

some cases the only, opportunity for growth.

The environment in which Canadian carriers i.e., Bell Canada operate is beginning to change rapidly, as a result of increasing pressure on several fronts. Competition from resellers, the bypass of Canadian traffic through the U.S., and the deregulation of the long distance monopoly by the CRTC during 1992 create an unsettling environment for established carriers conditioned to operating in a closely regulated domestic market. The carriers, while representing the overwhelming bulk of Canadian telecom market activity, have not been especially active in the export market. Three-quarters of the projected global growth in telecom goods and services will be derived from the provision of services. If the current level of export services by the carriers remain as low as the present, Canada's combined market share may well drop below 1% by the end of the decade, compared to the 3 - 4% enjoyed now.

INDUSTRY-WIDE CONSULTATIONS