

AFIBA (Asociacion de Fabricantes e Importadores de Bienes de Equipo para la Automocion), Doctor Esquerdo, 105, 28007 Madrid, tel 341-573-7400, fax 341-409-6452. Contact: Mr. Eduardo Van Hemmen, President.

Canadian Embassy, Apartado 587, 28080 Madrid, Spain, tel 011-34-1-431-4300, fax 011-34-1-431-2367.

Exhibition: Riyadh Motor Show, November 1993, Organizers: Riyadh Motor Show Company, P.O. Box 100, Riyadh 11511, Saudi Arabia, tel 966-11-484-4848. The show is becoming increasingly more demanding in respect of sophisticated maintenance services. However, only major manufacturers service outlets and 25% of all licensed service outlets and 30,000 privately owned service outlets. Spain currently has 2,500 authorized maintenance outlets. In 1991 total market demand for automobile repair and maintenance equipment reached US \$ 435 million. The demand had been growing at an annual rate of 12% per cent. Maintenance outlets improving their services the annual rate of growth is expected to increase to 15 or 20 per cent. In 1991 total market demand for automobile repair and maintenance equipment reached US \$ 435 million. The demand had been growing at an annual rate of 12% per cent. Maintenance outlets improving their services the annual rate of growth is expected to increase to 15 or 20 per cent. In 1991 total market demand for automobile repair and maintenance equipment reached US \$ 435 million. The demand had been growing at an annual rate of 12% per cent. Maintenance outlets improving their services the annual rate of growth is expected to increase to 15 or 20 per cent.

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Domestic production concentrates on non-electronic equipment such as two and four-column lifts, car wash units and food tools. More than half the production is exported. Contact: 1-888-222-8841, 1-669-110 xaf, 882-884-1377.

Imports reached US \$ 376 million in 1991. Because of the expected increase in demand for diagnostic and electronic equipment the annual growth is expected to reach 20 or 25 per cent. The major competitors in the Spanish market shared the import market as follows: Germany 31%, Italy and the USA each 11%.

Export Market Opportunities

Good prospects exist for: Brake testers, Headlight adjustment systems, Test benches, Electrical diagnosis equipment, Motor diagnosis equipment and Ignition testing units.

Marketing Media

Publication: Technipublicaciones S.A., Fernando VI, 27, 28004 Madrid, tel 341-319-7880/319-7922, fax 341-410-2041.

Exhibition: EXPOMOVIL (Exposicion Internacional de Componentes y Equipos), Fira de Barcelona, A. Reina Maria Cristina, s/n, 08004 Madrid, tel 343-423-3101, fax 343-423-3101. The show takes place every two years.

