

# Multimillion-dollar Investment Deal to Give Canada Wireless Communications Lead — *Continued from page 1*

Sharing Trade Secrets

the lower-population-density rural areas, including export markets in the developing world.

Key players involved in the agreement include Investment Partnerships Canada (IPC) — a joint Industry Canada and Department of Foreign Affairs and International Trade (DFAIT) initiative — Technology Partnerships Canada (TPC) — a strategy to promote economic growth and job creation through innovation, — and the Communications Research Centre (CRC) — an institute of Industry Canada.

In addition to senior Harris officials, International Trade Minister Sergio Marchi, Industry Minister John Manley and Justice Minister Anne McLellan were also on hand at the announcement.

## Groundwork at the Consulate

Much work preceded that announcement as the deal was several years in the making.

The Canadian Consulate General in Atlanta was instrumental in setting the stage for the deal, working behind the scenes to encourage Harris to make the investment.

“We were very much involved in initiating the project over three years ago and preparing the groundwork,” says Commercial Officer Steven

Flamm, “working at both ends with Harris Canada and its parent company in Florida.”

It was also the Consulate that set the stage for Deputy Minister for International Trade Robert Wright’s visit in September 1997, under the Deputy Minister Country Champion Program, which brought together all the key players.

“Working as a team — DFAIT, the Consulate and Industry Canada — we mounted a strong — and winning — campaign,” Flamm recalls, “to actively promote Canada’s advantages and strengths in telecommunications, its supporting R&D environment and overall investment climate.”

Peabody couldn’t agree more. “We recognize the benefits we gain from the ‘Canadian Advantage’ — the combination of tools such as the IPC and TPC, world-class research capabilities, a favourable tax regime, and a qualified work force that together make Canada the right choice for Harris.”

## A close partnership

In 1996, Harris Canada Inc. — established in Montréal in 1964 — obtained a world product mandate from its parent Harris Corporation in Melbourne, Florida, for the design and manufacture of advanced telecommunications equipment.

“As an active exporter from our two Canadian plants — our exports went from 15 per cent of production in 1990 to the current 90 per cent being exported to 51 countries — we work closely with DFAIT and its embassies and consulates abroad,” Peabody explains. “We were also an early supporter of the Team Canada trade mission concept, having participated successfully in all four missions around the globe.”

Peabody recalls how he has worked with many different departments and agencies, both in Canada and abroad, including DFAIT, Industry Canada, the Export Development Corporation, and the Canadian International Development Agency.

“I want to commend the Canadian Government for its initiatives to create a winning environment for companies that strive to develop, manufacture and export high-technology products from Canada to world markets. In addition, I want to thank Team Canada for all the help it has provided in positioning Harris Canada to receive a world product mandate from its parent company.”

For more information on Harris Canada Inc., contact Jean-Guy Frenette, Director, Canadian and International Operations Support, tel.: (514) 421-8367, fax: (514) 421-3230.



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