

Canada-UK video conference service

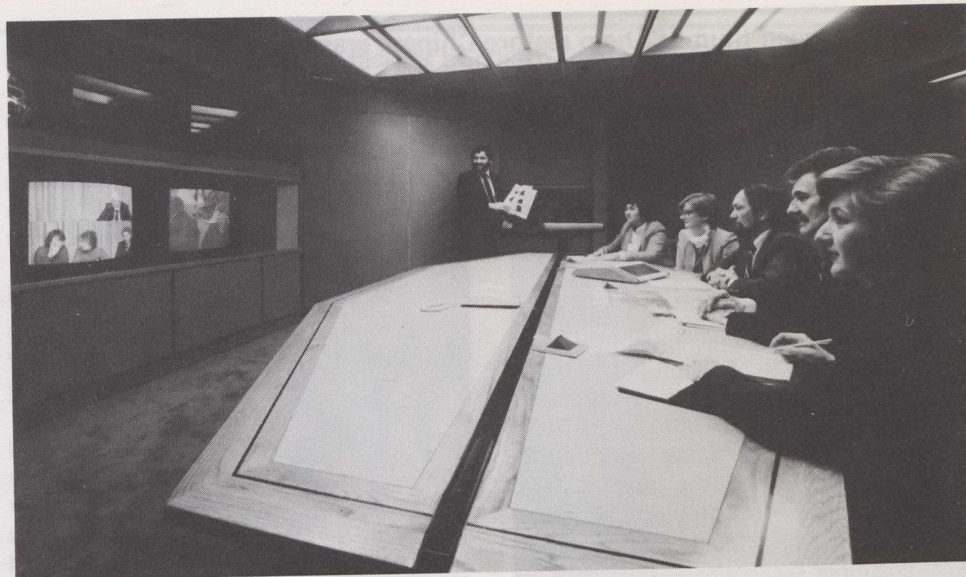
Teleglobe Canada has introduced an inter-continental video conference service linking Canada and Britain that incorporates recent advances in digital technology for cost-savings to customers, reports the *Globe and Mail*.

Video conference allows participants at different locations to see each other. Teleglobe said its new service, Confratel, will allow Canadian businessmen to hold meetings with their counterparts in Britain more economically than other services, without the costs of overseas travel.

Confratel is being offered jointly by Teleglobe and British Telecom International. Both companies are members of Intelsat — a 109-nation consortium that provides satellite services between countries. The new service uses the Intelsat V-A satellite stationed over the Atlantic Ocean.

Teleglobe said Confratel is a hybrid of other two-way teleconference services, such as those available domestically from telephone companies, which allow people to hold meetings by hooking up a number of sound or video studios.

Cost savings from using a video conference link between Toronto and London can be as much as 50 per cent less than travel, depending on the number of parti-



Teleglobe Canada's digital teleconference service, Confratel, permits people in different countries to see and hear each other as if at a face-to-face meeting.

cipants. For as many people as can fit around a table in the Toronto studio, Confratel costs \$2 450 an hour. This is also about half the cost of normal television transmission by satellite.

Because it uses digital technology, the Teleglobe service can provide a full-motion video signal using less satellite capacity than other services, resulting in savings for customers. As well, participants can simultaneously exchange data or hard-copy documents *via* facsimile

machines as well as transmit graphics.

Customers can use Teleglobe's studio in Toronto or any teleconference studio available in other centres.

"Video conferencing has great potential, but there is a lot of resistance to adopt a new technology that must be overcome before it really takes off," said Jean-Claude Delorme, Teleglobe president. "It's like the telephone 100 years ago when few people believed we'd be using it all the time to talk to each other."

Canada hosts acid rain symposium

The environment ministers of nine European countries will meet in Ottawa, March 20 and 21, to address the urgent need to reduce emissions causing acid rain, said Environment Minister Charles Caccia, recently.

"Our position is that Canada cannot solve the acid rain problem alone. For this reason, I am appealing to my ministerial colleagues in Europe to join forces in acid rain control," Mr. Caccia said.

At the first session of the executive body to the ECE Convention on Long Range Transport of Air Pollutants held in Geneva last June, nine countries, including Canada, endorsed a decision to reduce sulphur dioxide emissions by 30 per cent by 1993 based on 1980 emission levels. This group, comprising the Federal Republic of Germany, Norway, Sweden, Denmark, Finland, Switzerland, Austria, France and Canada has long been concerned about the serious effects of acid deposition on human and natural environments.

Participants at the Ottawa meeting will discuss the effects of acid rain on forests in Europe and Canada and review individual national strategies to reduce long-range, transboundary air pollution.

Sales to Mexico and Israel

The Export Development Corporation (EDC) has signed three financing agreements totalling \$1.9 million (US) to support sales of Canadian goods and services to Mexico and Israel.

The agreements are:

— A \$1.1-million (US) financing agreement to support the sale of equipment by Canadian General Electric Company Ltd. of Montreal; Sybron Canada Ltd., Taylor Instruments Division of Toronto and Stephens-Adamson, Division of Allis-Chalmers Canada Inc. of Belleville, Ontario to Minera del Norte, S.A. (Minera). The equipment includes switchgear, and automatic tripper and electronic equipment and instruments. The borrower is Fundidora Monterrey, S.A.

(Fundidora), a majority state-owned integrated steel company and the parent of Minera.

— A \$720 000 (US) loan to support the sale of eight graphic display boards by Cusco Industries Inc. (CUSCO) of Montreal to the Comision Federal de Electricidad (CFE) of Mexico, CUSCO is a designer and manufacturer of specialized custom-built control systems, and interfacing logic, instrumentation and multiplexing systems. CFE is the decentralized Mexican government agency responsible for electrical power generation, transmission and distribution in Mexico.

— A \$128 656 (US) allocation under a line of credit agreement with Bank Leumi Le-Israel B.M. of Israel to support a sale by Ceeco Machinery Manufacturing Limited of Concord, Ontario of two double twist twinning machines to Datic Cable Works Ltd. of Haifa, Israel. Ceeco Machinery Manufacturing Limited was established in 1967 to design and manufacture equipment for the wire and cable industry.