

SOLARCHEM ENVIRONMENTAL SYSTEMS (continued)

It is prudent at this point to refer to a speech made by Dr. Kurt Trampedach, President, Northern Telecom GmbH, Munich, regarding the role of technological advantage in the European market.

"We have learned," said Dr. Trampedach, "and continue to learn, for example, that pre-eminence in technology, or leadership in North America, do not provide an automatic ticket to success in Europe."

Dr. Trampedach made the speech in Toronto at the January 15, 1991, "Europe in Transition" conference. He was referring to the telecommunications sector but his words are politic to enterprises in all sectors.

Testing and certification with the CSA is already standard with us; we are prepared to acquire the information and work to European standards, says Dr. Adele Buckley, Vice President Manufacturing and Development.

* Dr. Buckley says, domestic testing of international standards would be a definite help.