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SECTOR:          Advanced Technology Products, Systems and Services
SUB-SECTOR:      TELECOMMUNICATIONS                  Officer: D. Shaw
                                                     991-9474


EVENT:           Supercomm '92, Chicago             15-17 June/92
PRODUCTS:        Telecommunications equipment, services and software.
SCOPE:           Global
ATTENDANCE:      16,000 - Exhibitors - 375


EVENT:           ComNet'93    Washington    Jan/93
                 (See Non-Defense Gov't. Procurement)


EVENT:           Data '92     Miami         10-12 Dec/92
PRODUCTS:        Software and peripheral hardware such as multiplexers,
                 bridges etc.
SCOPE:           Regional
ATTENDANCE:      3,500 - Exhibitors 96


EVENT:           South East Telecommunications,
                              Orlando        31 Aug - 02 Sept/92
PRODUCTS:        Telecommunications equipment, software and services (PBX,
                 electronic key systems and network management software.
SCOPE:           Regional
ATTENDANCE:      1,320 - Exhibitors 107


EVENT:           IMCE (Land Mobile), Atlanta   01-03 Sept/92
PRODUCTS:        Mobile Communications Equipment and Services - Cellular
                 and Radio.
SCOPE:           Regional
ATTENDANCE:      5000 - Exhibitors - 225


EVENT:           Incoming buyers mission - Chic./Ont.        Sept/92
PRODUCTS:        Telecommunications equipment, software & services
SCOPE:           Procurement executives from RBOC and/or independent
                 telephone companies, distributors and system design
                 consultants will visit Toronto and Ottawa to follow-up on
                 Supercomm'92 contacts.
ATTENDANCE:      6 to 8 incoming buyers to visit 15 selected suppliers


EVENT:           Incoming buyers mission - Atlanta/Mtl.      July/92
PRODUCTS:        Telecommunications equipment, software & services
SCOPE:           Procurement executives from Southern Bell, regional
                 independent telephone operating companies, distributors
                 and system design consultants.
ATTENDANCE:      4 to 6 incoming buyers to visit 10 selected suppliers.
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