



First for Business

New South Wales  
Department of State and  
Regional Development

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Dear Company CEO,

**Re: Electronics Industry Directory-New South Wales 2004-05**

We welcome the plans by Force 7 Industry Directories to produce the first edition of the NSW Electronics Industry Directory. By profiling the many companies, large and small, that supply electronic related products and services in NSW, this directory will support the efforts of the Department to establish links across industry associations and research organisations to encourage the further development of the electronics industry.

NSW is home to 36 per cent of Australia's 1,011 electronic equipment manufacturing establishments which together account for national revenues of more than \$2.7 billion and more than 12,000 jobs.

This important sector underpins industries ranging from defence, automotive, information and communication technologies (ICT) to consumer goods, biomedical appliances and other scientific equipment and devices. Growth of the NSW electronics industry will be accelerated through new investment opportunities and the high level of innovation occurring through local research and development.

For example, the NSW Government is providing \$20 million over five years for ICT research and development by National Information and Communications Technology Australia (NICTA). We are also backing research into photonics by the Centre for Ultrahigh Bandwidth Devices for Optical Systems and the Bandwidth Foundry that will help develop voice and data communication products and services.

The NSW Department of State and Regional Development is working with its electronics industry clients and related industry organisations, such as the Australian Electrical and Electronic Manufacturers' Association (AEEMA) and the Federation of Automotive Products Manufacturers (FAPM), to build on industry growth.

Our aim is to provide NSW companies with opportunities to develop commercial relationships and to raise their national and international profiles, particularly in view of the global trend for convergence of new computing, communications and consumer electronics technologies. A number of programs to help businesses grow internationally support these aims.

The Directory will be distributed through the Department's local and overseas offices, Austrade's international network, overseas trade and business missions, national and international trade exhibitions such as CeBIT 2005, during overseas buyer visits to NSW and through the Internet.

If you wish to participate in the Directory, please complete and forward the attached application form. Should you have any question please contact Mr. Leo Duggan of Force 7 Industry Directories on Freecall 1800-631-110 and Free Fax 1800-631-113.

Yours sincerely

Michael O'Sullivan  
Executive Director  
Industry Division

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