

Business beat

Markham firm lands China deal

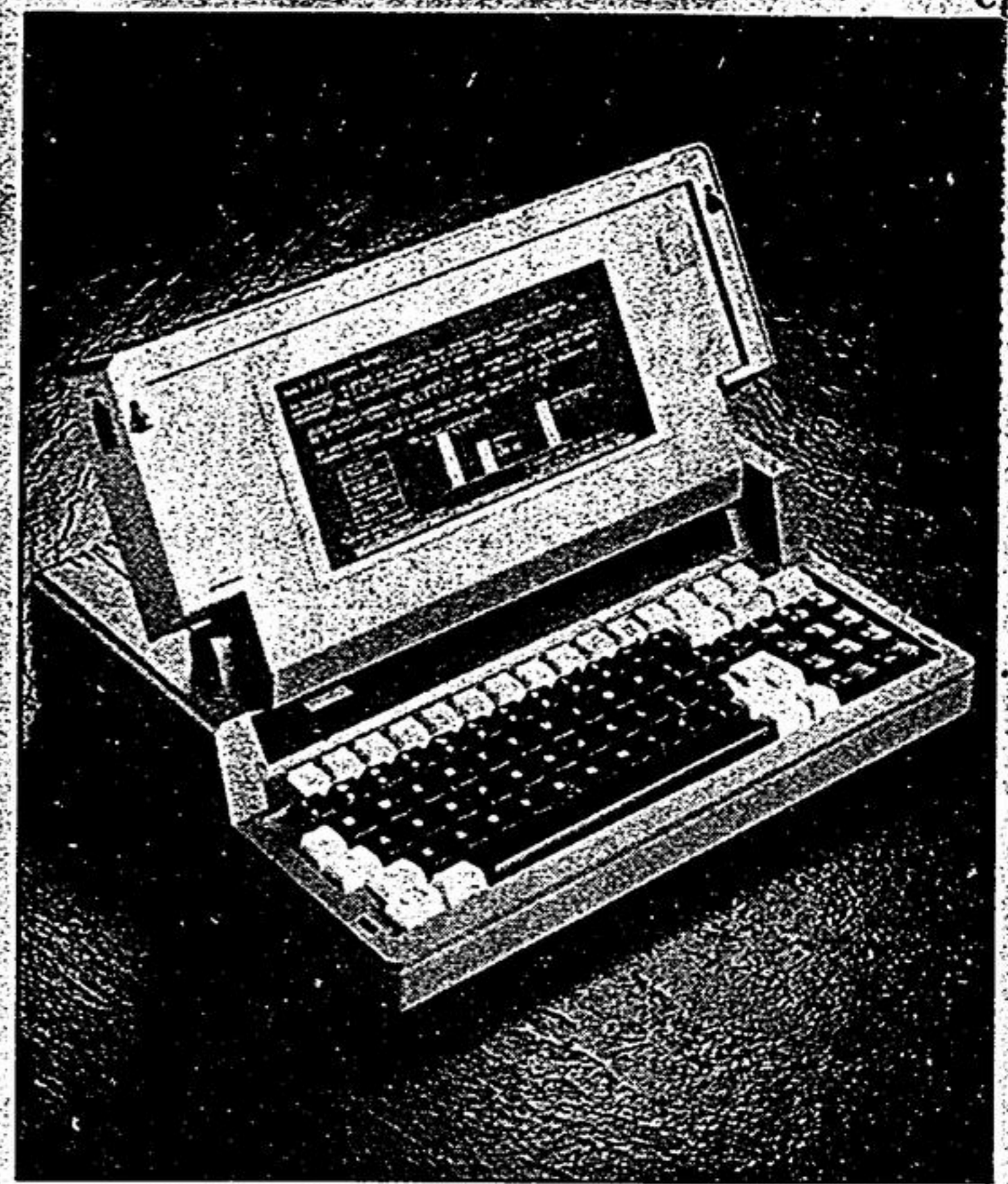
By **ROBERT DONNELLY**
 Markham computer firm, Semi-Tech Microelectronics Inc. has signed a \$7.5 million contract to sell its portable computer to the Shenzhen Electronics Group in the People's Republic of China.

The deal, the fourth major contract with the Chinese this year, also includes manufacturing and marketing rights to the computer — called the STM LapTop. Semi-Tech, however, retains the worldwide rights to the product.

The STM LapTop is a 12 pound IBM compatible computer which retails for \$4,000 and comes equipped with a variety of state-of-the-art features such as: an electroluminescent screen, a 3.5 inch disk drive, a built-in battery pack and modem, a mouse interface, and memory expansion capabilities to 640K.

For now, says Semi-Tech corporate vice-president Barbara Darnowski, the Chinese will get an unmodified North American version with an English keyboard and numeric keypad, because "there isn't a standard to follow for Chinese character input."
 The laptops will run Chinese software to perform a variety of tasks ranging from educational uses to business applications in China's state-run banks.
 In the company's relatively short five-year history, they have established an impressive sales track record with the Chinese, most noteworthy of which was a \$270 million joint research venture reputed to be the largest of its kind between Canada and the People's Republic.

While Semi-Tech conducts all research and development here at its 60,000 square foot Markham facility, its products are manufactured at a plant in Hong Kong. In coming months, the company will help the Chinese establish a second plant, to be situated in Shenzhen — China's 'Silicon Valley'.



Semi-Tech Micro-electronics of Markham has landed a \$7.5 million contract with China to sell this new portable laptop computer.

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