

RECOMMENDATIONS

From the opinions expressed in the personal interviewing portion of the study, it is thought appropriate to express a recommendation as part of this research document.

The possibility of individual rebuilders marketing their products abroad seems very unlikely. They are not equipped, as individual organizations, to even seriously consider the possibility. Prejudgement as to the potential, lack of managerial manpower, suspicion and the inability to retrieve their raw material, i.e. cores, are the major reasons. It is this last point that possibly is the most important. Even domestically, the supply and clever buying of cores can make the difference in profitability.

To state the problem as an example, if a rebuilder ships 100 rebuilt alternators to an export market he must be guaranteed to receive approximately the same number of disabled alternators (or cores) back from the market for him to even entertain the thought of shipping the initial 100 rebuilt alternators.

Since cores play such a vital role in any export endeavour, their supply and return must be addressed before any industry