

Most companies in the commercial electronics sector have a clear view of the likely impact on their businesses of the Single European market at the end of 1992. However, some think it will have less of an impact than has been suggested, as developments have already been widely anticipated and the move into Europe is part of a well-established trend. Many electronic equipment manufacturers and component distributors have established subsidiary companies, or joint ventures in other European countries in preparation for the implementation of the Single European Market Act, or they are part of larger groups which already have an international focus.

The opportunities in the commercial electronics sector are mainly for specialist electronic equipment and sub-systems, especially anything related to environmental control which is becoming an increasingly important issue. The main standards used are ISO and CENELEC rather than North American, CSA/UL.

### **Instrumentation**

The UK market for sensors, control equipment, measuring devices etc. is well-developed and sophisticated, and has withstood the effects of the recession relatively successfully. All types and sizes of company are present in the industry - manufacturers, distributors and importers, from multinationals to firms employing fewer than ten people. There are good opportunities for manufacturers of high-quality products at reasonable prices.

An important factor to bear in mind for mains-operated equipment is the difference in supply voltage between North America and the UK - it is 240V, 50Hz, and products that are fully adapted (and tested) will stand a greater chance of success than those that require additional transformers etc. Electro-magnetic compatibility (EMC) is also a significant issue. The European Commission's EMC Directive is due to come into force officially in January 1992, but this has been recognised as impractical under present conditions. A proposal has been made that a four-year period is introduced during which compliance will be optional; in addition, a draft interpretative document has been produced which is intended to clarify some grey areas.

### **Aerospace and Space**

The primary focus of the UK space effort is on remote sensing. This is where the bulk of the UK's European Space Agency (ESA) contribution is allocated and POEM and the polar orbiting platform associated with the space station are the chief voluntary programs in which the UK participates. Even in this area the focus is on the use of the data which is collected. The UK has a number of very sophisticated users which have a world-wide interest and who would be valuable clients for any Canadian company. The UK involvement in communication satellites is focused on the payload as part of one of the