

## Fiberoptic Splicer

### Has vented polymeric housing

The DataSplice provides a fast method for mechanically aligning two glass fibers. It has a vented polymeric housing and incorporates Universal Fiberguides to accept all fiber coatings of 1 mm or less. Applications include use in premise distribution systems and LANs where extreme temperature variation is not a factor. Insertion loss for the splice is typically 0.2 dB for multimode fiber and 0.4 dB for singlemode fiber, with performance over a temperature range of 0°C to 60°C. Completed time to make the splice is reduced through use of a quick-curing adhesive that doesn't require UV light, heat sources or other special fixtures. The Pocket Cleaver and a series of connector installation kits will also be shown.

**GTE Fiber Optic Products**

Circle 279

## Breakout Data Cables

### Are for intra-building uses

General Cable Co. will display its breakout cables, which are heavy-duty, flame-retardant, indoor/outdoor cables that have been engineered for intra-building distribution applications including riser trays and conduit installations. The cables are available in fiber counts of up to 36 with 50/125-, 62.5/125- and 100/140-micrometer optical specifications.

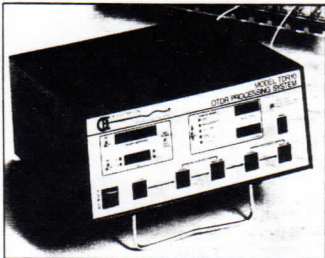
**General Cable Co.**

Circle 280

## OTDR Instrument

### Can use up to four wavelengths

Opto-Electronics' new millimeter-resolution optical time-domain reflectometer is capable of resolving reflected signals from fiber features



separated by only one millimeter over distances from a few millimeters to many kilometers.

The system is available at all popular wavelengths from 750 to 1550 nm either as a single or as a multi-wavelength unit, with up to four separate wavelengths.

**Opto-Electronics**

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Very Useful ..... 367  
Somewhat Useful ..... 368  
Not Useful ..... 369

# The Fiberoptic Market: Making the Commitment

by Holly Bigelow

The honeymoon is over. The fiberoptic industry, after a whirlwind romance of rousing market success, has bumped into reality in the form of sharply reduced and in some cases, even negative growth rates. The time may have come to settle into market maturity, which could seem an unexciting and unrewarding commitment to those accustomed to 50% growth rates.

In this issue, contributing editor Jeff Hecht reviews the near-stagnant fiberoptic industry, as described by speakers at the Newport Conference on Fiberoptic Markets (page 38). The news is not good. Planned long-haul fiber systems, the backbone of the industry to date, are nearly complete, Hecht reports. Fiber sales have stopped growing, and may even be slipping. Component sales, in units, haven't yet been severely affected, but sales in dollars almost surely will be as fiber, cable, transmitter and receiver prices are all dropping.

Industry marketers are optimistically predicting that other applications will take up the slack. Short-haul telecom and datacom, as well as in-building systems, are being hailed as the future of the industry. That may well be true, but other observers don't see those sectors taking off in time to save the bottom line in 1987.

Manufacturers must meanwhile dig in their heels, cut operating expenses, and prepare to "wait out the winter." Companies are reporting a seeming increase in layoffs, buyouts and reorganizations. Yet, selective pruning can be beneficial to subsequent growth.

But all is not totally gloomy. Advances in fiberoptic research still abound, as evidenced in the OFC/IOOC '87 Conference Preview (page 18). Hecht summarizes improvements in fiber design and manufacture, cable and connectors, subscriber loop sources, and long-haul and high-speed transmission.

Developments in fiber designs and manufacturing processes could mean improved performance and lower cost. Advances in coherent transmission and single-frequency lasers used in wavelength-division multiplexing will increase capacity and efficiency of fiber routes already in place. Monolithic integration of laser and electronics on a single chip offers the potential for improved productivity.

Increased product and service efficiency are natural outgrowths of market maturation, as the market shifts from one driven almost ex-

clusively by technology to one driven more by economic factors. This can only improve the long-term stability of the market, however painful the transition may be in the short run.

Even though a skeletal fiber backbone is, or soon will be in place, many more long-haul routes might be profitably fibered in the future. The "completed" fiber network is a goal to work toward, not a fait accompli. In telecom alone, growth will continue due to:

- an increase in demand for higher capacity services between large- and even medium-sized cities;
- the possibility of installing fiber in the "last mile;"
- the recent trend by long-distance

carriers toward providing alternate fiber routes to protect service in the event of a cable break;

- the laying of trans-oceanic fiberoptic cable; and
- the inevitable attrition of copper-pair systems in place.

The manufacturer willing to pay the price now could reap many benefits in the years to come.

The honeymoon is over, but that may not be such a bad thing. Commitment has its own rewards.



# ONE SPLICE FITS ALL

## Fiber Optic Splicing

Norland's Optical Splice is the one you've been waiting for. Everything you need to make permanent low-loss fiber optic connections — no matter what size the fibers are — comes in a one-piece precision glass device. You'll never need to carry around a handful of loose parts again.

Just fill with UV curing Norland Optical Adhesive, insert fibers and cure for a sturdy, ready-to-handle splice in minutes. That's all there is to it.

Norland's Optical Splice works with single mode and multimode fibers from 125 to 140 microns. Light loss averages 0.20dB and finished splices can withstand temperatures from -40° to 70°C.

Norland. There's not a faster, easier or more versatile splice on the market — we guarantee it. Call us and see.

For more information, call or write:



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