



Minister for  
International Trade

Ministre du  
Commerce extérieur

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# COMMUNIQUÉ

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## ANDOVER TELECOMMUNICATIONS ENTERS AGREEMENT WITH CROMPTON GREAVES (INDIA)

The Minister for International Trade, the Honourable Pat Carney, and Mr. Ervin Weisz, President of Andover Telecommunications Inc., Markham, Ontario, are pleased to announce that the company has entered into an agreement with Crompton Greaves Limited of India (a member of the world-wide Hawker Siddeley group of companies) for the distribution and licensed manufacturing of the "Communicator - Telex" data terminal.

Andover was one of fifty high-tech companies that were selected by the Department of External Affairs to represent the state-of-the-art in Canadian communications at the 7th Indian Engineering Trade Fair Conference in New Delhi in February 1987. The Fair, one of many sponsored by the Department of External Affairs ongoing Trade Promotion Programme, was the most significant single event undertaken to date to promote Canadian industry capabilities and technology in India.

Expecting a major share of the forecasted \$100 million market over the next five years, Mr. Weisz and Crompton Greaves' President, Mr. K. K. Nohria, agreed to initially export these terminals from Andover starting with an initial order of 5,000 units. Local production in India is expected to start thereafter under royalty agreements. This trade agreement is expected to have a value to Andover of between \$24 million and \$40 million in this five-year period.

This agreement is to be presented shortly to the respective Boards of Directors and to the Government of India for regulatory approvals.

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In announcing Andover's agreement, Miss Carney indicated that potential sales resulting from Canada's participation in the Fair could top the \$1 billion mark over the next five years.