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Canadian companies have very few export restrictions and have proven their ability to compete at the international level. For example, Canadian communications products may be found in China, Saudi Arabia, Mexico, Turkey, Indonesia, Thailand, and many African countries. Based on their excellent performance, many companies are enjoying repeat orders and expanding their international reputation.

Equipment

Canadian communications equipment manufacturers have developed products that are recognized internationally for their excellence. Some of these Canadian companies include Northern Telecom, with its totally digital communications systems and international factories; SR Telecom, a pioneer in modern subscriber radio; Spar Aerospace, with capability to manufacture a complete range of space-related products, including satellites and INTELSAT-class earth stations; Mitel, which originated in Canada and developed a world-class reputation before being acquired by British Telecom; and mobile radio companies such as Motorola, Mobile Data International, NovAtel and Glenayre, to name a few.



MITEL CORPORATION

Training

To meet the staffing needs of Canada's many communications networks, companies have been formed which specialize in training — in everything from telephone economics to repairing fibre-optics equipment. In addition, several of the larger manufacturers have formed divisions for training customers on their equipment.

Today, Canadian training schools can develop a course for virtually any need and will customize the training to customers' particular requirements. These may include training on specialized equipment, on-the-job training in foreign countries, or specialized courses given on the customer's premises. The goal is to prepare individuals with the skills and expertise necessary to manage and maintain ever-changing communications systems.

■ Headquarters building, Kanata, Ontario