



news release

Date

For release **April 3, 1992**

No. 64

WILSON AND BEATTY SUPPORT INCREASED CO-OPERATION IN TELECOMMUNICATIONS

The Honourable Michael Wilson, Minister of Industry, Science and Technology and Minister for International Trade, and the Honourable Perrin Beatty, Minister of Communications, announced today that 14 Canadian companies will participate in the Second Americas International Telecommunications Exhibition and Special Session of the World Telecommunication Forum in Mexico, April 6-11, 1992.

As part of this trade initiative, Mr. Beatty and Mexico's Communications Minister, Mr. Andrés Caso Lombardo, will sign a Memorandum of Understanding between Canada and Mexico on telecommunications tomorrow in Mexico. The agreement will create a new framework for co-operation between the two nations in the field of telecommunications.

"There is a rich market in Mexico and Latin America for telecommunications technology. This exhibit is the first of eight sectoral trade promotional activities External Affairs and International Trade Canada (EAITC) will be undertaking in the region in 1992/93," Mr. Wilson said.

EAITC, Communications Canada and 14 of Canada's leading telecommunications technology suppliers will take part in the show, sponsored by the International Telecommunications Union (ITU). "The agreement we are signing sets a positive and creative precedent for our future work together. It also helps to promote dialogue and co-operation, bilaterally and in multinational forums," Mr. Beatty said.

Canadian firms will meet with over 1,500 delegates from Latin America. "Canadians are already recognized as suppliers of the highest quality equipment and services in this sector and should profit significantly from changes to telecommunications policy in the region," the Minister said.

Canadian exports of telecommunications equipment and services to Latin America exceeded \$100 million in 1991. Cellular communications systems, advanced switching products, urban and rural telephone systems, as well as data transmission equipment and services, have found markets in Mexico, Costa Rica, Colombia, Brazil, Peru, Chile and Bolivia.

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Second Americas International Telecommunications Exhibition
and Special Session of the World Telecommunication Forum
Acapulco, Mexico - April 6-11, 1992.
List of Participants

EDA Instruments Inc.
Toronto, Ontario

SR Telecom Inc.
St. Laurent, Quebec

Telesat Mobile Inc.
Ottawa, Ontario

Harris-Farinon Canada
Montreal, Quebec

MITEL Public Switching
Kanata, Ontario

Nexcom Systems
Thornhill, Ontario

Eastern Independent
Brockville, Ontario

Skywave Electronics
Kanata, Ontario

Gandalf Infotron
Nepean, Ontario

Glenayre Electronics
Vancouver, B.C.

TEO Technologies Inc.
Richmond Hill, Ontario

GN Navatel
Markham, Ontario

Department of Communications
Ottawa, Ontario

Memorandum of Understanding between Canada and Mexico on Co-operation in Telecommunications

During the eighth meeting of the Canada-Mexico Joint Ministerial Committee, held in Mexico City, November 25 to 26, 1991, Canada's Secretary of State for External Affairs, Barbara McDougall, and Mexico's Minister of Foreign Affairs Fernando Solana, signed a Letter of Intent on future co-operation in telecommunications.

The Memorandum of Understanding (MOU) that will be signed by the Honourable Perrin Beatty, Minister of Communications in Mexico on April 4, creates a new framework for co-operation between Canada and Mexico in the field of telecommunications. The agreement is between Communications Canada and its counterpart in Mexico, the Secretariat of Communications and Transportation.

The MOU will establish the basis for discussions aimed at improving co-operation and understanding of technical requirements; increasing co-operation in research and development; gaining support in multilateral forums, such as the International Telecommunications Union (ITU), INTELSAT and INMARSAT; developing and improving telecommunications satellite technology between the two nations, co-ordinating frequency usage, such as regulating and managing the radio frequency spectrum along the Mexico-U.S. border (Canada's expertise in this area grew primarily out of the challenge of regulating and managing the radio frequency spectrum along and north of the Canada-U.S. border); discussing the exchanges of experts; and sharing experiences on regulatory and policy matters. Other benefits include access to key decision-makers, which is a crucial element toward fostering Canada's commercial interests in the Mexican telecommunications market.

The MOU has been greeted very enthusiastically by Canada's telecommunications industry. It represents an opportunity for both countries to further develop their mutual interests in telecommunications. The scope of the Mexican market opens up significant potential for Canadian industry to participate in the modernization of Mexico's telecommunications sector. For example, at present, there are eight telephones for every 100 people in Mexico. Mexico has set a goal of 30 per cent telephone penetration by the year 2000. Canadian technology is helping to fulfil this vision. Canadian exports of telecommunications equipment and services to Latin America exceeded \$100 million in 1991.