

**INSTRUCTIONS
FOR APPLYING
FOR A 1991
CANADA
EXPORT AWARD**

- Complete the following application in its entirety.
- For comparison purposes, restrict your application to the space provided on the form or a reasonable facsimile thereof.
- Type or print legibly.
- Applications may be accompanied by photographs of the products or projects involved, or relevant promotional material that may assist the selection committee in its consideration of the application. Do not submit videotapes at this stage.

These materials will not be returned unless specifically requested.

*Northern Telecom
Limited*

*"The Canada Export
Award is important in
recognizing Canadian
companies who are able
to succeed in the highly
competitive
international
marketplace."*

*Peter Derrick
Manager, Corporate
and Export Finance*