

Trust

What America essentially told ... rising Chinese high-tech firms, was this: "When Chinese companies were just selling us shallow goods [single-use products like "shoes, socks, shirts and solar panels"], we didn't care if your political system was authoritarian, libertarian or vegetarian; we were just buying your shallow goods. But when you want to sell us 'deep goods'—goods that are dual use and will go deep into our homes, bedrooms, industries, chatbots and urban infrastructure—we don't have enough trust to buy them. So, we are going to ban Huawei and instead pay more to buy our 5G telecom systems from Scandinavian companies we do trust: Ericsson and Nokia."

Thomas Friedman, New York Times, Apr. 14, 2023