

government officials, members of Parliament, Telecom Australia, the Australian Broadcasting Commission, and the Overseas Telecommunications Commission. Subsequently, demonstrations of Canadian remote telephony and direct broadcast satellites were held in almost 50 separate locations in Queensland and New South Wales. Also, several companies - including Telesat Canada, Spar Aerospace, SED Systems, Canadian Astronautics, Cantel and Raytheon Canada - participated in a workshop in Canberra to demonstrate the applicability of Canadian communications systems to Australian conditions; applications for television and phone services in remote areas; Telesat Canada's network and experience; the Hermes experiments in tele-medicine and tele-education; fibre optics; Anik B and C programs, and Telidon.

d) Canadian Success Stories

In March 1981, Telesat Canada was designated Phase I consultant on the DOMSAT, a contract worth \$500,000. Hopes are that similar contracts, worth \$4-5 million, will be secured for the second and third phases.

With regard to Telidon, it was announced during the Videotex '81 conference in Toronto that Norpak and Hemton have made sales to Consolidated Electronic Industries of Melbourne, valued at \$2 million and \$1 million respectively, for provision of components that will be incorporated into a range of Telidon equipment in Australia. As well, in mid-1980, telex Time Division Multiplex (TDM) equipment, valued at approximately \$600,000, was sold by Interdaco to the Overseas Telecommunications Commission.

e) Market Considerations

Notwithstanding recent developments in Australian telecommunications, historical trade patterns between Australia and its trading partners can be expected to continue to exert some influence over the near future. For example, Australia sells approximately \$4 billion to Japan (mostly agricultural products and industrial raw materials), and buys only \$2 billion (mostly manufactured goods) in return. Coupled with the geographical proximity of Japan and its strength in electronics, that factor makes a formidable competitor in the Australian telecommunications market. European and some U.S. firms are also well represented, and no doubt they too are anxious to improve their market positions. For them, as for interested Canadian firms, it is important to note that