

Introduction

Canada has a long history as a pioneer in telecommunications. The invention of the telephone, the first long-distance telephone call and the first nation-wide domestic satellite communication system represent examples of Canadian ingenuity and skill as applied to the needs of this large and diverse country.

Canada is a country of contrasts. It has moderate to extremely cold climates, two official languages and a wide variety of cultures. The population resides in large cities, towns, small remote settlements and farms spread over a vast area across six time zones. Canadian telecommunications companies have as a result developed the unique ability to work with clients to solve specific telecommunications problems in whatever context or geographic area they may occur.

Telecommunications Products and Services for World Markets presents an overview of the Canadian expertise and products spectrum. It is of interest to the managers, engineers and decision makers of telecommunications organizations. Whether the requirement is for a subscriber radio system, communications satellites, network management systems, rural telecommunications, or other related products and services, you will find one, or more, Canadian companies capable of meeting your needs.

This catalogue is designed so that individual or groups of Canadian companies can be easily identified. Companies have been alphabetically grouped into one of several categories, based upon their primary area of business:

**Original Equipment
Manufacturers
Consulting Services
Network Management
Turnkey Telecommunications
Systems
Information Systems for
Telecommunications
Telecommunications Training
Services
Rural Telecommunications**

The above groupings can be used to identify companies that supply the products or services in which you have an interest.

A comprehensive description, or **Company Profile**, of each company, again arranged alphabetically, is also included in this catalogue, as is a **Product Reference List**.

An industry sector overview is being published as a companion publication to this directory.