

BACKGROUND

Mitel
350 Legget Drive
Kanata

Tel: 592-2122
Telex: 0534596

Dr. Michael C.J. Cowpland
President

Mr. Glen Gray
Vice President
International Marketing

Mr. Graham Bousfield
Director, International Sales

Ms. Diana Daghofer
Public Relations Coordinator
(Ext. 1161)

- Established 1973, very innovative firm.
- Staff 5,000 (worldwide, 2,000 in Kanata)
(average staff age: 26-28)
- Mfgr telecom equipment and integrated circuits in:
 - U.S.
 - Puerto Rico
 - Mexico
 - Hong Kong
 - U.K.
 - France
 - West Germany
- Major new product SX-2000 Integrated Communications System.

Sales:

- Sales office in Japan established about 2 years ago.
(have doubled sales almost annually every year)
- 1982 sales \$200 million

PAMCO: Pioneer Ansafone Manufacturing Corporation, a division
of Pioneer Electronics Corporation.