

will reduce the cost and size of cellular portable radio telephones and the reduction of equipment and service prices. The U.S. fibre optics market reached \$820 million (U.S.) in 1987 and should continue to grow through the early 1990s according to the USDOC. The USDOC suggests, however, that this growth should be substantially lower than the dramatic growth experienced during the first years following introduction of the technology. Growth will come from equipment enhancements rather than from the installation of substantial amounts of new fiber optic cable given the current overcapacity. The government and LAN segments of the market are expected to be sources of future growth.

This chapter has provided a definition of the products included within the scope of this report, the criteria used for their selection and a summary of U.S. imports of those products for 1982-87. Where available, a short-term outlook for the corresponding U.S. industry has also been provided. As this report is only intended to provide a sectoral overview and an indication of the opportunities that may exist for increased Canadian exports, individual readers are strongly encouraged to conduct more in-depth research on any potential opportunities identified.

**Users of this report who are interested in undertaking further research into specific markets are also encouraged to contact any of the Canadian Government Trade Development offices listed in the final Appendix to this report, to determine what assistance may be available to them.**