

- Any installation which could be negotiated with Northern at this time would not be off the shelf since commercial availability is not yet a reality. However, Northern is looking for projects which would in a sense be research and development oriented from their point of view. Necessary interface equipment has already been developed by Northern but again are not yet standard off-the-shelf items.
- The cost of using fibres should, when commercially available, be equivalent to using coaxial cable. This is about thirty-five cents per foot. The present research and development manufacturing cost to Northern is \$150 per foot.

Peripheral connectors could cost anywhere from fifty cents to \$50 each.

The main saving of optical fibres is, of course, the fantastically high volume which can be carried for an eventual equivalent cost to coaxial cable. When high security requirements exist, savings increase substantially as no secure conduit is necessary. The installation of such conduit is expensive, particularly in an existing building.

4. Northern Electric would be more than happy to discuss this matter further when details such as the type, number and location of terminals and volume and speed of transmission have been ironed out.