

Electronic Products for World Markets

This brochure is directed to Canada's trading partners for their convenience in locating, contacting and doing business with the most active Canadian suppliers of electronic products, equipment, components and services.

Canada has developed world-class electronic products to support its major agricultural, mining, transportation and manufacturing industries.

Innovative people and an influx of foreign ideas and investments have created unique strengths in advanced communications, transportation, harvesting of natural resources and processing technologies to meet the challenges of harsh climate and widely scattered population. All developments leading to systems described in this brochure were also strongly influenced by a will to overcome the limitations of a relatively small domestic market and respond to the expectations of international clients.

The Canadian electronics companies are proficient at adapting their equipment, systems and services to fit the needs of overseas markets, starting with the United States and moving more and more to other countries. In 1984, a full two-thirds of the industry's \$6,000 million production was shipped to export markets. From satellite earth stations for communications networks in the People's Republic of China to industrial process controls for pulp and paper mills in Brazil, from aircraft simulators in Japan to rural subscriber systems in Zimbabwe, Canadian firms have earned a world-class reputation for competitiveness, quality, reliability and service. The industry stands committed to "more and better."

The following pages highlight some of the outstanding Canadian capabilities in telecommunications, transportation electronics, instrumentation and process controls, sub-assemblies and microelectronics.

The reader is invited to become acquainted with the selected suppliers of equipment, system components and electronics services, to use the convenient product/companies cross-index and to contact firms of his or her choice. Canadian trade officers can also assist in locating the best potential suppliers.