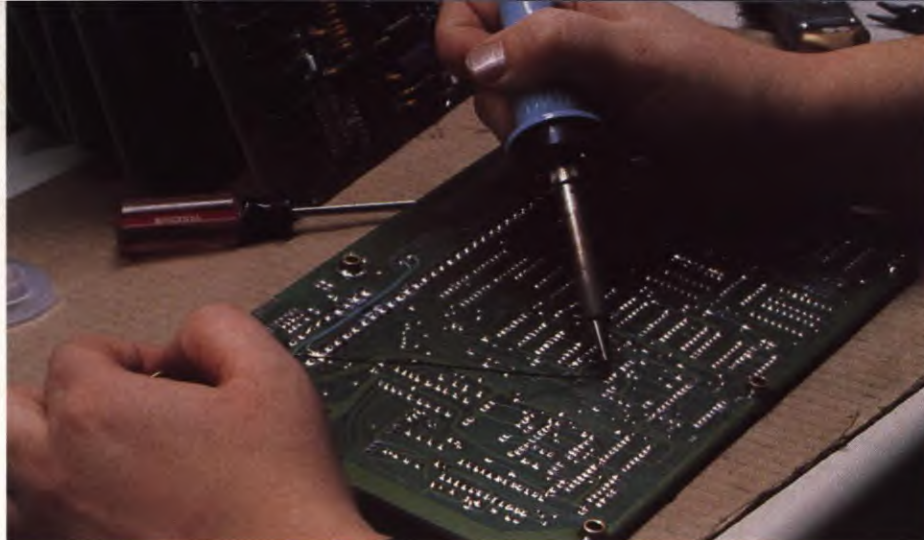
141 Snidercroft Road  
Concord, Ont.  
Canada L4K 2J8  
(416) 738-4383  
Telex: 06-960193

**Contact:** O. Pederson, Vice President

Trigild Limited has been manufacturing and marketing noise reduction enclosures for computer-related printers since 1970. Marketed under the registered trademark Acousticover, Trigild manufactures a complete line of 125 models to suit virtually every printer available on the market today.

Two distinct lines are now available: the First Edition Series, constructed primarily of wood, and the Special Edition Series which utilizes a unique injection-moulded shell. Acousticovers in both lines effectively reduce noise levels up to 90 per cent. Trigild distributes its products exclusively through original equipment manufacturers and distributors.





### **Trionics Technology Ltd.**

1008 Homer Street  
Vancouver, B.C.  
Canada V6B 2X1  
(604) 669-4770

**Contact:** Rob Angus, President  
Richard Murray, Product Information

The objective of this company is to develop, manufacture and market an economic, automatic charge-card system for installation in remote or unsupervised locations. The primary features of this system:

1. ability to accept the several major credit cards,
2. ability to handle small dollar value transactions economically.

Purchasers of this system will be owners or operators of facilities that require costly staffing or 'honor' systems to collect 'small ticket' revenues. Another potential market is businesses that experience large sales surges during short periods, where an automatic device could reduce the staff workload during these peaks.

Since the individual transaction size can be relatively small (\$1.00 and up) there are a number of potential applications:

- parking lots, attended and unattended
- movie theatres
- ski area day ticket sales
- public transit, trains
- taxis
- special events admission

The Trionics system opens up services previously impractical for charge cards. The consumer is offered more convenience and flexibility, the operator improves his sales and reduces costs, and the card company increases its transaction volume, and therefore revenue, with a negligible cost increase.

### **TVOntario**

Box 200 Station Q 2180 Yonge Street  
Toronto, Ont.  
Canada M4T 2T1  
(416) 484-2613  
Telex: 0623547

**Contact:** Melanie Beaumont  
Angie Heydon  
Jim Roser

TVOntario produces NAPLPS frame creation software which quickly and easily produces superior colour graphics.

Products include:

- Createx C-versions for MS DOS and TR-11 operating systems, up to 262,000 colours (including 'transparent' for video), animation with blinks, colour maps, fields, etc., and full text capabilities with easy editing.

- Createx Plus for the MS DOS operating system, featuring low, medium, and high resolution, ability to compress and edit virtually any NAPLPS file, and ability to set palette size of 64 to 16.8 million colours.

TVOntario currently exports to the United States and Western Europe and would like to expand its markets to the Middle East, North Asia and the Pacific.

### **29 Variables Ltd.**

707-2725 Melfa Ltd. Road  
Vancouver, B.C.  
Canada V6T 1N4  
(604) 222-4136

**Contact:** Gary Hamill

29 Variables Ltd. was incorporated in 1982 for the purpose of researching, developing and marketing prospect evaluation software for the oil and gas mining industries.

The company is also presently engaged in nuclear magnetic resonance spectroscopy research aimed at developing improved mineral assaying, modelling and forecasting applications software. Marketing to date has been directed at geologists and

geophysicists. However, our products and services appeal to anyone involved in decision making in mineral exploration.

To date, 29 Variables Ltd. has marketed and distributed its own products but we would welcome locally-based partners in export markets. Our software is available in English only; however, it will be translated upon receipt of a major order.



## **Tycor Electronic Products (1983) Ltd.**

2175 Sheppard Ave. E., #114  
Willowdale, Ont.  
Canada M2J 1W8  
(416) 496-0406

**Contact:** Ian Cook, Vice President, Marketing

Tycor Electronic Products Ltd., through trade shows, advertising, public awareness programs, education programs and continued customer support, has established world-wide recognition for its Tycor AC Power Line Filters.

Tycor Filters, a unique series in-line design, are compact, lightweight, attractive, and totally maintenance free. They emit no heat or accoustical noise during operation, and are quite different from other devices available. The Tycor Filter is designed to protect sensitive micro-processor equipment against damage from power line disturbances such as normal and common mode noise, spikes, surges, and transients.

Tycor Filters have been tested extensively by major organizations world-wide. The results of these laboratory and field tests prove conclusively that Tycor AC Power Line Filters perform in excess of our published performance specifications, thereby confirming our statement that: "Tycor AC Power Line Filters are the most efficient, cost effective devices on the market today".

Tycor Electronic Products has offices in major cities across Canada, and recent introduction to the United States market has seen this company expand 40 per cent with the establishment of four manufacturer representatives in key areas.

## **Unified Systems Ltd.**

P.O. Box 13304  
St. Johns, Nfld.  
Canada A1B 4B7  
(709) 739-1173

**Contact:** T.A. Crosbie,  
Vice President, Marketing  
James Radford, President

Unified Systems Ltd. is a software manufacturer and systems integrator. We write and market software for IBM computers, both micro and mini. We specialize in the following vertical markets: distribution (wholesale, retail, hard goods and food), fish plant operators (financial software, plant floor, fishermen's payroll and inventory), broadcast media software and school board software. U.S.L. provides a single vendor solution for both computer hardware, software, installation and training. Custom programming is also provided.

The company's products are marketed in Central and Western Canada by other independent VARs. To date, Unified has installed in excess of 150 systems.

Divisions/Services Provided:

1. Software Development
2. System Marketing
3. Customer Services
4. Computer Service Bureau

Vertical Industries/Applications:  
Distribution (wholesale/retail): Order entry, invoicing, inventory, purchasing, price book, point of sale, financial applications.

School Boards: Encumbrance accounting, bus transportation, fixed assets, inventory (consumable), personnel, student records, library, financial applications.

Fish Processors: Fishermens payroll, plant payroll, plant floor costing, inventory — (consumable, finished product, packaging material, purchased for re-sale), financial applications.

Broadcast Media (Radio and TV): Traffic department scheduling, station logs, "avails" reporting, financial applications.

Insurance Brokers: Renewals, new business, endorsement creation, policy coverage records, head office/producer, bordeaux, financial applications.

Offshore Service: Supply vessel/drill rig payroll, vessel expense costing and billing by contract/item, financial applications.

## **Universal Library Systems Ltd.**

1571 Bellevue Avenue, Suite 209  
West Vancouver, B.C.  
Canada V7V 1A6  
(604) 926-7421

**Contact:** J.A. Speight, President  
Pamela Cundy,  
Manager, Public Relations

Universal Library Systems is a software house dedicated to the development of automated library systems. The system — ULISYS — is a comprehensive circulation control and on-line public-access system. With the use of a computer, a complete inventory of the library's holdings can be maintained. All books and library material are provided with a barcoded label, and patron cards are also bar coded. Using light pens it is then possible for the library to maintain all records from the bar codes.

Once the information has been loaded into the computer, it is possible to search by

author, title, call number, ISBN number, etc. By locating terminals in the public area of the library it is possible to replace the traditional card catalog.

ULISYS also carries out library functions, such as:

Acquisitions  
Serials Control  
Accounts Payable  
Payroll  
General Ledger and Financial Control.





five soldiers



### **UTLAS Inc.**

80 Bloor St. W., 2nd Floor  
Toronto, Ont.  
Canada M5S 2V1  
(416) 923-0890  
Telex: 065-24479

**Contact:** Arthur Parker, President and C.E.O

UTLAS, a subsidiary of International Thomson Organization, is a large computer service organization for libraries and information centres.

The result of two decades of research and development at the University of Toronto, UTLAS, maintains a unique on-line database, enabling it to service libraries of all types and sizes anywhere in the world. The database consists of files contributed by customers and obtained from several national libraries.

The UTLAS customer base includes over 475 institutions representing more than 2,000 libraries in Canada, the United States and Japan. Products and services include shared cataloguing (including authority control), acquisitions and serials control, interlibrary loan, retrospective conversion services, catalogue products such as cards, printed and COM catalogues, as well as local circulation and on-line catalogue systems.

### **VCI Controls**

3 Amberwood Crescent  
Ottawa, Ont.  
Canada K2E 7L1  
(613) 226-6712  
Telex: 053-3882

**Contact:** Hubert L. Stephens, President  
Bruce M. Dolan, Director,  
System Development  
A. Bonnie Wright, Director,  
Finance and Administration

VCI Controls (Formerly SHL Controls) started operations in 1979 as a division of Systemhouse Ltd. and was incorporated in 1984. We are a leader in the design, development and production of advanced and diversified computer automation systems for commercial, industrial, and scientific applications. Skills in control systems design, development and engineering and installation are combined to produce reliable, high performance products for: building energy management; data acquisition; supervisory and process controls; and customized real-time computer systems.

Both the Building Automation System 7081 and the Data Acquisition and Control

System 4000 utilize the microprocessor based 8100 Programmable Control Units (PCU) which provide full system monitoring and control via a multilingual operator interface. These stand-alone PCUs may be networked and an optional central computer may be added as requirements dictate or budgets permit. The 8100's unique architecture eliminates costly replication of wiring, increases reliability and simplifies maintenance.

With sales of \$10 million and 65 employees, we are looking to expand into the United States.



## **Veritas Software Ltd.**

615-Third Ave. S.W., Suite 200  
Calgary, Alta.  
Canada T2P 0G6  
(403) 262-5538

**Contact:** John Dinning,  
Manager of Marketing and Sales  
Brian Russell,  
Vice President, Training  
Mike Galbraith, President

Veritas Software Ltd. was founded in 1984 to develop and market software for the oil and gas exploration industry.

Over 10 years of experience in the research and development of seismic data processing software lie behind many of Veritas' products. Applications packages and complete seismic data processing systems are presently installed in over 40 sites

throughout Canada, U.S. and Europe on various machines — VAX, IBM mainframes and IBM PCs.

Veritas Software also provides consulting and programming services and training courses in the theory and practice of seismic data processing to the oil and gas exploration community.

## **Vertigo Computer Imagery Inc.**

#221-119 West Pender St.  
Vancouver, B.C.  
Canada V6B 1S5  
(604) 682-0966

**Contact:** Fred Daniels, President  
Doug Harrison,  
Marketing, (Engineering Systems)  
Janne Rowe,  
Marketing, (Video/Film Animation)

Vertigo was founded in 1981 to produce animated videos for the entertainment and training markets. Since then, Vertigo has increased its engineering staff to undertake research and development on computer-assisted image generation systems. The company's first systems product will be the V2000, turnkey animation graphics computer system combining the SUN Microsystem Workstation (68020 — based) with Vertigo's proprietary image/data processing hardware.

Board level products include the Multibooster board which is a true multiprocessor framebuffer with four 32-bit 68020 CPUs and four 68881 FPU's. This board provides significant data processing time reduction. The board itself can be sold with a state-of-the-art real-time, multiprocessing operating system allowing parallel processing capability.

The company has grown to some 40 employees with expertise in animation graphics, hardware and software design and development, marketing support, and project management. The company's New Products Development Division is currently investigating other spinoff products and applications (robotics, data processing, process control) of the special technology developed at Vertigo.

The company's annual sales are \$2 million with 90 per cent of the product exported, primarily to the United States, South East Asia, and Western Europe. The end-user market for graphics animation is in the field of communications and media production. Other applications are targeted for the military and CAD/CAM markets.

## **Virtual Computing Services Ltd.**

100, 525-11th Ave. S.W.  
Calgary, Alta.  
Canada T2R 0C9  
(403) 266-7440

**Contact:** Hans Doerr, President

Virtual Computing Services Ltd. is an Alberta-based Canadian company, specializing in interactive computer solutions for energy and related companies.

Virtual offers a comprehensive range of software services with the following highlights:

Consulting Services and Facilities Management: The company tailors software solutions and VAX facility management to fulfill client requirements.

Access to Specialized Exploration and Engineering Software: Sophisticated oil and gas exploration systems such as the Zycor contouring, mapping and analysis package are accessed by major international

energy companies and their consultants at Virtual's installations. Software is available to solve problems in petroleum engineering, enhanced oil recovery, gas processing and oil refining, pipeline and general structural analysis and geomechanics.

Computer Resource and Charge Back Accounting: Designed to provide comprehensive accounting for DEC VAX computers, the "VICS" package facilitates the preparation of billing or interdepartmental accounting for computer resources. Implemented at a growing number of computer sites, including the Alberta Provincial Government and the Government of Canada, the package is inexpensively priced and has a proven track record of efficient and accurate reporting.





### ***Volker-Craig Ltd.***

330 Weber Street, North  
Waterloo, Ont.  
Canada N2J 3H6  
(519) 884-9300  
Telex: 4994596

**Contact:** Allan Werenko, President

Volker-Craig Ltd. designs, manufactures and markets data display terminals. Incorporated in 1973, the company employs 16 people and has subsidiary offices in London, England and Buffalo, New York to service European and U.S. customers respectively. Approximately 65 per cent of the company's sales are exported to the United Kingdom and the U.S. Volker-Craig sells internationally through distributors located in each country and is interested in making contact with active distributors in all

export markets. Volker-Craig products are used as "windows" to most mini-computers and mainframes and more recently as an add-on to microcomputers such as the IBM XT and AT running with multi-user software. The company's products include:

- low-end "dumb" ASCII, ASYNC terminals
- smart, editing midrange terminals
- DEC VT100/220 compatible terminals
- PC slave terminals
- Tektronix compatible graphics terminals

### ***Watcom Products Inc.***

415 Philip Street  
Waterloo, Ont.  
Canada N2L 3X2  
(519) 886-3700  
Telex: 06-955458

**Contact:** Sandra Ward,  
Director, Sales and Distribution

With more than 200,000 licencees world-wide, Watcom is a leading developer and distributor of educational software tools. Watcom's products include compilers, interpreters, local area networks, document composition tools and data management software. Watcom's products are engineered to increase human productivity, especially that of students who use the tools to learn new concepts.

Our active involvement in education spans two decades, enabling us to produce and support software which meets the demanding needs of education. Watcom is a corporate partner of Waterloo's Institute for Computer Research and Educom.

Partnerships such as these keep Watcom on the leading edge of software developments and academic requirements.

Watcom's compilers, interpreters, document composition software and data management tools have also been widely used by business and government.

Watcom traditionally deals directly with customers such as universities, colleges and corporations in order to provide a high-level of continuing support for its products. Some products are also marketed by large manufacturers such as IBM and Commodore.



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### ***Waterloo Distance Education, Inc.***

279 Weber St., N.  
Waterloo, Ont.  
Canada N2J 3H8  
(519) 884-4340  
Telex: 064-78585

Contact: Or. James O. Leslie  
Or. Ted Oixon  
Steve Buchanan

Waterloo Distance Education, Inc. was founded in 1979 to provide industrial training at a distance in the form of self-study packages. We produce and market our own high-tech training packages for teaching microelectronics and micro-processing. We also prepare course packages and operate distance education programs on a contract basis for government, industry and professional associations.

As part of our training packages on microprocessing, we have developed 2

single board training computers for teaching assembly language programming, interfacing and control, an 8-bit trainer employing a Motorola 6802 microprocessor (WDE Microtrainer2) and a 16-bit trainer employing the Motorola 68000 (WDE Microtrainer 68K).

Our products are presently marketed in the United States by our Buffalo office and in Greece by Ranco Ltd. We are seeking dealers in the U.S., Europe and Asia to market our training courses and our single board training computers.

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### ***Xicom Technologies Corp.***

1545 Carling Ave., Suite 205  
Ottawa, Ont.  
Canada K1X 8P9  
(613) 728-9099  
Telex: 053-3303

Contact: John F. Taker, President

Xicom Technologies Corporation is a company specializing in the development of advanced computer communications software for OEMs and manufacturers in the microcomputer industry.

The SNA MicroNode software product line is Xicom's offering to the computer data communications market. Cost-effective and extremely portable, the MicroNode

offers both 3270 and 3770 emulations in a wide variety of operating environments, including UNIX and XENIX distributed, multi-user systems and MS DOS, LAN-based environments.

"Excellence in communications" is Xicom's objective and commitment as a reliable supplier of high quality communications products.

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### ***XIOS Systems Corporation***

1600 Carling Avenue, Suite 150C3  
Ottawa, Ont.  
Canada K1Z 8R8  
(613) 725-5411

Contact: Brian E. Greenleaf, President  
John S. Page

XIOS Systems Corporation provides integrated office automation solutions. The Renaissance product is an advanced and mature UNIX-based office automation solution that offers a full range of features, a very high degree of function integration and a particularly simple user interface. Renaissance is the result of four and a half years of research and development and an investment of over \$5 million to date. An on-going research and development program with approximately \$5 million annual expenditure will ensure that the product remains at the forefront of the industry.

XIOS is a spinoff of SHL Systemhouse Ltd. where the earlier R&D work was

done, and was separately incorporated as a private company in August 1984. XIOS currently has 125 employees and operates principally out of our corporate headquarters in Ottawa, plus a branch office in Toronto, Ontario.

Our marketing strategy for Renaissance is twofold. In Canada, we market Renaissance directly to end-user organizations. Elsewhere, especially in the United States, we sell through distributors. We are seeking similar distribution opportunities outside North America.

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### ***Zanthe Information Inc.***

1200-38 Antares Drive  
Nepean, Ontario  
Canada K2E 7V2  
(613) 727-1397

Contact: Alan Price, President  
Mary Marsden, Marketing Manager

Zanthe Information was founded in June 1983 to develop advanced corporate information systems. The current range of products include the ZIM fourth generation application development system and database management system. ZIM is available on a wide and increasing range of computers, from personal computers to large multi-user systems. Sales have increased to more than \$1 million annually of which 65 per cent are export sales. Our primary markets are VARs, turnkey, system developers and corporations. ZIM allows rapid development of complex information applications without resort to standard programming languages.

Our products are currently distributed in North America, Western Europe, Australia, and South America.

We are seeking to expand our markets in Western Europe, Japan and South East Asia through a network of selected, highly-qualified local distributors.

Our software is currently available in English and Portuguese with ongoing negotiations for French and German. Other languages can be made available subject to major orders.



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		e) Floppy Disks	
		f) Human Resources Management Systems	
		g) Image Analysis	
		h) Products for Special Language Requirements	
		i) On-Line Information Services and Value-Added Networks	
		j) Petroleum Industry	
		k) Transmission of Data by Radio Frequency	
		l) Service Bureaux or Consultants	
		m) System Control and Data Acquisition (SCADA)	
		n) Miscellaneous Products and Services	



# **Index I — End Users by Industry Sector**

## **Companies Marketing Computer Products to a Broad Range of Users**

The first section lists companies marketing computing products to a broad range of end users. The products are general purpose in nature and are typically sold through distributors and/or dealers. They are applicable to several market categories, and therefore are not repeated under each category.

ACADZ Inc.  
ACT Computer Services Ltd.  
Array Technologies Company  
Arrix Logic Systems Inc.  
Atkinson, Tremblay & Assoc. Inc.  
Barer Engineering & Machinery Co. Ltd.  
BMC Computers  
Canara Technologies  
Cognos  
Comcheq Services Limited  
Control Data Canada Ltd.  
Cybernex Limited  
D.A.P. Electronics Canada Limited  
Datagram Inc.  
Didak Manufacturing Limited  
Digital Equipment of Canada Ltd.  
Digitech Inc.  
Easy Net Corporation  
(see Net One Data Corporation)  
EDA Instruments Inc.  
Electrohome Electronics  
Exceltronix  
Fulcrum Technologies Inc.  
Gandalf Data Ltd.  
Gandalf Systems Group  
Graham Software Corporation  
High Line Data Systems Inc.  
Human Computing Resources Corp.  
I.P. Sharp Associates Ltd.  
International Phasor Telecom Ltd.  
International Telemetrics Ltd.  
Keyword Office Technologies Ltd.  
Les Systemes Sur Mesure P.B. Inc.  
McLeod-Bishop Systems  
Memotec Data Inc.  
Microlight Computer Systems Ltd.  
Microplex Systems  
Omzig Corp.  
Pelton Engineering Ltd.  
Philtek Electronics Ltd.

Protocols Standards and Communication  
Saturn Disq Inc.  
Simware Inc.  
St. Clair Videotex Design Inc.  
Synerlogic Inc.  
Sysdoc International Inc.  
Teal Communications Inc.  
Telecom Canada  
Tycor Electronic Products (1983) Ltd.  
Volker-Craig Ltd.  
Zanthe Information Inc.

## **1 — Manufacturers**

### **Companies specializing in supplying manufacturers**

Accugraph Corporation  
ACS Advanced Circuit Systems Ltd.  
Arabic Latin Information Systems Inc.  
CAD/CAM Graphics Systems Ltd.  
Chancery Software Ltd.  
Cimtech  
Dareba Enterprises  
Digitrol Computers Inc.  
Dynapro Systems Inc.  
Giles & Associates  
Helix Circuits Inc.  
IBX Datasystems Ltd.  
ICAM Technologies Corporation  
Interactive Circuits & Systems Ltd.  
IVL Technologies Ltd.  
LGS Data Processing Consultants Inc.  
Linear Systems Ltd.  
Lumonics Inc.  
Micro-Dash Advanced Technologies Ltd.  
Microstar Software Ltd.  
Modatech Systems Inc.  
Motel Computers Limited  
MPB Technologies Inc.  
Myrias Research Corporation  
Optotek Ltd.  
Orcatech Inc.  
Prior Data Sciences Ltd.  
Probe Software Sciences Ltd.  
Raus Computer Systems Limited  
Reltek Inc.  
Service Information Access Inc.  
SR Telpos Inc.  
Syntax Systems Limited  
Teklogix Inc.  
Trigild Limited  
Xicom Technologies Corp.

### **Companies more broadly targeted on manufacturers**

Accurate & Automatic Scale Cos. Ltd.  
AIT Corporation  
BCC Group Inc.  
Beck Technology Inc.  
Calculus/Logicon  
Canadian Marconi Company  
Capulum Cable Technologies Ltd.  
Computer Access Ltd.  
Comterm Inc.  
Consulab  
DataRadio Inc.  
Datem Ltd.  
Destin Inc.  
Dowty Canada Electronics Ltd.  
DY-4 Systems Inc.  
Dynalectron Systems Inc.  
Epic Data Inc.  
Epix Inc.  
Gigatek Limited  
Homecom Learning Systems Ltd.  
Idon Corporation  
Info-Power Software Corp.  
Intelicom Systems Ltd.  
Inventronics Limited  
Ironwood Computer Systems Inc.  
Johnson-Laird Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
KEA Systems Ltd.  
KOM Limited  
Lanpar Technologies Inc.  
Lansdowne Integrated Systems Inc.  
Liquid Transfer Systems Ltd.  
Logiquest  
Management Graphics Inc.  
Modern Power Conversion Inc.  
Nelma Information Inc.  
Nichols Advanced Technologies Inc.  
Norpak Corporation  
Numetrix Limited  
Perle Systems Limited  
Quantum Software Systems Limited  
Rhodnius Incorporated  
SED Systems Inc.  
Softkey Software Products Inc.  
Softwords/Press Porceplic Ltd.  
Spectrix Microsystems Inc.  
Sydney Development Corp.  
Targa Electronics Systems Inc.  
TCP Business Systems  
Tech 5 Limited



TIL Systems Limited  
Time Terminals of Canada (1984) Inc.  
Vertigo Computer Imagery Inc.  
XIOS Systems Corporation

## 2 — Merchandising and Retail Trade

### Companies specializing in supplying the merchandising and retail trade

Advanced Business Computer Sys. Intl. Inc.  
All Computers Inc.  
Batteries Included Inc.  
Find Ltd.  
Formic Videotex Systems  
Micro-Dash Advanced Technologies Ltd.  
Modatech Systems Inc.  
Pinpoint Retail Systems Inc.  
Probe Software Sciences Ltd.  
R&D Business Systems  
REF Computer Corporation  
Richardson & Associates  
Searchware Technologies Corp.  
SR Telpos Inc.  
STS Systems Ltd.  
Syntax Systems Limited  
Trionics Technology Ltd.

### Companies more broadly targeted on the merchandising and retail trade

Alphatel Systems Ltd.  
BCC Group Inc.  
Beck Technology Inc.  
Cableshare Inc.  
Calculus/Logicon  
Cayotec Automation  
Cridome Systems Ltd.  
D.E. Systems Ltd.  
Genesys Group Inc.  
Idon Corporation  
Info-Power Software Corp.  
International Verifact Inc.  
Ironwood Computer Systems Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
KEA Systems Ltd.  
L'Ordinogram Inc.  
Liquid Transfer Systems Ltd.  
Logiquist  
Megatab Logiciel Inc.  
Mobile Data International Inc.  
Norpak Corporation  
Perle Systems Limited  
RBW Graphics  
SED Systems Inc.  
Softkey Software Products Inc.  
Spectrix Microsystems Inc.  
Sulcs & Associates  
TIL Systems Limited  
Time Terminals of Canada (1984) Inc.  
Titan Informatique Inc.  
TVOntario  
Unified Systems Ltd.

## 3 — Military/Aerospace

NOTE: The firms listed below represent only a few of the Canadian military/aerospace suppliers. The Department of External Affairs issues other specialized publications in this area.

### Companies specializing in supplying the military and aerospace sector

CAD/CAM Graphics Systems Ltd.  
Captain Andrew J. Rae & Sons Limited  
Caulfield Engineering  
Dipix Systems Ltd.  
ICAM Technologies Corporation  
Interactive Circuits & Systems Ltd.  
Megatel Computer Corp.  
Motorola — Information Systems Ltd.  
MPB Technologies Inc.  
Myrias Research Corporation  
Optotek Ltd.  
Pacific Learning Institute Ltd.  
Prior Data Sciences Ltd.  
Teklogix Inc.  
VCI Controls

### Companies more broadly targeted on the military and aerospace sector

4C Technologies Ltd.  
ACS Group Ltd.  
AIT Corporation  
Barrsdale Computing Services Ltd.  
Beck Technology Inc.  
Canadian Astronautics Ltd.  
Canadian Marconi Company  
Cayohtec Automation  
Consulab  
DataRadio Inc.  
Digi-Plus Inc.  
Dowty Canada Electronics Ltd.  
DY-4 Systems Inc.  
Dynalectron Systems Inc.  
Epic Data Inc.  
Gamma Communications Corp.  
General Cybernetics Group  
Gigatek Limited  
Homecom Learning Systems Ltd.  
Idon Corporation  
Inventronics Limited  
Ironwood Computer Systems Inc.  
KEA Systems Ltd.  
Lansdowne Integrated Systems Inc.  
Management Graphics Inc.  
Micro Futures Research Group  
Moniteq Ltd.  
Norpak Corporation  
Pelada Informatica Incorporated  
Quantum Software Systems Limited  
Rhodnius Incorporated  
Schemacode International Inc.  
SED Systems Inc.  
SHL Systemhouse Ltd.  
Softwords/Press Procepac Ltd.  
Spectrix Microsystems Inc.  
Sydney Development Corp.  
Targa Electronics Systems Inc.  
TCP Business Systems  
Tech 5 Limited  
Vertigo Computer Imagery Inc.  
XIOS Systems Corporation

## 4 — The resource industry sector

### 4A — Agriculture and Fisheries

#### Companies specializing in supplying the agriculture and fisheries sectors

Forest Technology Systems Ltd.  
Homestead Computer Services Ltd.  
Infomart  
Mayjo Software Inc.

### Companies more broadly targeted on the agriculture and fisheries sectors

Beck Technology Inc.  
Canadian Applied Technology  
Canadian Astronautics Ltd.  
Canadian Marconi Company  
DataRadio Inc.  
First Watercount Systems  
Geovision Corporation  
Intelicom Systems Ltd.  
Intera Technologies Ltd.  
Ker, Priestman & Associates Ltd.  
KOM Limited  
Moniteq Ltd.  
PAMAP Graphics Ltd.  
SHL Systemhouse Ltd.

## 4B — Metals and Minerals

### Companies specializing in supplying the metals and minerals industry

Geomin Computer Services Corp.  
GSS Geomicro Systems Services Ltd.  
International Geosystems Corporation  
Mayjo Software Inc.  
Planmatics Inc.  
Rydex Industries Corporation  
Teknica Research Development Ltd.

### Companies more broadly targeted on the metals and minerals industry

Accurate & Automatic Scale Cos. Ltd.  
Beck Technology Inc.  
Canadian Applied Technology  
Canadian Astronautics Ltd.  
Consulab  
D.I.S. Consultants Calgary Ltd.  
Datem Ltd.  
DY-4 Systems Inc.  
First Watercount Systems  
Geovision Corporation  
Intera Technologies Ltd.  
Johnson-Laird, Inc.  
Ker, Priestman & Associates Ltd.  
KOM Limited  
Moniteq Ltd.  
Nomis Computer Systems Corporation  
Numetrix Limited  
PAMAP Graphics Ltd.  
SED Systems Inc.  
SHL Systemhouse Ltd.  
TCP Business Systems  
Vertigo Computer Imagery Inc.

## 4C — Oil and gas

### Companies specializing in supplying the oil and gas industry

Computer Modelling Group  
Dataline Inc.  
Hyprotech Ltd.  
Microsim Petroleum Software Corporation  
Myrias Research Corporation  
RMS Industrial Controls Inc.  
Simtech Consulting Services Ltd.  
STS Systems Ltd.  
Teknica Research Development Ltd.  
Veritas Software Ltd.  
Virtual Computing Services Ltd.



## **Companies more broadly targeted on the oil and gas industry**

Accurate & Automatic Scale Cos. Ltd.  
Barrodale Computing Services Ltd.  
Beck Technology Inc.  
Canadian Applied Technology  
Canadian Astronautics Ltd.  
Comterm Inc.  
Consulab  
D.I.S. Consultants Calgary Ltd.  
DataRadio Inc.  
Datem Ltd.  
DY-4 Systems Inc.  
Dynalectron Systems Inc.  
Geovision Corporation  
Intera Technologies Ltd.  
KOM Limited  
Liquid Transfer Systems Ltd.  
Micro Futures Research Group  
Mobile Data International Inc.  
Moniteq Ltd.  
Nelma Information Inc.  
Nomis Computer Systems Corporation  
Numetrix Limited  
PAMAP Graphics Ltd.  
Scientific Software — Intercomp  
SED Systems Inc.  
SHL Systemhouse Ltd.  
Targa Electronics Systems Inc.  
TCP Business Systems  
TIL Systems Limited  
Unified Systems Ltd.  
Vertigo Computer Imagery Inc.

## **4D — Paper and forest industries**

### **Companies specializing in supplying paper and forest companies**

Maxim Computer Systems  
Rydex Industries Corporation

### **Companies more broadly targeted on paper and forest companies**

Beck Technology Inc.  
Calculus/Logicon  
Canadian Applied Technology  
Canadian Astronautics Ltd.  
Consulab  
DataRadio Inc.  
Datem Ltd.  
DY-4 Systems Inc.  
Epic Data Inc.  
First Watercount Systems  
Geovision Corporation  
Intera Technologies Ltd.  
Ker, Priestman & Associates Ltd.  
KOM Limited  
Mobile Data International Inc.  
Moniteq Ltd.  
Nelma Information Inc.  
Nomis Computer Systems Corporation  
Numetrix Limited  
PAMAP Graphics Ltd.  
SHL Systemhouse Ltd.  
TCP Business Systems

## **5 — Government and associations**

### **Companies specializing in supplying government and associations**

Arabic Latin Information Systems Inc.  
Columbia Computing Services Ltd.  
Develcon Electronics Ltd.  
Faxtel Information Systems Ltd.

Informetrica Ltd.  
JYL Logic Inc.  
MacDonald, Detwiler & Assoc. Ltd.  
Management Systems Ltd.  
Mindflight Technology Inc.  
Motorola — Information Systems Ltd.  
Omnibus Computer Graphics Inc.  
Optotek Ltd.  
Real Time Datapro Ltd.  
Sierra Software Systems Inc.  
Switchcom Manufacturing Inc.  
Technogram Inc.  
Teklogix Inc.  
Universal Library Systems Ltd.  
Utlas Inc.  
Watcom Products Inc.

### **Companies more broadly targeted on Government and associations**

ACS Group Ltd.  
AES Data Inc.  
AIT Corporation  
Alphatel Systems Ltd.  
Barrodale Computing Services Ltd.  
Calculus/Logicon  
Canadian Astronautics Ltd.  
Capulum Cable Technologies Ltd.  
Cayohtec Automation  
Computer Access Ltd.  
Cridome Systems Ltd.  
D.I.S. Consultants Calgary Ltd.  
Destin Inc.  
Digi-Plus Inc.  
DIL Didacticiel Inter'l et Laboratique  
General Cybernetics Group  
Genesys Group Inc.  
Geovision Corporation  
Gigatek Limited  
Homecom Learning Systems Ltd.  
Idon Corporation  
Intera Technologies Ltd.  
Ironwood Computer Systems Inc.  
Ker, Priestman & Associates Ltd.  
L'Ordinogram Inc.  
Lanpar Technologies Inc.  
Logiquist  
Management Graphics Inc.  
Megatab Logiciel Inc.  
Micro Tempus Inc.  
Mobile Data International Inc.  
Modern Power Conversion Inc.  
Moniteq Ltd.  
Nichols Advanced Technologies Inc.  
Pelada Informatica Incorporated  
Quantum Software Systems Limited  
RBW Graphics  
Rhodnius Incorporated  
Schemacode International Inc.  
Scientific Software — Intercomp  
Seena Consulting Corporation  
SHL Systemhouse Ltd.  
Softkey Software Products Inc.  
Software Channels Incorporated  
Softwords/Press Porcepic Ltd.  
Spectrix Microsystems Inc.  
Sulcs & Associates  
Targa Electronics Systems Inc.  
Telecompute Integrated Systems Inc.  
Titan Informatique Inc.  
Xios Systems Corporation

## **6 — Public Media**

### **Companies specializing in supplying public media organizations**

Aball Software Inc.  
Chancery Software Ltd.  
Faxtel Information Systems Ltd.  
Formic Videotex Systems  
Infomart  
International Marketech Corporation  
Microstar Software Ltd.  
Network Data Systems Limited  
Switchcom Manufacturing Inc.  
Universal Library Systems Ltd.  
Utlas Inc.

### **Companies more broadly targeted on public media organizations**

4C Technologies Ltd.  
ACS Group Ltd.  
AIT Corporation  
Alphatel Systems Ltd.  
BCC Group Inc.  
Beck Technology Inc.  
Cableshare Inc.  
Capulum Cable Technologies Ltd.  
Cayohtec Automation  
Computer Access Ltd.  
D.E. Systems Ltd.  
Destin Inc.  
Digi-Plus Inc.  
Genesys Group Inc.  
Gigatek Limited  
Ironwood Computer Systems Inc.  
Johnson-Laird, Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
Management Graphics Inc.  
Megatab Logiciel Inc.  
Micro Futures Research Group  
Nichols Advanced Technologies Inc.  
Nomis Computer Systems Corporation  
Norpak Corporation  
Pelada Informatica Incorporated  
Quantum Software Systems Limited  
RBW Graphics  
Softkey Software Products Inc.  
Software Channels Incorporated  
Softwords/Press Porcepic Ltd.  
TVOntario  
Unified Systems Ltd.  
Vertigo Computer Imagery Inc.

## **7 — Real estate and construction**

### **Companies specializing in supplying real estate and construction**

Aball Software Inc.  
Captain Andrew J. Rae & Sons Limited  
Computer Utility Management Ltd.  
Giles & Associates  
Logiciel Prolex Inc.  
Minicom Data Corp.  
ORD Systems Consultants Ltd.  
Richardson & Associates  
Service Information Access Inc.  
Spectra Computer Services Ltd.  
VCI Controls

### **Companies more broadly targeted on real estate and construction**

AES Data Inc.  
Calculus/Logicon  
Dynalectron Systems Inc.



Epix Inc.  
Info-Power Software Corp.  
Intelicom Systems Ltd.  
Ironwood Computer Systems Inc.  
Ker, Priestman & Associates Ltd.  
L'Ordinogram Inc.  
Logiquest  
Micro Futures Research Group  
Mobile Data International Inc.  
Moniteq Ltd.  
Norpak Corporation  
Perle Systems Limited  
Sydney Development Corp.  
TCP Business Systems  
Titan Informatique Inc.

## 8 — Service industries

### 8A — Consulting engineers

#### Companies specializing in supplying consulting engineers

CAD/CAM Graphics Systems Ltd.  
Caulfield Engineering  
Computer Modelling Group  
Faulkner Associates Ltd.  
Geomin Computer Services Corp.  
Hypotech Ltd.  
International Geosystems Corporation  
JYL Logic Inc.  
Microsim Petroleum Software Corporation  
Orcatech Inc.  
QRD Systems Consultants Ltd.  
Simtech Consulting Services Ltd.  
Virtual Computing Services Ltd.

#### Companies more broadly targeted on consulting engineers

4C Technologies Ltd.  
AES Data Inc.  
Barrodale Computing Services Ltd.  
Canadian Applied Technology  
Consulab  
Cridome Systems Ltd.  
D.I.S. Consultants Calgary Ltd.  
DataRadio Inc.  
Datem Ltd.  
Destin Inc.  
Dowty Canada Electronics Ltd.  
Epix Inc.  
First Watercount Systems  
Gamma Communications Corp.  
Geovision Corporation  
Gigatek Limited  
Idon Corporation  
Johnson-Laird, Inc.  
Ker, Priestman & Associates Ltd.  
Logiquest  
Micro Tempus Inc.  
Modern Power Conversion Inc.  
Moniteq Ltd.  
Nomis Computer Systems Corporation  
PAMAP Graphics Ltd.  
Rhodnius Incorporated  
Schemacode International Inc.  
Scientific Software — Intercomp  
Seena Consulting Corporation  
SHL Systemhouse Ltd.  
Softkey Software Products Inc.  
Software Channels Incorporated  
Sulcs & Associates  
TCP Business Systems  
Tech 5 Limited  
XIOS Systems Corporation

### 8B — Education/Training organizations

#### Companies specializing in supplying education/training organizations

Aball Software Inc.  
ACS Advanced Circuit Systems Ltd.  
Catalyst Intl. Business Systems Inc.  
Cemcorp  
Chancery Software Ltd.  
Columbia Computing Services Ltd.  
Develcon Electronics Ltd.  
Didatech Software Limited  
Digitrol Computers Inc.  
DKW Systems Inc.  
ICAM Technologies Corporation  
Informetrica Ltd.  
IVL Technologies Ltd.  
JYL Logic Inc.  
Logidisque Inc.  
Logo Computer Systems Inc.  
Mayjo Software Inc.  
Megatel Computer Corp.  
Mindflight Technology Inc.  
Motel Computers Limited  
Pacific Learning Institute Ltd.  
Puce  
Quebit Logiciels Inc.  
Sierra Software Systems Inc.  
Software Research Corporation  
Strawberry Hill Knowledge Software Inc.  
Technogram Inc.  
Watcom Products Inc.  
Waterloo Distance Education, Inc.

#### Companies more broadly targeted on education/training organizations

ACS Group Ltd.  
AES Data Inc.  
Alphatel Systems Ltd.  
Barrodale Computing Services Ltd.  
Beck Technology Inc.  
Cableshare Inc.  
Capulum Cable Technologies Ltd.  
Cayohtec Automation  
Comterm Inc.  
Consulab  
Cridome Systems Ltd.  
DataRadio Inc.  
Datem Ltd.  
Destin Inc.  
DIL Didacticiel Inter'l et Laboratique  
Epic Data Inc.  
Gamma Communications Corp.  
General Cybernetics Group  
Genesys Group Inc.  
Homecom Learning Systems Ltd.  
Idon Corporation  
Johnson-Laird, Inc.  
KEA Systems Ltd.  
Ker, Priestman & Associates Ltd.  
L'Ordinogram Inc.  
Lanpar Technologies Inc.  
Lansdowne Integrated Systems Inc.  
Logiquest  
Management Graphics Inc.  
Micro Futures Research Group  
Micro Tempus Inc.  
Modern Power Conversion Inc.  
Nichols Advanced Technologies Inc.  
Norpak Corporation  
Quantum Software Systems Limited  
Rhodnius Incorporated  
Schemacode International Inc.

Scientific Software — Intercomp  
Seena Consulting Corporation  
Softkey Software Products Inc.  
Software Channels Incorporated  
Softwords/Press Porcepac Ltd.  
Spectrix Microsystems Inc.  
Telecompute Integrated Systems Inc.  
TVOntario  
Unified Systems Ltd.  
Vertigo Computer Imagery Inc.  
Xios Systems Corporation

### 8C — Financial institutions

#### Companies specializing in supplying financial institutions

Catalyst Intl. Business Systems Inc.  
Faulkner Associates Ltd.  
Faxtel Information Systems Ltd.  
GEAC Computer Corporation Limited  
LGS Data Processing Consultants Inc.  
Marketfax Limited  
Microsim Petroleum Software Corporation  
Software Research Corporation  
SR Telpos Inc.  
Trionics Technology Ltd.

#### Companies more broadly targeted on financial institutions

ACS Group Ltd.  
AES Data Inc.  
BCC Group Inc.  
Cableshare Inc.  
Comterm Inc.  
Cridome Systems Ltd.  
DataRadio Inc.  
Destin Inc.  
Gamma Communications Corp.  
Genesys Group Inc.  
International Verifact Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
KEA Systems Ltd.  
Lansdowne Integrated Systems Inc.  
Micro Tempus Inc.  
Mobile Data International Inc.  
Nelma Information Inc.  
Numetrix Limited  
Perle Systems Limited  
Prime Financial Analysis  
Quantum Software Systems Limited  
Rhodnius Incorporated  
SED Systems Inc.  
Seena Consulting Corporation  
Softkey Software Products Inc.  
Spectrix Microsystems Inc.  
Sulcs & Associates  
Telecompute Integrated Systems Inc.  
TIL Systems Limited  
Titan Informatique Inc.  
TVOntario  
Xios Systems Corporation

### 8D — The health care industry

#### Companies specializing in supplying the health care industry

Computer Utility Management Ltd.  
Ideonic Cosigma Inc.  
Lumonics Inc.

#### Companies more broadly targeted on the health care industry

Accurate & Automatic Scale Cos. Ltd.  
ACS Group Ltd.  
Capulum Cable Technologies Ltd.



Datem Ltd.  
Destin Inc.  
Digi-Plus Inc.  
DIL Didacticiel Inter'l et Laboratigue  
Epic Data Inc.  
Epix Inc.  
Forceten Enterprises Inc.  
General Cybernetics Group  
Inventronics Limited  
Mobile Data International Inc.  
Modern Power Conversion Inc.  
Nelma Information Inc.  
Nichols Advanced Technologies Inc.  
Norpak Corporation  
Prime Financial Analysis  
Rhodnius Incorporated  
Seena Consulting Corporation  
Softkey Software Products Inc.  
Time Terminals of Canada (1984) Inc.  
Vertigo Computer Imagery Inc.  
Xios Systems Corporation

## 8E — The insurance industry

### Companies specializing in supplying the insurance industry

Creative Insurance Software Limited  
Insystems Corp.  
Real Time Datapro Ltd.

### Companies more broadly targeted on the insurance industry

4C Technologies Ltd.  
BCC Group Inc.  
Calculus/Logicon  
Destin Inc.  
Forceten Enterprises Inc.  
Nelma Information Inc.  
Perle Systems Limited  
Software Channels Incorporated  
TIL Systems Limited  
Titan Informatique Inc.  
Unified Systems Ltd.  
Xios Systems Corporation

## 8F — The legal profession

### Companies specializing in supplying the legal profession

GEAC Computer Corporation Limited  
Logiciel Prolex Inc.  
Manac Systems International Ltd.

### Companies more broadly targeted on the legal profession

Nelma Information Inc.  
Nichols Advanced Technologies Inc.  
Perle Systems Limited  
Prime Financial Analysis  
RBW Graphics  
Software Channels Incorporated  
Sulcs & Associates  
Xios Systems Corporation

## 8G — The tourism and hospitality industry

### Companies specializing in supplying the tourism and hospitality industry

Acom Systems Computer Ltd.  
Infomart  
International Marketech Corporation  
Logidisque Inc.  
Pinpoint Retail Systems Inc.  
Resort Systems Inc.

## Companies more broadly targeted on the tourism and hospitality industry

BCC Group Inc.  
First Watercount Systems  
Genesys Group Inc.  
International Verifact Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
Micro Futures Research Group  
Norpak Corporation  
PAMAP Graphics Ltd.  
Time Terminals of Canada (1984) Inc.  
TVOntario

## 9 — Small business and consumers

### Companies specializing in supplying small business and consumers

Batteries Included Inc.  
Bedford Software Limited  
Catalyst Intl. Business Systems Inc.  
Consumers Software Inc.  
Develcon Electronics Ltd.  
Find Ltd.  
Giles & Associates  
IBX Datasystems Ltd.  
IVL Technologies Ltd.  
KIS Information Systems Inc.  
Le Groupe Informatique Cormier and Assoc.  
Logiciel Prolex Inc.  
Megatel Computer Corp.  
Micro-Dash Advanced Technologies Ltd.  
Motel Computers Limited  
Pacific Learning Institute Ltd.  
PBSC Software  
Raus Computer Systems Limited  
Remanco Systems Inc.  
Searchware Technologies Corp.  
Service Information Access Inc.  
Spectra Computer Services Ltd.  
Star Software Solutions Inc.  
Switchcom Manufacturing Inc.  
Syntax Systems Limited  
Technogram Inc.

### Companies more broadly targeted on small business and consumers

ACS Group Ltd.  
AES Data Inc.  
Calculus/Logicon  
Cayohtec Automation  
Computer Access Ltd.  
Consulab  
Cridome Systems Ltd.  
D.E. Systems Ltd.  
DIL Didacticiel Inter'l et Laboratigue  
Forceten Enterprises Inc.  
Genesys Group Inc.  
Info-Power Software Corp.  
Intelicom Systems Ltd.  
International Verifact Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
KEA Systems Ltd.  
L'Ordinogram Inc.  
Lanpar Technologies Inc.  
Logiquet  
Megatab Logiciel Inc.  
Pelada Informatica Incorporated  
Perle Systems Limited  
Prime Financial Analysis  
Quantum Software Systems Limited  
Rhodnius Incorporated  
Seena Consulting Corporation  
Softkey Software Products Inc.  
Software Channels Incorporated

Spectrix Microsystems Inc.  
Sydney Development Corp.  
Telecompute Integrated Systems Inc.  
Time Terminals of Canada (1984) Inc.  
Titan Informatique Inc.  
Unified Systems Ltd.  
Vertigo Computer Imagery Inc.

## 10 — Utilities and transport companies

### Companies specializing in supplying utilities and transport companies

Dipix Systems Ltd.  
Faulkner Associates Ltd.  
Find Ltd.  
Interdaco Ltd.  
International Geosystems Corporation  
International Road Dynamics  
Prior Data Sciences Ltd.  
Reltek Inc.  
RMS Industrial Controls Inc.  
Rydex Industries Corporation  
Teleride Corp. Ltd.  
Trionics Technology Ltd.  
VCI Controls  
Virtual Computing Services Ltd.

### Companies more broadly targeted on utilities and transport companies

4C Technologies Ltd.  
ACS Group Ltd.  
AIT Corporation  
BCC Group Inc.  
Canadian Marconi Company  
Comterm Inc.  
Consulab  
D.E. Systems Ltd.  
DataRadio Inc.  
Destin Inc.  
Digi-Plus Inc.  
Dowty Canada Electronics Ltd.  
Dynalectron Systems Inc.  
Epic Data Inc.  
Epix Inc.  
Forceten Enterprises Inc.  
Gamma Communications Corp.  
Genesys Group Inc.  
Geovision Corporation  
Gigatek Limited  
Idon Corporation  
Intelicom Systems Ltd.  
Inventronics Limited  
Ironwood Computer Systems Inc.  
Johnson-Laird, Inc.  
Ker, Priestman & Associates Ltd.  
Liquid Transfer Systems Ltd.  
Logiquet  
Mobile Data International Inc.  
Modern Power Conversion Inc.  
Moniteq Ltd.  
Nelma Information Inc.  
Nichols Advanced Technologies Inc.  
Nomis Computer Systems Corporation  
Norpak Corporation  
PAMAP Graphics Ltd.  
Quantum Software Systems Limited  
Rhodnius Incorporated  
Scientific Software — Intercomp  
SED Systems Inc.  
SHL Systemhouse Ltd.  
Softwoods/Press Porcepic Ltd.  
Targa Electronics Systems Inc.  
Tech 5 Limited  
TIL Systems Limited  
Vertigo Computer Imagery Inc.



# ***Index II — Hardware and Software Products***

## ***Hardware Products***

### **11 — Computers (CPU)**

#### **11A — Mainframe computers**

Control Data Canada Ltd.  
Geac Computer Corporation Limited  
Myrias Research Corporation

#### **11B — Minicomputers**

Digital Equipment of Canada Ltd.  
KOM Limited  
VCI Controls

#### **11C — Microcomputers**

Advanced Business Computer Sys. Intl. Inc.  
AES Data Inc.  
Arabic Latin Information Systems Inc.  
Array Technologies Company  
BMC Computers  
Canara Technologies  
Caulfield Engineering  
Cemcorp  
Comterm Inc.  
D.A.P. Electronics Canada Limited  
Datem Ltd.  
Digitech Inc.  
Exceltronix  
JYL Logic Inc.  
Lanpar Technologies Inc.  
Liquid Transfer Systems Ltd.  
Myrias Research Corporation  
Nelma Information Inc.  
Network Data Systems Limited  
Norpak Corporation  
Reltek Inc.  
Seena Consulting Corporation  
Spectrix Microsystems Inc.  
Titan Informatique Inc.

#### **11D — Single-Board computers**

BMC Computers  
Datem Ltd.  
DY-4 Systems Inc.  
Exceltronix  
KOM Limited  
Megatel Computer Corp.  
Motel Computers Limited

Norpak Corporation  
Perle Systems Limited  
Reltek Inc.  
VCI Controls  
Vertigo Computer Imagery Inc.  
Waterloo Distance Education, Inc.  
Xicom Technologies Corp.

## ***Computer and System Peripheral Products***

### **12 — Data display**

#### **12A — CRT display devices**

BMC Computers  
Canadian Marconi Company  
Cybernex Limited  
Electrohome Electronics  
Mobile Data International Inc.  
VCI Controls  
Volker-Craig Ltd.

#### **12B — Graphic/Video boards**

AES Data Inc.  
Array Technologies Company  
BMC Computers  
Canara Technologies  
Consulab  
Cybernex Limited  
Datem Ltd.  
DY-4 Systems Inc.  
Electrohome Electronics  
Gigatek Limited  
JYL Logic Inc.  
Lanpar Technologies Inc.  
MPB Technologies Inc.  
Norpak Corporation  
VCI Controls  
Volker-Craig Ltd.

#### **12C — Terminals**

Advanced Business Computer Sys. Intl. Inc.  
AES Data Inc.  
Arabic Latin Information Systems Inc.  
Comterm Inc.  
Consulab  
Cybernex Limited  
Datem Ltd.  
Electrohome Electronics  
Epic Data Inc.  
Gamma Communications Corp.

Lanpar Technologies Inc.  
Liquid Transfer Systems Ltd.  
Mobile Data International Inc.  
Nelma Information Inc.  
Network Data Systems Limited  
Pinpoint Retail Systems Inc.  
Teklogix Inc.  
TIL Systems Limited  
Time Terminals of Canada (1984) Inc.  
VCI Controls  
Volker-Craig Ltd.

### **13 — Data input and acquisition**

#### **13A — Digitizers**

Accurate & Automatic Scale Cos. Ltd.  
AIT Corporation  
Caulfield Engineering  
Gentian Electronics Ltd.  
Interactive Circuits & Systems Ltd.  
MPB Technologies Inc.  
VCI Controls

#### **13B — Optical character readers**

AIT Corporation

#### **13C — Serial/Parallel cards**

BMC Computers  
Caulfield Engineering  
Datem Ltd.  
DY-4 Systems Inc.  
Intelicom Systems Ltd.  
Linear Systems Ltd.  
Liquid Transfer Systems Ltd.  
Motel Computers Limited

#### **13D — Other data input and acquisition devices**

Canadian Applied Technology  
D.A.P. Electronics Canada Limited  
Digital Equipment of Canada Ltd.  
Dynalectron Systems Inc.  
Epic Data Inc.  
International Road Dynamics  
IVL Technologies Ltd.  
Mindflight Technology Inc.  
RMS Industrial Controls Inc.



## 14-Data storage

### 14A — Bubble memory

Datem Ltd.  
Giles & Associates  
Targa Electronics Systems Inc.

### 14B — Disk drives — hard disks, floppy, controllers

AES Data Inc.  
BMC Computers  
Didak Manufacturing Limited  
KOM Limited

### 14C — Memory cards

AES Data Inc.  
All Computers Inc.  
Datem Ltd.  
Didak Manufacturing Limited  
DY-4 Systems Inc.  
EDA Instruments Inc.  
Gentian Electronics Ltd.  
Giles & Associates  
KOM Limited  
Saturn Disq Inc.  
Targa Electronics Systems Inc.  
Vertigo Computer Imagery Inc.

### 14D — Tape drives

Gentian Electronics Ltd.

### 14E — Other data storage devices

Gentian Electronics Ltd.  
Saturn Disq Inc.

## 15 — Data output devices

### 15A — Printers

Accurate & Automatic Scale Cos. Ltd.  
AES Data Inc.  
Arabic Latin Information Systems Inc.  
Comterm Inc.  
Lanpar Technologies Inc.

### 15B — Other data output devices

Optotek Ltd. (LED devices)

### 16 — Data security devices (including encryption)

AIT Corporation  
Geac Computer Corporation Limited  
Linear Systems Ltd.  
Microstar Software Ltd.  
Optotek Ltd.  
Perle Systems Limited

### 17 — Data communications equipment

#### 17A — Modems

BMC Computers  
Datagram Inc.  
Develcon Electronics Ltd.  
Gandalf Data Ltd.  
Micro-Dash Advanced Technologies Ltd.  
Microplex Systems  
Mobile Data International Inc.  
Motorola — Information Systems Ltd.  
SR Telpos Inc.  
Switchcom Manufacturing Inc.

#### 17B — Multiplexers

Datagram Inc.  
Develcon Electronics Ltd.  
Forest Technology Systems Ltd.  
Gandalf Data Ltd.  
Interdaco Ltd.  
Microplex Systems  
Motorola — Information Systems Ltd.  
Nelma Information Inc.  
Reltek Inc.  
SR Telpos Inc.

#### 17C — Network interfaces

Capulum Cable Technologies Ltd.  
Datagram Inc.  
DataRadio Inc.  
DY-4 Systems Inc.  
Formic Videotex Systems  
Gandalf Data Ltd.  
Mobile Data International Inc.  
Nelma Information Inc.  
Quantum Software Systems Limited  
Reltek Inc.  
SR Telpos Inc.  
Vertigo Computer Imagery Inc.  
Xicom Technologies Corp.

#### 17D — X.25 and Packet equipment

DataRadio Inc.  
Gandalf Data Ltd.  
Memotec Data Inc.  
Motorola — Information Systems Ltd.  
Reltek Inc.  
Rydex Industries Corporation  
SR Telpos Inc.  
TIL Systems Limited

### 18 — Materials Handling Equipment

Accurate & Automatic Scale Cos. Ltd.  
Barer Engineering & Machinery Co. Ltd.  
Dynalectron Systems Inc.  
International Road Dynamics  
Rydex Industries Corporation

### 19 — Test and lab equipment, including analysers

4C Technologies Ltd.  
ACS Advanced Circuit Systems Ltd.  
Consulab  
Intelicom Systems Ltd.  
Interactive Circuits & Systems Ltd.  
Modern Power Conversion Inc.  
Motel Computers Limited  
Waterloo Distance Education, Inc.

## Software Products

### 20 — Application software

#### 20A — Accounting/Financial

Acom Systems Computer Ltd.  
ACT Computer Services Ltd.  
Batteries Included Inc.  
Bedford Software Limited  
Buckley & Kelling Computer Cons. Ltd.  
Calculus/Logicon  
Catalyst Intl. Business Systems Inc.

Chancery Software Ltd.  
Cognos  
Comcheq Services Limited  
Computer Access Ltd.  
Computer Assoc. Can. Ltd., Micro Prod. Div.  
Computer Utility Management Ltd.  
Cridome Systems Ltd.  
Epix Inc.  
Faulkner Associates Ltd.  
Find Ltd.  
Forceten Enterprises Inc.  
Giles & Associates  
GSS Geomicro Systems Services Ltd.  
High Line Data Systems Inc.  
Homestead Computer Services Ltd.  
Human Computing Resources Corp.  
I.P. Sharp Associates Ltd.  
Ideonic Cosigma Inc.  
Infomart  
Insystems Corp.  
Ironwood Computer Systems Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
KEA Systems Ltd.  
KIS Information Systems Inc.  
L'Ordinogram Inc.  
Le Groupe Informatique Cormier and Assoc.  
Logiciel Prolex Inc.  
Logiquest

Manac Systems International Ltd.  
Management Systems Ltd.  
Maxim Computer Systems  
McLeod-Bishop Systems  
Microsim Petroleum Software Corporation  
PBSC Software  
Planmatics Inc.  
Prime Financial Analysis  
Probe Software Sciences Ltd.  
R&D Business Systems  
Raus Computer Systems Limited  
Real Time Datapro Ltd.  
Remanco Systems Inc.  
Resort Systems Inc.  
Richardson & Associates  
Rydex Industries Corporation  
Scientific Software — Intercomp  
Seena Consulting Corporation  
Service Information Access Inc.  
Spectra Computer Services Ltd.  
STS Systems Ltd.  
Sulcs & Associates  
Sydney Development Corp.  
Synerlogic Inc.  
Syntax Systems Limited  
Telecompute Integrated Systems Inc.  
Titan Informatique Inc.  
Unified Systems Ltd.

#### 20B — Business software

ACT Computer Services Ltd.  
Advanced Business Computer Sys. Intl. Inc.  
Atkinson, Tremblay & Assoc. Inc.  
Batteries Included Inc.  
Buckley & Kelling Computer Cons. Ltd.  
Calculus/Logicon  
Catalyst Intl. Business Systems Inc.  
Chancery Software Ltd.  
Cognos  
Comcheq Services Limited  
Computer Access Ltd.  
Computer Assoc. Can. Ltd., Micro Prod. Div.  
Computer Utility Management Ltd.  
Consumers Software Inc.  
Creative Insurance Software Limited



Cridome Systems Ltd.  
 D.E. Systems Ltd.  
 D.I.S. Consultants Calgary Ltd.  
 Digi-Plus Inc.  
 Epic Data Inc.  
 Epix Inc.  
 Faulkner Associates Ltd.  
 Find Ltd.  
 Forceten Enterprises Inc.  
 Formic Videotex Systems  
 Gandalf Systems Group  
 Giles & Associates  
 High Line Data Systems Inc.  
 Homestead Computer Services Ltd.  
 Human Computing Resources Corp.  
 I.P. Sharp Associates Ltd.  
 IBX Datasystems Ltd.  
 Info-Power Software Corp.  
 Insystems Corp.  
 International Marketech Corporation  
 International Telemetrics Ltd.  
 Ironwood Computer Systems Inc.  
 Jonas & Erickson Ltd. Software Tech. Inc.  
 KEA Systems Ltd.  
 L'Ordinogram Inc.  
 Lansdowne Integrated Systems Inc.  
 Le Groupe Informatique Cormier and Assoc.  
 Les Systems Sur Mesure P.B. Inc.  
 LGS Data Processing Consultants Inc.  
 Logiciel Prolex Inc.  
 Logidisque Inc.  
 Logiquest  
 Maxim Computer Systems  
 Mayjo Software Inc.  
 McLeod-Bishop Systems  
 Megatab Logiciel Inc.  
 Micro Futures Research Group  
 Micro Tempus Inc.  
 Microsim Petroleum Software Corporation  
 Minicom Data Corp.  
 Modatech Systems Inc.  
 Northwest Digital Research Ltd.  
 Omzig Corp.  
 Pelada Informatica Incorporated  
 Pelton Engineering Ltd.  
 Pinetree Software Inc.  
 Planmatics Inc.  
 Prime Financial Analysis  
 Prior Data Sciences Ltd.  
 Probe Software Sciences Ltd.  
 R&D Business Systems  
 Raus Computer Systems Limited  
 Real Time Datapro Ltd.  
 REF Computer Corporation  
 Remanco Systems Inc.  
 Resort Systems Inc.  
 Searchware Technologies Corp.  
 Service Information Access Inc.  
 Software Channels Incorporated  
 Spectra Computer Services Ltd.  
 STS Systems Ltd.  
 Sulcs & Associates  
 Sydney Development Corp.  
 Synerlogic Inc.  
 Syntax Systems Limited  
 TCP Business Systems  
 Technogram Inc.  
 Telecom Canada  
 Telecompute Integrated Systems Inc.  
 Time Terminals of Canada (1984) Inc.  
 Titan Informatique Inc.  
 Unified Systems Ltd.  
 Watcom Products Inc.

## 20C — Databases and application generator software

ACT Computer Services Ltd.  
 Alphatel Systems Ltd.  
 Arrix Logic Systems Inc.  
 Batteries Included Inc.  
 Cablesare Inc.  
 Calculus/Logicon  
 Caulfield Engineering  
 Chancery Software Ltd.  
 Cognos  
 Computer Access Ltd.  
 Creative Insurance Software Limited  
 Dynalectron Systems Inc.  
 Emerald City, Inc.  
 Faxtel Information Systems Ltd.  
 Formic Videotex Systems  
 Fulcrum Technologies Inc.  
 Geac Computer Corporation Limited  
 Geovision Corporation  
 Giles & Associates  
 Graham Software Corporation  
 I.P. Sharp Associates Ltd.  
 IBX Datasystems Ltd.  
 International Goesystems Corporation  
 International Road Dynamics  
 International Telemetrics Ltd.  
 Ironwood Computer Systems Inc.  
 KEA Systems Ltd.  
 KOM Limited  
 Lansdowne Integrated Systems Inc.  
 Les Systems sur Mesure P.B. Inc.  
 Logiquest  
 Manac Systems International Ltd.  
 Marketfax Limited  
 McLeod-Bishop Systems  
 Megatab Logiciel Inc.  
 Micro Futures Research Group  
 Microlight Computer Systems Ltd.  
 Probe Software Sciences Ltd.  
 Rhodnius Incorporated  
 Schemacode International Inc.  
 Scientific Software — Intercomp  
 Seena Consulting Corporation  
 Softkey Software Products Inc.  
 Synerlogic Inc.  
 Telecompute Integrated Systems Inc.  
 VCI Controls  
 Watcom Products Inc.  
 Zante Information Inc.

## 20D — Educational/Training software

Alphatel Systems Ltd.  
 Arrix Logic Systems Inc.  
 Batteries Included Inc.  
 Cablesare Inc.  
 Captain Andrew J. Rae & Sons Limited  
 Catalyst Intl. Business Systems Inc.  
 Cayohtec Automation  
 Cemcorp  
 Chancery Software Ltd.  
 Columbia Computing Services Ltd.  
 Computer Access Ltd.  
 Consulab  
 Control Data Canada Ltd.  
 Didatech Software Limited  
 DIL Didacticiel Inter'l et Laboratigue  
 Dipix Systems Ltd.  
 DKW Systems Inc.  
 Formic Videotex Systems  
 General Cybernetics Group  
 Graham Software Corporation

Homecom Learning Systems Ltd.  
 ICAM Technologies Corporation  
 International Telemetrics Ltd.  
 IVL Technologies Ltd.  
 JYL Logic Inc.  
 Logidisque Inc.  
 Logo Computer Systems Inc.  
 Mayjo Software Inc.  
 Mindflight Technology Inc.  
 Norpak Corporation  
 Pacific Learning Institute Ltd.  
 Pelada Informatica Incorporated  
 Pelton Engineering Ltd.  
 Puce  
 Quebit Logiciels Inc.  
 Sierra Software Systems Inc.  
 Software Research Corporation  
 Softwords/Press Porceplic Ltd.  
 Strawberry Hill Knowledge Software Inc.  
 Sydney Development Corp.  
 Synerlogic Inc.  
 Tech 5 Limited  
 Technogram Inc.  
 Telecompute Integrated Systems Inc.  
 Unified Systems Ltd.  
 Watcom Products Inc.  
 Waterloo Distance Education Inc.

## 20E — Expert systems and artificial intelligence

Accurate & Automatic Scale Cos. Ltd.  
 Cayohtec Automation  
 Cognos  
 Consulab  
 Control Data Canada Ltd.  
 Graham Software Corporation  
 IBX Datasystems Ltd.  
 ICAM Technologies Corporation  
 International Road Dynamics  
 Ker, Priestman & Associates Ltd.  
 Microsim Petroleum Software Corporation  
 Numetrix Limited  
 Software Channels Incorporated  
 Technogram Inc.  
 Teknica Research Development Ltd.

## 20F — Forecasting and modelling software

Acom Systems Computer Ltd.  
 ACT Computer Services Ltd.  
 Computer Assoc. Can. Ltd., Micro Prod. Div.  
 Computer Modelling Group  
 Consumers Software Inc.  
 Dipix Systems Ltd.  
 First Watercount Systems  
 Geomin Computer Services Corp.  
 Geovision Corporation  
 Giles & Associates  
 High Line Data Systems Inc.  
 Homestead Computer Services Ltd.  
 Human Computing Resources Corp.  
 Hyprotech Ltd.  
 ICAM Technologies Corporation  
 Informetrica Ltd.  
 Intera Technologies Ltd.  
 International Marketech Corporation  
 International Telemetrics Ltd.  
 Ironwood Computer Systems Inc.  
 Jonas & Erickson Ltd. Software Tech. Inc.  
 Ker, Priestman & Associates Ltd.  
 McLeod-Bishop Systems  
 Megatab Logiciel Inc.



Microsim Petroleum Software Corporation  
Myrias Research Corporation  
Northwest Digital Research Ltd.  
Numetrix Limited  
Probe Software Sciences Ltd.  
Scientific Software — Intercomp  
Simtech Consulting Services Ltd.  
Teleride Corp. Ltd.

## 20G — Graphics software

ACT Computer Services Ltd.  
Alphatel Systems Ltd.  
Barer Engineering & Machinery Co. Ltd.  
Cableshare Inc.  
Caulfield Engineering  
Cognos  
Computer Access Ltd.  
D.I.S. Consultants Calgary Ltd.  
Electrohome Electronics  
Faxtel Information Systems Ltd.  
Formic Videotex Systems  
Geomin Computer Services Corp.  
Geovision Corporation  
Gigatek Limited  
GSS Geomicro Systems Services Ltd.  
International Geosystems Corporation  
International Telemetrics Ltd.  
KEA Systems Ltd.  
Ker, Priestman & Associates Ltd.  
Lansdowne Integrated Systems Inc.  
Les Systemes sur Mesure P.B. Inc.  
Management Graphics Inc.  
Marketfax Limited  
Micro Futures Research Group  
Microlight Computer Systems Ltd.  
Microstar Software Ltd.  
Norpak Corporation  
Northwest Digital Research Ltd.  
Numetrix Limited  
Omnibus Computer Graphics Inc.  
Pamap Graphics Ltd.  
Pelton Engineering Ltd.  
Prior Data Sciences Ltd.  
Scientific Software — Intercomp  
SHL Systemhous Ltd.  
Softkey Software Products Inc.  
Teknica Research Development Ltd.  
TIL Systems Limited  
TVOntario  
Vertigo Computer Imagery Inc.

## 20H — Library systems software

Aball Software Inc.  
Geac Computer Corporation Limited  
I.P. Sharp Associates Ltd.  
Manac Systems International Ltd.  
McLeod-Bishop Systems  
Micro Futures Research Group  
Nichols Advanced Technologies Inc.  
Softkey Software Products Inc.  
Sydney Development Corp.  
Unified Systems Ltd.  
Utlas Inc.

## 20I — Project management tools

Accurate & Automatic Scale Cos. Ltd.  
ACT Computer Services Ltd.  
AES Data Inc.  
Comcheq Services Limited  
Computer Access Ltd.  
Computer Assoc. Can. Ltd., Micro Prod. Div.  
Computer Utility Management Ltd.  
Epix Inc.

Geomin Computer Services Corp.  
GSS Geomicro Systems Services Ltd.  
I.P. Sharp Associates Ltd.  
Jonas & Erickson Ltd. Software Tech. Inc.  
L'Ordinogram Inc.  
Lansdowne Integrated Systems Inc.  
Logiciel Prolex Inc.  
Scientific Software — Intercomp  
Sulcs & Associates  
Synerlogic Inc.  
TCP Business Systems

## 20J — Security applications software

DataRadio Inc.  
International Phasor Telecom Ltd.  
Jonas & Erickson Ltd. Software Tech. Inc.  
Microstar Software Ltd.  
Perle Systems Limited

## 20K — Word processors and editors

ACT Computer Services Ltd.  
AES Data Inc.  
Alphatel Systems Ltd.  
Arrix Logic Systems Inc.  
Batteries Included Inc.  
Cemcorp  
Computer Assoc. Can. Ltd., Micro Prod. Div.  
Emerald City, Inc.  
Gandalf Systems Group  
Geac Computer Corporation Limited  
Graham Software Corporation  
I.P. Sharp Associates Ltd.  
International Telemetrics Ltd.  
Ironwood Computer Systems Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
Keyword Office Technologies Ltd.  
Logiciel Prolex Inc.  
Logiquest  
Nelma Information Inc.  
Pelada Informatica Incorporated  
Quantum Software Systems Limited  
Seena Consulting Corporation  
Software Channels Incorporated  
Star Software Solutions Inc.  
Telecompute Integrated Systems Inc.  
Watcom Products Inc.  
Xios Systems Corporation

## 21 — System software

### 21A — Compilers and interpreters

BMC Computers  
Calculus/Logicon  
Graham Software Corporation  
Human Computing Resources Corp.  
I.P. Sharp Associates Ltd.  
IBX Datasystems Ltd.  
Johnson-Laird, Inc.  
Keyword Office Technologies Ltd.  
Megatel Computer Corp.  
Micro Tempus Inc.  
Myrias Research Corporation  
Probe Software Sciences Ltd.  
Quantum Software Systems Limited  
Software Channels Incorporated  
Softwords/Press Porceplic Ltd.  
Spectrix Microsystems Inc.  
Synerlogic Inc.

Telecompute Integrated Systems Inc.  
Titan Informatique Inc.  
Watcom Products Inc.  
Waterloo Distance Education, Inc.

## 21B — Operating systems

All Computers Inc.  
Arabic Latin Information Systems Inc.  
BMC Computers  
Canara Technologies  
Epic Data Inc.  
Human Computing Resources Corp.  
Johnson-Laird, Inc.  
Megatel Computer Corp.  
Myrias Research Corporation  
Quantum Software Systems Limited  
Softwords/Press Porceplic Ltd.  
Spectrix Microsystems Inc.  
Telecompute Integrated Systems Inc.  
Time Terminals of Canada (1984) Inc.  
Titan Informatique Inc.

## 21C — Networking systems

DataRadio Inc.  
Easy Net Corporation  
(see Net One Data Corporation)  
Epic Data Inc.  
Geac Computer Corporation Limited  
Graham Software Corporation  
GSS Geomicro Systems Services Ltd.  
Homecom Learning Systems Ltd.  
I.P. Sharp Associates Ltd.  
Johnson-Laird, Inc.  
JYL Logic Inc.  
Keyword Office Technologies Ltd.  
Myrias Research Corporation  
Norpak Corporation  
Omzig Corp.  
Perle Systems Limited  
Protocols Standards and Communication Inc.  
Quantum Software Systems Limited  
Software Channels Incorporated  
SR Telpos Inc.  
Telecom Canada  
Telecompute Integrated Systems Inc.  
Time Terminals of Canada (1984) Inc.  
VCI Controls  
Watcom Products Inc.  
Xios Systems Corporation

## 21D — Utilities and service programs

### 21D (i) — Communication

DataRadio Inc.  
Dynalectron Systems Inc.  
Epic Data Inc.  
Graham Software Corporation  
Human Computing Resources Corp.  
I.P. Sharp Associates Ltd.  
Johnson-Laird, Inc.  
JYL Logic Inc.  
KEA Systems Ltd.  
Micro Tempus Inc.  
Micro-Dash Advanced Technologies Ltd.  
Microlight Computer Systems Ltd.  
Microstar Software Ltd.  
MPB Technologies Inc.  
Nelma Information Inc.  
Omzig Corp.  
Pelada Informatica Incorporated  
Perle Systems Limited  
Protocols Standards and Communication Inc.  
Quantum Software Systems Limited



Reltek Inc.  
Simware Inc.  
Software Channels Incorporated  
Sydney Development Corp.  
Teal Communications Inc.  
Telecom Canada  
Xicom Technologies Corp.  
Xios Systems Corporation

#### **21D (ii) — Printer/terminal drivers**

Caulfield Engineering  
DataRadio Inc.  
Dynalectron Systems Inc.  
Epic Data Inc.  
Graham Software Corporation  
I.P. Sharp Associates Ltd.  
Johnson-Laird, Inc.  
JYL Logic Inc.  
KEA Systems Ltd.  
Micro Tempus Inc.  
Nelma Information Inc.  
Omzig Corp.  
Perle Systems Limited  
Protocols Standards and Communication Inc.  
Quantum Software Systems Limited  
Simware Inc.  
Software Channels Incorporated  
Telecom Canada

#### **21D (iii) — Terminal emulation**

Canara Technologies  
DataRadio Inc.  
Dynalectron Systems Inc.  
Epic Data Inc.  
I.P. Sharp Associates Ltd.  
Johnson-Laird, Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
KEA Systems Ltd.  
Micro Tempus Inc.  
Micro-Dash Advanced Technologies Ltd.  
Microstar Software Ltd.  
Nelma Information Inc.  
Omzig Corp.  
Perle Systems Limited  
Protocols Standards and Communication Inc.  
Quantum Software Systems Limited  
Simware Inc.  
Software Channels Incorporated  
Teal Communications Inc.  
Telecom Canada  
Xicom Technologies Corp.

### **Turnkey Systems (Software and Hardware)**

#### **22 — Banking and finance systems**

Cablesare Inc.  
Geac Computer Corporation Limited  
Genesys Group Inc.  
International Verifact Inc.  
Perle Systems Limited  
Trionics Technology Ltd.

#### **Companies with related products and expertise**

Dataline Inc.  
DataRadio Inc.  
Formic Videotex Systems  
Infomart

International Phasor Telecom Ltd.  
I.P. Sharp Associates Limited  
Marketfax  
Pinpoint Retail Systems Inc.  
Real Time Datapro Ltd.  
Rhodnius Incorporated  
SR Telpos Inc.  
Telecom Canada  
TIL Systems Limited

#### **23 — Business systems**

ACT Computer Services Ltd.  
AES Data Inc.  
Atkinson, Tremblay & Assoc. Inc.  
Buckley & Kelling Computer Cons. Ltd.  
Calculus/Logicon  
Comcheq Services Limited  
Computer Access Ltd.  
Creative Insurance Software Limited  
DataRadio Inc.  
Digi-Plus Inc.  
Digitech Inc.  
Find Ltd.  
Forceten Enterprises Inc.  
Formic Videotex Systems  
Gamma Communications Corp.  
Gandalf Systems Group.  
Genesys Group Inc.  
Giles & Associates  
Homestead Computer Services Ltd.  
Human Computing Resources Corp.  
I.P. Sharp Associates Ltd.  
IBX Datasystems Ltd.  
Insystems Corp.  
International Telemetry Ltd.  
International Verifact Inc.  
Ironwood Computer Systems Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
JYL Logic Inc.  
Keyword Office Technologies Ltd.  
KOM Limited  
L'Ordinogram Inc.  
Lansdowne Integrated Systems Inc.  
Le Groupe Informatique Cormier and Assoc.  
Les Systemes sur Mesure P. B. Inc.  
Logiciel Prolex Inc.  
Logidisque Inc.  
Logiquet  
Management Graphics Inc.  
Maxim Computer Systems  
McLeod-Bishop Systems  
Megatab Logiciel Inc.  
Microsim Petroleum Software Corporation  
Minicom Data Corp.  
Nelma Information Inc.  
Pinetree Software Inc.  
Planmatics Inc.  
Prime Financial Analysis  
Prior Data Sciences Ltd.  
QRD Systems Consultants Ltd.  
Raus Computer Systems Limited  
Real Time Datapro Ltd.  
Remanco Systems Inc.  
Resort Systems Inc.  
Rhodnius Incorporated  
Seena Consulting Corporation  
Service Information Access Inc.  
Spectra Computer Services Ltd.  
SR Telpos Inc.  
St. Clair Videotex Design Inc.  
Star Software Solutions Inc.  
STS Systems Ltd.  
Sulcs & Associates

Sydney Development Corp.  
Synerlogic Inc.  
Syntax Systems Limited  
Sysdoc International Inc.  
Tech 5 Limited  
Teklogix Inc.  
Telecom Canada  
Telecompute Integrated Systems Inc.  
TIL Systems Limited  
Time Terminals of Canada (1984) Inc.  
Trionics Technology Ltd.  
Unified Systems Ltd.  
Xicom Technologies Corp.  
Zanthe Information Inc.

#### **24 — CAD/CAM systems**

ACADZ Inc.  
Accugraph Corporation  
Barer Engineering & Machinery Co. Ltd.  
Cimtech  
Computer Access Ltd.  
Dareba Enterprises  
Dynalectron Systems Inc.  
Electrohome Electronics  
Epix Inc.  
Gigatek Limited  
Hyprotech Ltd.  
ICAM Technologies Corporation  
Microlight Computer Systems Ltd.  
Numetrix Limited  
Omnibus Computer Graphics Inc.  
Orcatech Inc.  
PAMAP Graphics Ltd.  
Pelton Engineering Ltd.

#### **25 — Computer aided instruction systems**

Alphatel Systems Ltd.  
Cemcorp  
Consulab  
Control Data Canada Ltd.  
Dipix Systems Ltd.  
General Cybernetics Group  
Genesys Group Inc.  
ICAM Technologies Corporation  
Idon Corporation  
IVL Technologies Ltd.  
Mindflight Technology Inc.  
Pacific Learning Institute Ltd.  
Softwords/Press Porceplic Ltd.  
St. Clair Videotex Design Inc.  
Sydney Development Corp.  
Synerlogic Inc.  
Technogram Inc.  
Waterloo Distance Education, Inc.

#### **Companies with related products and expertise**

Barer Engineering & Machinery Co. Ltd.  
Cayohtec Automation  
Dareba Enterprises  
DKW Systems Inc.  
Formic Videotex Systems  
Norpak Corporation  
Software Channels Incorporated  
Spectrix Microsystems Inc.  
Strawberry Hill Knowledge Software Inc.  
Sysdoc International Inc.  
TVOntario  
Unified Systems Ltd.



## 26 — Data networks

Canadian Astronautics Ltd.  
Datagram Inc.  
DataRadio Inc.  
Develcon Electronics Ltd.  
Digitech Inc.  
Easy Net Corporation  
(see Net One Data Corporation)  
Epic Data Inc.  
Gandalf Data Systems  
Homecom Learning Systems Ltd.  
I.P. Sharp Associates Ltd.  
Idon Corporation  
International Verifact Inc.  
LGS Data Processing Consultants Inc.  
Logiquest  
Memotec Data Inc.  
Mobile Data International Inc.  
Nelma Information Inc.  
Perle Systems Limited  
Protocols Standards and Communication Inc.  
Quantum Software Systems Limited  
Reltek Inc.  
RMS Industrial Controls Inc.  
SED Systems Inc.  
Seena Consulting Corporation  
SR Telpos Inc.  
Telecom Canada  
TIL Systems Limited  
Time Terminals of Canada (1984) Inc.  
Xicom Technologies Corp.  
Xios Systems Corporation

## 27 — Electronic publishing systems

AES Data Inc.  
Alphatel Systems Ltd.  
Formic Videotex Systems  
Fulcrum Technologies Inc.  
Genesys Group Inc.  
Graham Software Corporation  
I.P. Sharp Associates Ltd.  
Idon Corporation  
Keyword Office Technologies Ltd.  
Puce  
RBW Graphics  
Softwords/Press Porcepac Ltd.  
St. Clair Videotex Design Inc.  
Star Software Solutions Inc.  
Telecom Canada  
Unified Systems Ltd.  
Vertigo Computer Imagery Inc.

### Companies with related products and expertise

Dataline Inc.  
DataRadio Inc.  
Gamma Communications Corp.  
International Telemetry Ltd.  
KOM Limited  
Software Channels Incorporated  
Sysdoc International Inc.  
Tech 5 Limited  
TVOntario

## 28 — Fleet management systems

ACT Computer Services Ltd.  
Captain Andrew J. Rae & Sons Limited  
DataRadio Inc.  
Digitech Inc.  
Epix Inc.

International Road Dynamics  
Liquid Transfer Systems Ltd.  
Logiquest  
Mobile Data International Inc.  
Nelma Information Inc.  
Targa Electronics Systems Inc.  
Teklogix Inc.  
Teleride Corp. Ltd.

## 29 — Geophysical or related systems

Barrodale Computing Services Ltd.  
EDA Instruments Inc.  
Faulkner Associates Ltd.  
First Watercount Systems  
Geomin Computer Services Corp.  
Geovision Corporation  
GSS Geomicro Systems Services Ltd.  
International Geosystems Corporation  
Ker, Priestman & Associates Ltd.  
Mayjo Software Inc.  
Nomis Computer Systems Corporation  
Northwest Digital Research Ltd.  
Scientific Software — Intercomp  
Teknica Research Development Ltd.  
Veritas Software Ltd.

## 30 — Graphics systems

ACADZ Inc.  
Alphatel Systems Ltd.  
CAD/CAM Graphics Systems Ltd.  
Caulfield Engineering  
Electrohome Electronics  
Faxtel Information Systems Ltd.  
Formic Videotex Systems  
Gamma Communications Corp.  
Genesys Group Inc.  
Geomin Computer Services Corp.  
Geovision Corporation  
Gigatek Limited  
Management Graphics Inc.  
Microlight Computer Systems Ltd.  
Norpak Corporation  
Omnibus Computer Graphics Inc.  
PAMAP Graphics Ltd.  
SHL Systemhouse Ltd.  
Softkey Software Products Inc.  
Softwords/Press Porcepac Ltd.  
St. Clair Videotex Design Inc.  
Teknica Research Development Ltd.  
Teleride Corp. Ltd.  
TVOntario  
VCI Controls  
Vertigo Computer Imagery Inc.

## 31 — Hospital/health care systems

Ideonic Cosigma Inc.

## 32 — Library systems

Aball Software Inc.  
AES Data Inc.  
Cemcorp  
Epic Data Inc.  
Geac Computer Corporation Limited  
I.P. Sharp Associates Ltd.  
Manac Systems International Ltd.  
McLeod-Bishop Systems  
Sydney Development Corp.  
Universal Library Systems Ltd.  
Utlas Inc.

## 33 — Manufacturing systems

Accugraph Corporation  
Accurate & Automatic Scale Cos. Ltd.  
ACT Computer Services Ltd.  
AIT Corporation  
Barer Engineering & Machinery Co. Ltd.  
Calculus/Logicon  
Consulab  
Dareba Enterprises  
Datem Ltd.  
Dynalectron Systems Inc.  
Epic Data Inc.  
Find Ltd.  
Giles & Associates  
IBX Datasystems Ltd.  
ICAM Technologies Corporation  
Idon Corporation  
International Road Dynamics  
IVL Technologies Ltd.  
Jonas & Erickson Ltd. Software Tech. Inc.  
Probe Software Sciences Ltd.  
Raus Computer Systems Limited  
Star Software Solutions Inc.  
STS Systems Ltd.  
Syntax Systems Limited  
Teklogix Inc.  
Time Terminals of Canada (1984) Inc.  
Titan Informatique Inc.  
Unified Systems Ltd.  
VCI Controls

## 34 — Navigation systems

Canadian Astronautics Ltd.  
Canadian Marconi Company  
Captain Andrew J. Rae & Sons Limited  
Caulfield Engineering  
Dipix Systems Ltd.  
Targa Electronics Systems Inc.

## 35 — Office automation

AES Data Inc.  
AIT Corporation  
Calculus/Logicon  
Computer Access Ltd.  
Comterm Inc.  
Cridome Systems Ltd.  
Emerald City, Inc.  
Fulcrum Technologies Inc.  
Gamma Communications Corp.  
Gandalf Systems Group Ltd.  
Geac Computer Corporation Limited  
Genesys Group Inc.  
Gentian Electronics Ltd.  
Giles & Associates  
Graham Software Corporation  
Ironwood Computer Systems Inc.  
Keyword Office Technologies Ltd.  
LGS Data Processing Consultants Inc.  
Logiciel Prolex Inc.  
McLeod-Bishop Systems  
Nelma Information Inc.  
Network Data Systems Limited  
Nomis Computer Systems Corporation  
Omzig Corp.  
Pelada Informatica Incorporated  
QRD Systems Consultants Ltd.  
Quantum Software Systems Limited  
Rhodnius Incorporated  
Software Channels Incorporated  
SR Telpos Inc.  
Star Software Solutions Inc.  
Sydney Development Corp.



Synerlogic Inc.  
Syntax Systems Limited  
Sysdoc International Inc.  
Tech 5 Limited  
Technogram Inc.  
Telecom Canada  
Telecompute Integrated Systems Inc.  
Titan Informatique Inc.  
Xios Systems Corporation  
Zanthe Information Inc.

### **36 — Public information systems and videotex**

Alphatel Systems Ltd.  
BCC Group Inc.  
Cableshare Inc.  
Electrohome Electronics  
Genesys Group Inc.  
Idon Corporation  
Micro Futures Research Group  
Norpak Corporation  
Softwords/Press Porceplic Ltd.  
SR Telpos Inc.  
St. Clair Videotex Design Inc.  
Telecom Canada  
Teleride Corp. Ltd.  
TVOntario

### **37 — Remote sensing**

Accurate & Automatic Scale Cos. Ltd.  
Barer Engineering & Machinery Co. Ltd.  
Barrodale Computing Services Ltd.  
Beck Technology Inc.  
Canadian Applied Technology  
Canadian Astronautics Ltd.  
Caulfield Engineering  
DataRadio Inc.  
EDA Instruments Inc.  
Forest Technology Systems Ltd.  
Formic Videotex Systems  
Gentian Electronics Ltd.  
Geomin Computer Services Corp.  
GSS Geomicro Systems Services Ltd.  
Geovision Corporation  
Intelicom Systems Ltd.  
Intera Technologies Ltd.  
International Road Dynamics  
Liquid Transfer Systems Ltd.  
MacDonald, Dettwiler & Assoc. Ltd.  
Moniteq Ltd.  
Nelma Information Inc.  
Northwest Digital Research Ltd.  
PAMAP Graphics Ltd.  
SED Systems Inc.  
Teknica Research Development Ltd.  
VCI Controls

### **38 — Retail/point of sale systems**

Advanced Business Computer Sys. Intl. Inc.  
Cableshare Inc.  
Calculus/Logicon  
Cridome Systems Ltd.  
D.E. Systems Ltd.  
Formic Videotex Systems  
Genesys Group Inc.  
IBX Datasystems Ltd.  
International Verifact Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
L'Ordinogram Inc.  
Liquid Transfer Systems Ltd.  
Perle Systems Limited

Pinpoint Retail Systems Inc.  
REF Computer Corporation  
Remanco Systems Inc.  
SR Telpos Inc.  
St. Clair Videotex Design Inc.  
STS Systems Ltd.  
Sulcs & Associates  
Syntax Systems Limited  
TIL Systems Limited  
Titan Informatique Inc.  
Trionics Technology Ltd.  
Unified Systems Ltd.

### **39 — Reservation systems**

Genesys Group Inc.  
Jonas & Erickson Ltd. Software Tech. Inc.  
Resort Systems Inc.

### **40 — Robotics and materials handling**

Accurate & Automatic Scale Cos. Ltd.  
Barer Engineering & Machinery Co. Ltd.  
Beck Technology Inc.  
Canadian Astronautics Ltd.  
Consulab  
Dynalectron Systems Inc.  
Gigatek Limited  
Myrias Research Corporation  
RMS Industrial Controls Inc.  
Sysdoc International Inc.  
Targa Electronics Systems Inc.

### **41 — Scientific/laboratory systems**

Barrodale Computing Services Ltd.  
Canadian Astronautics Ltd.  
Caulfield Engineering  
Consulab  
Control Data Canada Ltd.  
Epix Inc.  
Geomin Computer Services Corp.  
Geovision Corporation  
GSS Geomicro Systems Services Ltd.  
Hyprotech Ltd.  
Intera Technologies Ltd.  
Interactive Circuits & Systems Ltd.  
IVL Technologies Ltd.  
JYL Logic Inc.  
Moniteq Ltd.  
Motel Computers Limited  
Nomis Computer Systems Corporation  
Northwest Digital Research Ltd.  
Quantum Software Systems Limited  
Sydney Development Corp.  
VCI Controls  
Waterloo Distance Education, Inc.

### **42 — Security systems**

AIT Corporation  
Beck Technology Inc.  
Epic Data Inc.  
International Phasor Telecom Ltd.  
Jonas & Erickson Ltd. Software Tech. Inc.  
Perle Systems Limited  
SR Telpos Inc.  
Targa Electronics Systems Inc.  
VCI Controls

### **43 — Stock/commodity market systems**

Faxtel Information Systems Ltd.  
Formic Videotex Systems  
I.P. Sharp Associates Ltd.  
Marketfax Limited  
Sydney Development Corp.

### **44 — Videotex and videodisc systems**

BCC Group Inc.  
Cableshare Inc.  
Cybernex Limited  
Electrohome Electronics  
Formic Videotex Systems  
Genesys Group Inc.  
Gigatek Limited  
Idon Corporation  
Infomart  
Micro Futures Research Group  
Network Data Systems Limited  
Norpak Corporation  
Softwords/Press Porceplic Ltd.  
BCC Group Inc.  
Cybernex Limited  
Electrohome Electronics  
Telecom Canada  
TVOntario

### **45 — Specialized products, systems or services**

The following companies have special capabilities overlapping from computing into less common application areas.

#### **45A — Computer accessories**

Mindflight Technology Inc.  
(Student keyboard)  
Philek Electronics Ltd.  
(Alternative power sources)  
Trigild Limited  
(Acoustic printer covers)  
Tycor Electronic Products (1983) Ltd.  
(PC power line filters)

#### **45B — Custom hardware design and production**

ACS Advanced Circuit Systems Ltd.  
(Custom engineering)  
BCC Group Inc.  
(Public access terminals and enclosures)  
Beck Technology Inc.  
(Custom engineering)  
CAD/CAM Graphics Systems Ltd.  
(Custom PCB production)  
Canadian Astronautics Ltd.  
(Custom engineering & production)  
Capulum Cable Technologies Ltd.  
(Custom cable assemblies)  
Comtek Datasystems Ltd.  
(Custom design & consulting)  
Digitol Computers Inc.  
(Custom engineering and manufacturing)  
Dowty Canada Electronics Ltd.  
(Custom PCB design & manufacturing)  
Giles & Associates  
(Custom systems and interfaces)  
Helix Circuits Inc.  
(PCB design & manufacture)  
Idon Corporation  
(Communications protocol design)



International Road Dynamics  
(Vehicle control systems)  
International Telemetrics Ltd.  
(CCT design including VLSI)  
Inventronics Limited  
(Custom equipment housings)  
Modern Power Conversion Inc.  
(Custom power supplies)  
Optotek Ltd.  
(Custom LED devices)  
Protocols Standards and Communication Inc.  
(Communications protocol design)  
Reltek Inc.  
(VME networking boards)  
Rydex Industries Corporation  
(Custom engineering for IBM Systems)

#### 45C — Hand-held computers or terminals

D. A. P. Electronics Canada Limited  
(Microcomputer)  
Digitech Inc.  
(Microcomputer)  
Teklogix Inc.  
(Radio data terminal)

#### 45D — Entertainment systems for the performing arts

IVL Technologies Ltd.  
(Music recognition device)  
Vertigo Computer Imagery Inc.  
(Animation systems)

#### 45E — Floppy disks

Saturn Disq Inc.  
(Microcomputer)  
Didak Inc.

#### 45F — Human resources management systems

High Line Data Systems Inc.  
Prime Financial Analysis

#### 45G — Image analysis systems

Dipix Systems Ltd.  
(Image analysis/remote sensing)  
MacDonald, Dettwiler & Assoc. Ltd.  
(Image analysis)

#### 45H — Products for special language requirements

Arabic Latin Information Systems Inc.  
(Arabization of systems)  
JYL Logic Inc.  
(Multilingual microcomputers)  
Seena Consulting Corporation  
(PC with Arabic capability)

#### 45I — On-line information services and value-added networks and systems

Dataline Inc.  
(On-line information services)  
Forceten Enterprises Inc.  
(Telco customer records and bills)  
I. P. Sharp Associates Ltd.  
(On-line information service)  
Infomart  
(Tourism and agricultural videotex)  
Marketfax Limited  
(On-line market data)  
Telecom Canada

#### 45J — Petroleum industry systems

Hyprotech Ltd.  
(Pipeline fluid modelling)  
STS Systems Ltd.  
(Petroleum retail management)  
Unified Systems Ltd.  
(Financial software for offshore petroleum)  
Virtual Computing Services Ltd.  
(Service bureau, petrol. & govt.)

#### 45K — Transmission of data by radio frequency signals

DataRadio Inc.  
(Radio data transmission)  
Gandalf Data Ltd.  
(Taxi dispatch system)  
Mobile Data International Inc.  
(Radio data transmission)  
Nelma Information Inc.  
(X.25 packet radio)  
Norpak Corporation  
(Broadcast teletext system)  
RMS Industrial Controls Inc.  
(SCADA data over radio)  
Teklogix Inc.  
(Hand-held radio data terminal)

#### 45L — Service bureaux or consultants

Atkinson, Tremblay & Assoc. Inc.  
(Data processing consultants)  
Computer Access Ltd.  
(Marketing consulting)  
Digi-Plus Inc.  
(Custom software service bureau)  
Find Ltd.  
(Service bureau)  
Idon Corporation  
(Communications protocol design)  
LGS Data Processing Consultants Inc.  
(DP consulting firm)  
Numetrix Limited  
(Maintenance management)  
Protocols Standards and Communication Inc.  
(Communications protocol design)  
QRD Systems Consultants Ltd.  
(Systems consulting)  
St. Clair Videotex Design Inc.  
(Database structuring)  
Sysdoc International Inc.  
(System documentation services)  
Virtual Computing Services Ltd.  
(Service bureau, petrol. & govt.)

#### 45M — System control and data acquisition (SCADA systems)

NOTE: See companion publication, 'Electronic Products for World Markets' for a more complete listing of companies in this field.

Canadian Applied Technology  
D. A. P. Electronics Canada Limited  
(Hand-held microcomputer)  
Datem Ltd.  
(SCADA systems)  
Digital Equipment of Canada Ltd.  
(SCADA systems)  
Dynalectron Systems Inc.  
(SCADA systems)  
EDA Instruments Inc.  
(Environment & geology sensor)  
Epic Data Inc.  
(Data collection systems)  
International Road Dynamics  
(Vehicle sensors and systems)  
Micro-Dash Advanced Technologies Ltd.  
(Modem card for IBM PC)  
RMS Industrial Controls Ltd.  
(SCADA data over radio)  
VCI Controls  
(SCADA systems)

#### 45N — Miscellaneous products and services

ACS Group Ltd.  
(Software consulting)  
Control Data Canada Ltd.  
(CAL instruction service)  
Destin Inc.  
(General conversion utility)  
DKW Systems Inc.  
(Educational courseware)  
Homestead Computer Services Ltd.  
(Farm management software)  
Insystems Corp.  
(Insurance software)  
Keyword Office Technologies Ltd.  
(Word processor file conversion)  
Lumonics Inc.  
(Laser devices)  
Manac Systems International Ltd.  
(Legal management software)  
McLeod-Bishop Systems  
(Records management)  
Megatab Logiciel Inc.  
(Demographic survey software)  
Minicom Data Corp.  
(Real estate computer system)  
Myrias Research Corporation  
(Multi-processor computer)  
Searchware Technologies Corp.  
(PC sales selection system)  
Star Software Solutions Inc.  
(Print shop automation)  
Waterloo Distance Education, Inc.  
(Distance education system)



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