

specific products that would likely be affected by the Agreement include fibre optics, teleprint and teletype machinery, telephone parts and instruments and telephone switching equipment.

When asked about their views concerning Canada's telecommunications equipment industry, association representatives gave mixed responses. NATA indicated that Canadian industry was not competitive and had much "catching up" to do in order to compete with U.S. manufacturers. Conversely, IASUS was of the opinion that Canadians had a lead over the United States in satellite communications. TIA believes that the Canadian industry was strong particularly due to the presence of Northern Telecom and Microtel. It viewed Canadian manufacturers as having better quality and more innovative products than their U.S. counterparts.

The U.S. industry associations interviewed provided names of popular trade fairs and industry publications which should be of interest to Canadian exporters in the telecommunications industry. These are listed in Appendix 9.