The Best/246
and its predecessor, Mountain Bell. With
“even more money than originally
rific business model” has been attracting
people operating its systems” – and it is
ness that has equipment, processes, and
all that by providing the technologies and

Solomon D. Trujillo
most notably serving as commissioner of
from the “best materials” in the world,

ing market share” in “handbags and

High-quality, four-color reprints
of Productivity
An Interview with Solomon D. Trujillo, Chairman,

What's the rationale behind your

CEOs today in all industries

Lynch, Global Crossing, and its primary
vestors that include Siemens, Sun Micro-

Whatever format suits them. With in-
data from any system – through either its

Coach stores within the United States and

We have several points of differentia-
short period of time, as opposed to the

as our solution. It's part of the value
anything else if I have the necessary infor-
mor accuracte and effectively manage
ery schedules and amounts based on how

you're a soft-drink provider, you can now

Do you see your product lines

economics, delivery, and solutions are
ted solutions” to businesses. However, they
delive-
sensor technology, wireless technology,
solutions” to businesses. Any companies that want
energize those solutions in new ways that

are lots of things that differentiate us,
motion that helps

any business that has equip-

be targets for us.

Is the CEO generally involved in

Is the Japanese con-

We have been fortunate in that peo-

The Japanese con-

Will there be an increase in

The Japanese con-

The Japanese con-

growth in new areas?

to purchase. We see

We were born in New York City,

For the fiscal year ended June 30, 2001.

The Japanese con-

Is the CEO generally involved in

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For the fiscal year ended June 30, 2001.

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