

Government Orders

As we approach the 21st century, we find ourselves in a world where large corporations are competing in a knowledge-based global economy where technology will provide the edge. Canada Post is investing more than \$2 billion over its current five-year plan period in such things as new equipment, building modernization and technology upgrades. The new equipment can even compare postal codes with addresses. If the code is wrong, the right one will be supplied instantly. It means that the speed of processing mail will be dramatically increased.

The work Canada Post has done in building a centralized, computerized network has paid off. Canada Post is not acknowledged as a world leader in the development of technology for postal systems. It is the result of the corporation's extensive work with suppliers to create, modify and extend equipment that can be used within the postal industry.

To meet the challenge of the electronic age, Canada Post now offers customers a mixed electronic-print mail service which can provide next business day delivery. Here again is an example of the package of services made possible by technology and necessary by the needs of the modern Canada business.

More and more businesses are supplying Canada Post electronically with their messages and client lists either through direct communication links or via magnetic tape or diskette. Canada Post manufactures the mail piece at eight sites across Canada. The final products which are indistinguishable from mail originating from the purchaser of the service are delivered by Canada Post within established service standards. Here now is a convenient way for businesses to cut their costs.

This type of mail combines the speed and efficiency of long distance transmission of information in an electronic form with Canada Post's capability for delivering hard copy messages to over 11 million businesses and home addresses across Canada. The advantage is that the message travels the bulk of the distance in bits and bytes rather than on paper and planes. It is fast and it relieves the mailer of the responsibility of physically creating and handling hard copy mail. This system not only works for large volume mailers but can work for any customer with the ability to connect to Canada Post's network.

Canada Post's involvement in new technologies not only benefits its customers, it has also created opportuni-

ties for Canadian companies. When Canada Post wanted to create a means to track and trace its products, it got some help from SHL Systemhouse. This company learned so much during the course of the co-operative project that in February 1991 it won a contract worth \$270 million U.S. to supply a similar tracing system to the United States postal service.

Canada Post has also worked to build an international industry with Canadian skills. Co-operation in providing postal services has been critical in developing this strategy. Canadian businesses need a reliable means of distributing materials quickly and to accomplish that Canada Post needed partners.

Last year, Canada Post announced its participation in a joint venture with the Australian based transportation company, TNT Limited and the postal administrations of Germany, France, the Netherlands and Sweden. This joint venture will give Canadians access to a high quality international express service with assured on-time delivery and end-to-end tracking. The venture now means Canada is a major player in the international express market.

I have heard some members opposite criticize this Canada Post initiative as a waste of the taxpayers' money. Here we have a major foreign, Federal Express, the U.S. courier company, which also thinks so much of TNT that it is willing to sign for the delivery of its parcels in Europe. Federal Express knows a good thing when it sees it. This government knows a good thing when it sees it. Canadians can be proud of their postal system and its international accomplishments. It seems only the opposition wants Canada Post to return to the 19th century and delivery of mail by horse and carriage.

Another partnership effort has been the creation of the International Post Corporation. IPC is owned by 22 major postal administrations which among them deliver 60 per cent of the world's mail. In fact, Canada Post's President Don Lander is also chairman of IPC. IPC is working to remove technological and procedural roadblocks that may prevent its members from meeting the needs of their citizens.

Canada Post uses technology not only to improve its own operations but has formed an international consulting firm, Canada Post Systems Management Limited, to market its Canadian technology and expertise. This firm is consulting with postal administrations in Central