

- (5) Pursuit of a pricing policy designed to assure a fair and reasonable return to the company and to Canada for all goods and services sold abroad, including sales to the parent company and other foreign affiliates.
- (6) In matters of procurement, to search out and develop economic resources of supply in Canada.
- (7) To develop as an integral part of the Canadian operation wherever practicable, the technological research and design capability necessary to enable the company to pursue appropriate product development programmes so as to take full advantage of market opportunities domestically and abroad.
- (8) Retention of a sufficient share of earnings to give appropriate financial support to the growth requirements of the Canadian operation, having in mind a fair return to shareholders on capital invested.
- (9) To work toward a Canadian outlook within management, through purposeful training programmes, promotion of qualified Canadian personnel and inclusion of a major proportion of Canadian citizens on its board of directors.
- (10) To have the objective of a financial structure which provides opportunity for equity participation in the Canadian enterprise by the Canadian public.
- (11) Periodically to publish information on the financial position and operations of the company.
- (12) To give appropriate attention and support to recognized national objectives and established Government programmes designed to further Canada's economic development and to encourage and support Canadian institutions directed toward the intellectual, social and cultural advancement of the community.

DOLLAR SAVINGS IN TELECOMMUNICATIONS

Mr. J.W. Pickersgill, Minister of Transport, and Mr. E.J. Benson, Minister of National Revenue, recently announced that the Administrative Telecommunications Agency (ATA), established a year ago in the Department of Transport on the initiative of the Treasury Board and the Transport Department as a result of Glassco Commission recommendations, is saving the Government more than \$2 million a year.

The Agency has greatly exceeded the savings expected when it was set up in March 1965, by insuring that the Government takes advantage of advances in telecommunication technology. This has been done by improving existing telephone systems and services, establishing new facilities and expanding old ones.

The Treasury Board's Management Improvement Branch is studying the new measures because telecommunications are an important aspect of manage-

ment improvement, not only within the Government but in its service to the public as a whole.

The first step taken by the ATA last year was to arrange with the Trans-Canada Telephone System for a private network service using commercially available facilities by which Ottawa government telephones can reach, at low flat rates, most parts of Canada.

In addition to dollars actually saved on long distance calls, it is believed that substantially more has been saved on travelling expenses and in time spent writing letters. No Canadian studies have yet been made on the subject, but American figures indicate that the amount saved on travel expenses as a result of cheaper, more efficient long distance calls is considerably larger than the direct savings on calls.

FURTHER PLANS

Other successful first-year projects by the ATA include extending long-distance privileges on a 24-hour basis to all members of Parliament and senators, establishing a central switchboard in Montreal to serve nearly 1,000 government phones (the Montreal installation is the most modern service available and its users can dial direct anywhere within the province of Quebec), modernizing and expanding Toronto's 2,000-telephone central switchboard so that Toronto civil servants will soon be able to dial direct to anybody on Ottawa's government switchboard.

Arrangements are under way to extend the direct-dial service to New York and Washington and to consolidate, by 1967, government telephones in Vancouver, Victoria, Halifax and Quebec City.

The responsibilities of the ATA are not restricted to telephones. Government departments across the country are beginning, through the Agency's guidance, to share switched teletype service in remote parts of the country where telephone service cannot immediately be improved. As well, the ATA is co-operating with the Government's Central Data Processing Service Bureau to provide efficient means of communications between its larger computer centre at Ottawa and major cities where information is gathered. In the near future it is expected that a civil servant in Vancouver or some other city will be able to sit down at a keyboard and actually transmit data to the Ottawa-based IBM 360 computer and receive a reply within seconds.

RESIDENTIAL BUILDING

Starts on the construction of dwellings in Canadian urban centres of 5,000 and over declined 19.9 per cent in November last, to 16,268 units from 20,297 in the same month of 1964, placing the total in the January-November period at 126,390 units, a rise of 1.9 per cent from the corresponding 1964 total of 124,043. Completions in these centres numbered 9,176 units in the month, putting the 11-month total at 116,091, very slightly lower than the year-earlier total of 116,095.