

Wheel alignment testers		Japan
Wheel balancing eqpt	Belgium	United Kingdom
Washing eqpt, car		Egypt Germany Switzerland
Washing eqpt, car, self-service		Switzerland
Washing eqpt, vehicle		Mexico
Washers, parts		Mexico
Wheel balancers		Japan Switzerland

On December 31, 1991 Belgium had a population of 4.7 million, of which 3,928,906 were passenger cars. In 1991 452,360 new cars were sold and 49,412 new trucks.

Some 1.6% of the total Belgian household budget is spent on the purchase and maintenance of cars. Belgians have a relatively long average lifespan of 4.8 years. The average car mileage does not exceed 10 to 12 thousand km per year. Most Belgians

replace cars after 50 to 60 thousand km.

Annual inspection of all automotive vehicles in Belgium is a factor that very positively affects the demand for automotive service goods. The high accident rate in Belgium.

In 1990 the total investment in automotive service equipment was estimated to be US \$ 81.5 million. The import market was shared by the USA 14%, Germany 23%, UK 18% and France 10%.

Belgian auto repair businesses try to maintain older cars but avoid expensive labour costs by investing in labour saving, state of the art equipment.

Potential end users are:

-garages	10,000
-service stations	1,500
-importers, distributors, retailers of tools, workshop equipment	1,500
-body repair shops	1,600
-tire specialists	500
-carwashes	400
-specialized shops (brakes, shock absorbers)	200
-engine rebuilders	80
-supermarket sales and service outlets	50

Auto repair and maintenance services are mainly provided by authorized car dealers followed by independent garages and service stations.

There are a few domestic manufacturers in Belgium and most of them manufacture handtools. Consequently the market for maintenance and repair equipment is largely an import market.