

CHAMPION ROAD MACHINERY LTD. (continued)

Mr. Bruno Lapaine, director of sales, says that they have their sales agents and dealers working on it in Europe but, so far, nothing. He is convinced the Germans are writing standards which will be adopted Community-wide, thus giving themselves the advantage.

* This example shows that, while the principle of "mutual recognition" holds generally, there may be specific areas where customer preference or artificial advantage render it useless.

The main areas of concern are new regulations relating to noise pollution and the requirements for an ISO 9000 series Quality Assurance Program.

* Mr. Powell says that ISO 9000 may also be necessary in non-European markets, "One of our salesmen came in with a request from Australia that specified we meet these ISO 9000 standards."

Testing and certification is another area of concern. Champion has encountered obstacles in the past getting its safety equipment certified for the European market because there is no Canadian body presently empowered to do it.

* Mr. Powell says there would be definite advantages to having a Canadian body certified for testing to European essential requirement standards.