Activity	Date	Location	Dept.	Contact
Africa and the Middle East				
Instrumentation, trade mission to:	Oct 1992	Gulf area	EAITC	613-993-6847
Latin America and the Caribbean				
Construction goods and services, trade fair: Expo '92	Jun 1992	Nicaragua	EAITC	613-995-8742
Process control, trade fair:	Sep 1992	Mexico	EAITC	613-995-8804
Industrial machinery, trade fair: Expo Metal Mecanica	Sep 1992	Mexico	EAITC	613-995-8804
Plastics processing machinery and moulds mission to:	Sep 1992	Mexico, Colombia, Brazil	ISTC	613-954-3247
Forestry equipment, trade mission from:	Sep 1992	Chile	EAITC	613-996-5549
Mining equipment catalogue, publication:	Oct 1992	Equador	EAITC	613-996-5548
Pulp and paper equipment, trade mission to:	Nov 1992	Venezuela, Brazil, Argentina	EAITC	613-996-5358
Construction goods and services, trade fair: Feria International	Nov 1992	El Salvador	EAITC	613-995-8742
Mining equipment and services mission to:	Dec 1992	South America	ISTC	604-666-7639
Industrial machinery, trade fair: Feimafe '93	Jan 1993	Brazil	EAITC	613-996-4199
Central/Eastern Europe and the Commonwealth of Independent States (CIS)				
Process control and instrumentation, trade mission to:	Jun 1992	CIS	EAITC	613-996-2858
Mining equipment and services, trade mission to:	Oct 1992	Yugoslavia, Bulgaria, Albania	EAITC	613-996-2858
Multiple Markets				
Mining equipment for stone, coal, nickel, etc., buyers in: Mintec	Aug 1992	Canada	EAITC	613-996-5554
Intelligent manufacturing systems (IMS) feasibility study:	ONG 1992	U.S., Europe, Japan, Australia, Canada	ISTC	613-954-2933

Information Technologies

Exports: $12 billion

Overview:

- Information technologies (IT) is one of the world's largest and fastest growing markets.

- Canada has a two per cent share of the $960 billion global market and is the world's sixth largest market for information technology equipment.

- The sector comprises three main industries: telecommunications equipment and micro-electronics, computer hardware, and software and computer services.

- Canada is a leader in telecommunications and microelectronics. The largest and most successful firm, Northern Telecom, has operations worldwide.

- The computer hardware sub-sector is dominated by subsidiaries of U.S. multinationals, with some Canadian-owned companies producing specialty computers and peripherals for niche markets.

- The software and services sub-sector is made up of over 2 000 (mainly small) companies, including such internationally recognized Canadian companies as Cognos, Corel, Systemhouse and DMR.

- The outlook for the industry is positive. Canadian companies should continue to maintain a prominent role in telecommunications equipment, to develop unique capabilities in micro-electronics, to exploit niches in software and computer services, and to build on emerging technologies such as photonics and artificial intelligence.

- Since Canada is a world leader in systems integration, the internationalization of the high value-added service industry offers excellent opportunities for growth.

Product Strengths:

- Telecommunications equipment, process instrumentation, geophysical and geological equipment, environmental controls, navigation equipment, remote sensing, and optical measuring and manufacturing.

- Software development and systems integration, such as geographic information systems, user tools, government administration, and advanced manufacturing systems.

Priority Markets:

- The U.S., Western Europe and the Pacific Rim.