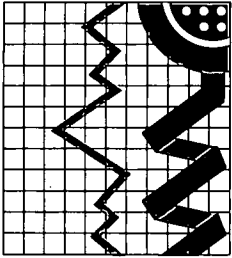


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# TELECOMMUNICATIONS

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**C**anada's telecommunications carriers, with more than 100,000 employees and revenues exceeding \$10 billion annually, have built an electronic highway from coast to coast.

Canadian manufacturers of telecommunications equipment, with about 47,000 employees and revenues of \$4 billion last year, are among our most active international competitors.

- The telecommunications industry is a substantial contributor to Canadian research and development activity, has pioneered in such areas as switching equipment and commercial communications satellites, and has led projects around the world.
- Telecommunications equipment exports and imports to and from the U.S. are closely balanced. Exports to the U.S. in 1985 were valued at \$2.2 billion. Imports from the U.S. were worth \$2.3 billion. The value of trans-border billings for telecommunications services in 1985 was \$550 million.
- There are relatively few tariff barriers on the service side. However, for most telecommunications services, non-tariff barriers currently prevent foreign companies from coming into Canada.
- On the manufacturing side, there are Canadian tariffs of 17 to 18 per cent on telephone equipment and 10.3 per cent on telegraph equipment. U.S. tariffs range from 4.7 to 8.5 per cent.
- Tariff elimination, opening up of procurement markets, both public and private, providing access to enhanced telecommunications services and technology and cross-border temporary labour mobility, are among the issues under consideration in the bilateral negotiations.



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