

Note

This book is designed to acquaint foreign buyers with Canadian developments and capabilities in the telecommunications field. It is intended as a companion volume to *Telecommunications Products and Services for World Markets*, a directory of Canadian suppliers, which contains profiles of some of the most active manufacturers and exporters of telecommunications equipment and of those firms offering consulting, engineering or training services.

For further information concerning telecommunications products and services, please contact:

Information Technologies and
Electronics Division (TDE)
Department of External Affairs
125 Sussex Drive
Ottawa, Ontario
Canada K1A 0G2

Tel: (613) 996-1893
Telex: 053-3745 TDE
Fax: 613-996-9288 TDE

The Department of External Affairs (DEA) is responsible for and aggressively promotes international trade by providing closely integrated and focused services to Canada's business community and to businesses abroad with an interest in Canada.

New international marketing units based on industry sectors are available to provide business clientele with the total market picture; they offer timely information about markets around the world, and across the spectrum of exportable products and services. Within DEA, the International Trade Development Branch works closely with International Trade Centres across Canada, the DEA geographic divisions and DEA trade missions in major markets abroad.

DEA personnel are available to provide specialized commercial information; co-ordinate and enhance the use of the trade mission planning systems; identify market opportunities; update and utilize the WIN Exports database to identify suppliers; and provide an industry-specific information service.

The department's central aim is to offer exporters and potential exporters easy, co-ordinated access to programs and services.