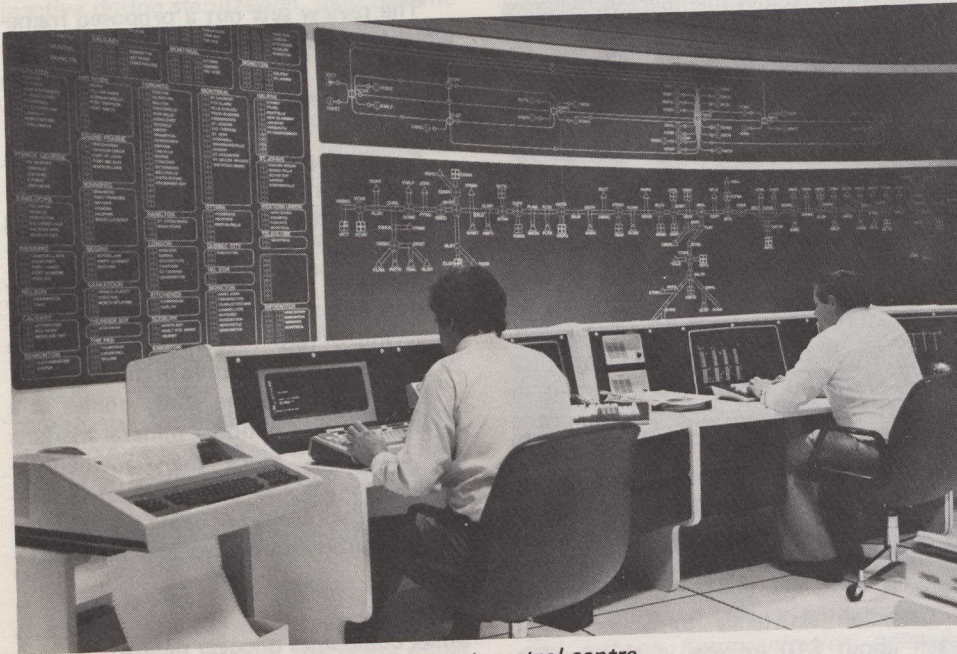


## CNCP telecommunications company growing rapidly



A view of the CNCP network management control centre.

Canadian National and Canadian Pacific (CNCP) Telecommunications of Toronto is growing rapidly with revenue expected to advance 20 per cent and exceed \$330 million in 1982, according to the company's president and chief executive officer John Graham Sutherland.

The corporation was created last year when the telecommunications operations of Canadian National Railways and Canadian Pacific Limited were amalgamated. CN Telecommunications has its headquarters in Toronto while CP Telecommunications is based in Montreal.

CNCP represents the only major competition to the telephone companies comprising the Trans-Canada Telephone System. Of the 13 per cent of the Canadian telecommunications industry that is not a monopoly and open to competition, CNCP has about a 35 per cent share of the business.

### Data communications

CNCP is primarily in the data communications services business. CN Telecommunications also owns two telephone companies, NorthwestTel Incorporated of Whitehorse and Terra Nova Tel Incorporated of Gander, Newfoundland.

The corporation's traditional Telex services constitute half of its business, followed by private wire data services for government and industry. Last year, CNCP installed a record 3 000 new Telex terminals to an existing base of 50 000 machines.

Capital expenditures amounted to \$72 million in 1981 and CNCP will spend \$93 million by 1986 to expand and modernize the basic network, and to gradually eliminate the use of pole lines.

One of the company's newer services is the Infotex network, which allows communicating word processors made by a number of different vendors to "talk" to each other. The vendors include AES Data Limited and Micom Company, both of Montreal; Wang Laboratories Incorporated of Lowell, Massachusetts; and Nelma Electronics Limited of Mississauga, Ontario.

### A services company

Because CNCP is primarily a services company, it has only a limited research and development capability, and its manufacturing is done only for special assembly work.

Independently of CNCP, Canadian National Railways and Canadian Pacific Limited, have recently launched a recruiting drive for a new division to be called Telecommunications Terminal Systems, which would sell into the booming telephone equipment interconnection market.

CNCP's competitive position has been encouraged by a number of government decisions. In 1961, CNCP was allowed to build a cross-Canada microwave network, which forms the backbone of its terrestrial services. A further decision in 1979 upheld the Canadian Radio-Television and Telecommunications Commission (CRTC)

recommendation that CNCP be allowed to interconnect its installations with Bell Canada's network.

With the expansion of its microwave network in the Ottawa-Montreal-Toronto triangle, CNCP is in a favourable position to exploit that market. The extra business is worth \$50 million a year.

Because the CRTC does not have jurisdiction over telecommunications outside Ontario, British Columbia, parts of Quebec and Newfoundland and the Northwest Territories, CNCP and its users are requesting similar decisions from other regulatory agencies in the country.

## Quebec company specializes in essential items

Industries Provinciales Limitée (IPL), a Quebec company specializing in manufacturing household items, has grown in the past 30 years from a small family business to an international competitor.

The company, located in St. Damien de Bellechasse, Quebec, is one of the largest of its kind in Canada, and provides a range of about 850 different personal and household products.

Founded in 1939 by Emile Métivier, IPL started out manufacturing only brooms and mops. In 1950, IPL branched out into brushes of all kinds, making toothbrushes their specialty. Later, a small injection moulding press was purchased to produce plastic toothbrush handles. Plastic was also used for a wide variety of industrial products varying from milk and soft drink crates to maple syrup pails.

### Continual growth

IPL has grown steadily since then, never ceasing to make innovations in the process. In 1978, IPL marketed a new set of high-quality plastic kitchenware called Collection IPL.

The company has 37 injection moulding machines and three extruders of the latest design. A staff of 450, including engineers, technicians and designers, is employed at the factory.

Exports represent 12 per cent of IPL's annual sales which were over \$24 million in 1981. The company exports fish packing containers and shipping crates which are purchased by New England fishermen. Collection IPL products are exported mainly to Australia, Germany, France, Scandinavia and Italy and have won several prizes for their design and quality.