

Another development should interest Canadian firms. Until recently, Telecom Australia controlled interconnect equipment standards as well as the pre-qualification of equipment. Control over interconnect standards has now been transferred to an independent body. Should the new agency's approach differ from Telecom's, new consideration might be given Canadian-made equipment.

Domestic satellite communications is the second area of opportunity for Canadian companies, especially because, in its nature and scope, Canada's system is quite similar to that envisaged for Australia. In 1979, the Australian government announced its decision to implement a domestic communications satellite system (DOMSAT) at a cost then estimated at \$277 million. In September 1980, the Overseas Telecommunications Commission was designated as interim authority for the system. Canadian firms have already submitted bids for equipment ranging from major city earth stations to rebroadcast stations and from telephone terminals and direct-to-home broadcast terminals to portions of the spacecraft itself and the satellite tracking, telemetry, control and monitoring equipment. The companies in question have been assisted by the Canadian government over the past 30 months.

An opportunity to sell Telidon videotex equipment and services is also emerging in Australia. Early indications suggest that Australian retail companies, after investigating the relative merits of competing technologies in this field, have been favorably impressed with Teledon.

b) The Canadian Industry

Responding to the needs of an affluent society and a vast and territorially rugged country, Canadian telecommunications companies have made Canada virtually self-sufficient in telecommunications. In the process, Canada has achieved a worldwide reputation in advanced telecommunications and is now recognized as a leader in communications technology. In the following areas in particular, Canadian technology is well suited to Australia's need for sophisticated and dependable systems.

In 1978, Canada's Department of Communications (DOC) announced the development of an advanced videotex terminal called Telidon, capable of producing images with a much higher resolution than currently available equipment. Superiority is also exhibited in flexibility and compatibility of data bases with different terminals and having a