

# Distribution structure of parts used in Africa

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Good day distinguished ladies and gentlemen.

## INTRODUCTION

My name is Kenneth Okafor from Nigeria. I export automobile spare parts to Nigeria and some other African countries.

Let me begin by thanking the organizers of this international conference, for finding me worthy to address this wonderful audience.

I am humbled by the determination of the organizers of this conference in enlightening us especially we people from Africa on the new technologies in processing of used auto spare parts/automobiles and also in recycling.

## SALES OF SPARE PARTS IN NIGERIAN MARKET

European used automobile spare parts are still in high demand Nigeria due to the fact that many car owners prefer to buy used spare parts to fix their cars rather than buying the new parts which are mostly of substandard quality, illegally imported from Asian countries.

Nigerians have in the past depended solely on few brand of cars, such as Toyota, Volkswagen, Mercedes Benz and Honda.

My recent research shows that many more brand of cars and automobiles like Daewoo, Opel, Renault etc. have gained their way into Nigeria market thereby forcing a drop in price of the more popular brands.



## CHALLENGES FACED BY AUTO SPARE PARTS DEALERS



Some of the challenges encountered by auto spare parts dealers are as follows:

1. High cost of duty and importation cost.
2. High exchange rate
3. Warranty is another factor, this is because used auto auto spare parts gotten from damaged or abandoned cars are in higher demand in Nigeria.

I therefore recommend that a workable warranty programme is needed to address customer's complaints.

I also suggest that adequate care should be taken while processing, preserving and packaging these used auto spare parts so as to maintain it's standard.



## BENEFITS OF ATTENDING THIS CONFERENCE

The experience I gained from my participation in the previous conferences organised by FORS have been of great help and i am optimistic that this conference will add to my knowledge on more recent development in the recycling technology. Bearing in mind that the success of any business can be associated with the availability of relevant up-to-date information and existing regulations guiding it.

I have also shared some of these experience with some of my colleagues and they have shown willingness to embrace this innovative approach.

The Nigerian government in trying to make her environment healthy, has embraced recycling technology, by granting licences to some foreign investors to set up recycling plants that



will assist in offering her teeming population with some employment opportunities.

## CONCLUSION

Once again, I want to specially thank the entire management of FORS for the wonderful job you are doing and for always bringing Africa into your vision.

Thank you so much for your audience.