

I think I would like to make another point too. We are perhaps in a rather unique position to judge it because not only are we citizens of London, and therefore viewing it from the standpoint of a citizen, and have done for many, many years, but to some extent you might say that we are a little bit competitive with them. I can only say that no one ever had finer competitors.

We have found them excellent people to work with and never at any time could I ever say that I felt they took advantage of a situation.

The Chairman: You have also been partners with them?

Mr. Ed Jarmain: That is more recently and that is correct. I am speaking back in our early days, you know, when we were struggling to make a go of it. We were not partners at that time. I think they have always been very, very fair and I have the utmost respect for them.

Senator Prowse: I have one other question in a different area. You say both in your oral presentation and also at page 14 of your brief:

"They will bring new information services into the home by facsimile—for example, newspapers, magazines, possibly delivery of mail..."

This one intrigues us. How do you foresee that being accomplished? I think Mr. Kierans might be interested.

Mr. Ted Jarmain: I am sure he might be. This is a plan, an idea, that has been looked at very closely right now in the U.S. The Electronic Industries Association, which represents all the large electronic firms in the United States, last October completed and filed with the SCC a study of what they saw in the future in communications.

Very briefly they envisioned the development of two complementary kinds of network or communications systems. One was the outgrowth of the telephone network the picture phone and so on. One is the logical evolution or development of cable systems that we have today.

Their view was that one of the most important and valuable services that could be provided over cable, in looking ahead to the future, would be the delivery of first class mail.

There was a paper presented at the IEEE Convention in New York. That is the Institute of Electrical and Electronic Engineers. I haven't received a copy yet. That is a very serious forum and that is not the kind of wild-eyed prediction that you would read in the TV Guide or something. This is something people are presenting serious technical papers about right now.

This would involve an electronic mail box, shall we say, where you took a letter and had it copied by the electronic mail box and it would be transmitted through the system and end up displayed either on a facsimile machine associated with the TV set or maybe stored on video tape.

Senator Prowse: It would take the contents of my letter and somehow deliver that?

Mr. Ted Jarmain: Yes.

Senator Prowse: Something like the TWX development?

Mr. Ted Jarmain: Except it would be facsimile in the sense it would be an actual picture of your letter. If it were handwritten that is what would go through.

Mr. Ed Jarmain: I think, Mr. Chairman, if you have not seen the IEEE brief, if it has not come to your attention, I would recommend you have a look at it.

It is a very thoughtful document and while we don't agree with all the conclusions that it has reached I think it is one of the most searching and thoughtful investigations into the future of broadband cable systems that I have seen and I would recommend it to you. If you wish we could send you a copy.

The Chairman: We would be most grateful. We would be delighted to accept. We appreciate that very much.

Mr. Ed Jarmain: With provision we don't necessarily agree with each and every one of the conclusions.

Mr. Ted Jarmain: Particularly the policy conclusions.

The Chairman: Are there any other questions? Mr. Fortier, you have one last question? Your question will be the last one.

Mr. Fortier: At the bottom of page 17 you say:

"I believe that the public interest will be much better served if we worry more