

concerned, who prefer a gradual integration of electricity suppliers making them co-suppliers, co-transporters, or co-distributors of electrical power.

EDF (Electricité de France) which purchases annually \$8 billion in supplies, could open its markets for ordinary equipment, of equal quality. However, purchases of heavy and specific equipment, especially that subjected to security requirements, would require a long period for approval and evaluation.

The two rival firms in distribution, Sonepar (\$4,2 billion, Scaib and Almex brands) and CDME (\$3,6 billion - distributors of electrical and electronic supplies) will be experiencing a pause in their foreign growth. The latter company, however, is not considering disposing of Guillevin, its Canadian subsidiary, whose sales recently decreased by 12%.

Arrow and Avnet, the American giants, are pursuing their investment drive in Europe with the acquisition by Avnet of FHTEC in France.

ADDITIONAL SOURCES OF INFORMATION

Useful address:

Fédération des Industries Electriques et Electroniques (FIEE)
Groupement des Industries Electroniques (GIEL)
11, rue Hamelin
75783 Paris Cedex 16
Tel: (33-1) 45.05.70.70

Trade Fairs:

COMPONIC/MESUCARA
Paris, 30 November-4 December, 1992

ELEC
Paris, November 1993