

Mr. Regan observed that seminars represent a "networking" of the Sydney and Melbourne posts, External Affairs trade personnel and industry sector officials in the Department of Regional Industrial Expansion and the Department of Communications.

Some of the companies participating were major exhibitors at Telecom 83, the world exposition on telecommunications held in Geneva, October 26-November 1, 1983. "Their export managers are aware that developing markets is a continuing process requiring, among other things, participation in trade fairs, being members of outgoing missions and hosts of incoming missions from foreign buyers," the Minister said.

The following companies are participating:

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| 1. AEL Microtel Limited
Burnaby, British Columbia | 11. Infomart
Toronto, Ontario |
| 2. Bytec-Conterm Inc.
Pointe-Claire, Quebec | 12. George Kelk Limited
Don Mills, Ontario |
| 3. Bell Canada International
Ottawa, Ontario | 13. Mitel Corporation
Kanata, Ontario |
| 4. CAE Electronics Limited
St. Laurent, Quebec | 14. Northern Telecom
International Limited
Mississauga, Ontario |
| 5. CBTS
Calgary, Alberta | 15. NovAtel Communications Limited
Calgary, Alberta |
| 6. Develcon Electronics Ltd
Saskatoon, Saskatchewan | 16. Real Time Datapro Ltd.
Don Mills, Ontario |
| 7. Digital Video Systems Corporation
Willowdale (Toronto), Ontario | 17. SR Telecom Inc.
St. Laurent, Quebec |
| 8. Geac Computers International
Ottawa, Ontario | 18. Sentrol Systems Ltd.
Downsview, Ontario |
| 9. Glenayre Electronics Ltd.
North Vancouver, British Columbia | 19. University of Waterloo
Computer Systems Group
Waterloo, Ontario |
| 10. Idacom Electronics Ltd.
Edmonton, Alberta | 20. Western Research
Calgary, Alberta. |