Problems of Standardising Motor Vehicle Importation in Ghana

J. ANTONIO, BSc MSc PhD DIC
Department of Mechanical Engineering
University of Science and Technology
Kumasi, Ghana.

ABSTRACT

Between 1979 and 1985, several attempts were made by the Government of Ghana to restrict the number of makes and models of motor vehicles imported into Ghana. It was thought that a policy of motor vehicle standardisation would help to ease the problems associated with the procurement of spare parts for the vehicle fleet. However, implementation of this standardisation policy turned out to be very difficult. In this paper some of the many complex problems of motor vehicle standardisation are discussed. It is argued that a standardisation policy would be too difficult to implement and would be of little benefit to the country. Instead of pursing a standardisation policy, which gives undue weight to the problem of spare parts availability, it would be more profitable to address the broader question of how best to improve road transportation in Ghana. This viewpoint leads to a number of suggested measures which, it is argued, are easier to apply and have a better chance of improving road transportation in Ghana.

KEYWORDS: *motor vehicle; import standardisation; spare parts.*

INTRODUCTION

In September, 1979, the Government of Ghana [1] published a list of standardised vehicles which may be imported into the country. The importation of all other vehicles was prohibited. This action appears to have been a response to the concern, frequently expressed in the Ghanaian press, about the large variety of makes and types of motor vehicles imported into the country. It was thought that by limiting the makes and type of vehicles imported, the range of different spare parts required for vehicle maintenance and repair would be reduced considerably, and spare parts would become more readily available.

However, it has proved very difficult to implement the standardisation policy. What appeared to be an attractive solution to the spare parts problem turned out to be a very complex issue. Several attempts at standardisation have failed, the last attempt being in 1985 when a motor vehicle standardisation law was repealed soon after promulgation. It is the object of this paper to discuss some of the difficult and complex problems of motor vehicle standardisation from the standpoint of the Ghanaian experience.

HISTORY OF ATTEMPTS AT STANDARDISATION

Just before handing over power to a civilian administration in September, 1979, the government of the Armed Forces Revolutionary Council (AFRC) published a list of standardised vehicles for the country (Appendix I). The list made provision for the following categories of vehicles: cars, pickups, buses, trucks and cross-country vehicles. For cars and pickups the list indicated specific models such as Peugeot 305, Datsun 120Y, Renault 4TL, etc. For mini-buses (up to 33-seaters), the list specified two vehicles which were assembled in Ghana and could only be procured locally.

Since the list of standardised vehicles was published only a few days before the AFRC relinquished power, the task of implementing the list fell on the civilian government of the Peoples National Party (PNP). The publication of the list was not backed by any law and there was no grace period to take account of non-standardised vehicles that had been ordered or shipped before the announcement of the list.

The lack of legal backing for the list resulted in it being implemented as an administrative measure only. A lot of discretion was exercised in approving the importation of non-standardised vehicles. It was decided that non-standardised vehicles that were ordered or purchased or shipped by their owners before 18th September, 1979 (the date of approval of the list), would be allowed into the country. This decision was intended to compensate for the lack of a grace period. Importers were required to produce their travel documents, purchase receipt and log book of the vehicle and a copy of the bill of lading.

However, the implementation of this decision became very unwieldy because some importers resorted to the submission of fake vehicle log books and purchase receipts in support of their applications for permission to import non-standardised vehicles.

The list of vehicles approved by the AFRC government had several deficiencies. The one that hampered implementation most was the fact that the list specified particular models for cars and pickups. This made it necessary for importers to obtain permission for models that were equivalent to those specified on the list. Thus, for example, even though the VW Rabbit is exactly the same as the VW Golf it was necessary to obtain permission to import the Rabbit. Another consequence of this deficiency was that the list would have to be ammended whenever models were changed, as when the manufacturers of Datsun cars discontinued the whole series of Datson 120Y, 140J, 160J, etc., and introduced the Nissan Stanza series in its place.

Owing to this and other deficiencies, the PNP administration decided to review the list of standardised vehicles soon after assuming office. This followed protests from the general public and from vehicle manufacturing companies whose countries had trade links and aid programmes with Ghana but whose vehicles were excluded. In deciding to review the list the Government tacitly accepted the policy of vehicle standardisation as being beneficial.

The Government commissioned a survey which was carried out between October, 1979 and March, 1980 with the object of collecting relevant data from various sources including vehicle importing firms and major users from both the private and Government sectors. The data from the survey were analysed and the following criteria were applied in compiling a new list of standardised vehicles:

a) familiarity with vehicle, durability and suitability for the purpose intended

b) low fuel consumption rate

c) competitive purchase price (CIF or final selling price)

d) availability of after-sale service facilities, preferably throughout the country

e) bilateral trade relations between Ghana and the vehicle producing countries that are also major aid donors

f) reliability of source of supply

g) the need for diversification of source of supply

h) interchangeability of parts for vehicles of different types.

By December, 1981, a draft Bill had been prepared by the PNP government to be put before Parliament. The Bill prohibited the importation of vehicles other than those specified in an approved list. An important feature of the new list was that vehicles were specified by make and engine capacity rather than models. The Bill empowered the Minister responsible for Transport to ammend the list from time to time. Diplomatic Missions, International organisations or agencies and their foreign members of staff were permitted to import vehicles outside the list, but with the condition that such vehicles must be exported outside the country upon the closure of the Missions, organisations or agencies, and upon the expiration of the tour of duty of the foreign members of staff. The Bill also allowed a grace period of three months and made provision for the forfeiture to the State of vehicles imported in contravention of the law. However, the Vehicle Stadardisation Bill could not be passed into law because the PNP administration was replaced on 31st December, 1981 by a new government, the Privisional National Defence Council (PNDC).

Upon assuming office the PNDC initially insisted on the strict implementation of the AFRC list, but this only resulted in further confusion since that list was not backed by any law. Moreover, the public were aware of the attempts by the previous Government to publish a new standardised list. The Secretary for Transport made an attempt to rectify the situation by proposing to Government the promulgation of a law very similar to the draft Bill that had been prepared by the PNP Government. The reaction of the Government was to direct the Secretary to set up a Committee to examine the list of standardised vehicles and submit appropriate recommendations for consideration.

The Committee adopted a set of criteria which was very similar to that adopted by the PNP Government for the selection of vehicles to be included in the standardised list. These criteria were given wide publicity in the press and the general public was invited to submit views and comments on them. Data was collected on all makes and models of motor vehicles in the country. Consultations were held with the Ghana Private Road Transport Union, the National Transport Owners Association, the Ghana Road Hauliers Association, the Motor Spare Parts Dealers Association and the Ghana National Garage Owners Association. The Committee also visited the workshops of a number of major

operators of some of the popular vehicles in the country to carry out on-the-spot examination. At the end of this survey the Committee proposed a list of standardised vehicles which was submitted to Government for approval in April, 1982.

The recommended list of vehicles was discussed by the Committee of Secretaries of State. It approved the list for vans, pickups, buses, trucks and cross-country vehicles, but could not take a firm decision in respect of cars. A decision was then taken that the importation of cars should be banned for six months during which period the subject of motor car standardisation would be re-examined. A law banning the importation of motor cars was promulgated in September, 1982. Under this law only certain categories of Ghanaians resident or studying abroad may import motor cars into the country. Foreign personnel on diplomatic accreditation to Ghana were exempted from the law. Other categories of importers were required to obtain exemptions from the Government. The law was originally envisaged as a stop-gap to allow time for the Government to come up with a well-conceived policy on motor car standardisation. In the event, the law remained in force for well over three years.

The subject of vehicle standardisation continued to engage the attention of Government and in September, 1985, the Motor Vehicle (Standardisation) Law was made. Under this law a new list of standardised vehicles was published (Appendix II). Apart from saloon cars, all other classes of vehicles were to be diesel-fuelled. Any motor vehicle imported into the country under a loan agreement entered into by a State organisation was required to be on the specified list. Diplomatic Missions and international organisations and their staff were allowed to import non-standardised vehicles provided that they undertook to procure their own spare parts from resources outside Ghana and to re-export the vehicles outside Ghana at the end of their tour of duty. A non-standardised vehicle could be imported under an aid agreement if the agreement guaranteed the supply of adequate spare parts for the maintenance of the vehicle during the period of use. Any motor vehicle imported in contravention of the law was liable to forfeiture to the State.

The Motor Vehicle (Standardisation) Law, 1985, was repealed soon after promulgation. It is not clear why it was repealed, but considering the very restrictive provisions of the law one would expect a lot of protests from the general public, vehicle manufacturing firms, Diplomatic Missions and aid donor agencies.

Following the repeal of the law, a ban was placed on the importation of petrol-engined cars exceeding 1700cc and diesel-engined cars exceeding 2500cc cubic capacity. Any make of vehicle could now be imported provided that the limits on cubic capacity were not exceeded.

The cubic capacity limits were ammended by the Government in the Budget Statement of February, 1987. Further ammendments were announced in subsequent statements. Currently (1989), there are no restrictions on the make of motor vehicles that may be imported. However, the regime of taxes and duties currently in force appears to be aimed at discouraging the importation of cars with large cubic capacities.

THE PROBLEMS OF STANDARDISATION

The shortage of spare parts is one of the biggest problems facing motorists in Ghana. This shortage has been blamed on the large number of different makes and models of vehicles imported into the country. It is argued that standardisation would reduce the range of spare parts needed for the maintenance of the vehicles. With unrestricted importation, large sums of money would be needed to procure parts for the wide variety of vehicles. Since the foreign exchange available is limited, only small quantities of spares for each vehicle type can be procured. Standardisation would enable the provision of a larger stock of spares for each of the smaller number of makes of vehicles. This would improve availability and reduce the cost of spares.

Another argument against uncontrolled importation of vehicles is that it retards the growth of the vehicle repair industry. It is unlikely that repair and servicing facilites would be established for makes of vehicles that do not exist in sufficient numbers to make an investment in this field profitable. Standardisation would result in larger volumes of the few vehicles that would be selected and this, it is argued, would encourage dealers to establish repair shops.

A third argument that may be put up in favour of standardisation is that it affords an opportunity to exclude from the country vehicles that are considered to be unsuitable for local conditions. Thus vehicles that are not durable or have a high fuel consumption rate, for example, could be excluded.

On the basis of the foregoing arguments, standardisation would appear to be a sensible and straight-forward solution to the vehicle repair and maintenance problems of the country. However, the actual implementation of a policy of standardisation involves many complex issues. It is probably the difficulty of resolving these issues that has resulted in the abandonment of the policy.

The first problem that is encountered when a policy of vehicle standardisation is adopted is the decision as to whether to standardise on the basis of makes or specific models. Standardisation based on specific models has the distinct advantage of facilitating the application of criteria such as fuel consumption rate and interchangeability of parts. Interchangeability of parts within the list would lead to economy in the procurement and stocking of spare parts. However, problems would arise in the event of the specified models being discontinued by the manufacturers. In such an event it is likely that manufacturers would be unwilling to produce parts for models that have long since been withdrawn, except possibly at a higher cost. Thus, standardisation based on specific models has the disadvantage of making it necessary to review the standardised list as frequently as manufacturers replace their models.

Standardisation on the basis of vehicle make appears to be much simpler. However, an important disadvantage here is that once a particular make is specified importers would be able to bring in any vehicles of that make. Even models that were still in the design stage at the time of preparing the standardised list would be alllowed in. The nature of the vehicle fleet that would result from such a standardisation programme would be difficult to predict. The standardised list would not be based on an assessment of specified models but rather on the reputation of the manufacturers.

Another important decision that must be made concerns the criteria to be applied in selecting the vehicles to be included in the standardised list. The criteria that have been applied in the past include: durability; low fuel consumption rate; low purchase price; availability of after-sale service facilities. The need to foster trade relations with vehicle producing countries that are also major aid donors is another important consideration. Also important is the need for reliability and diversification of the sources of supply. It is one thing drawing up a list of criteria, and quite another applying these criteria in selecting the standardised list of vehicles. A major difficulty arises from the fact that the proper application of the criteria listed above requires data that are not readily available.

Consider, for example, the question of interchangeability of parts. Motor vehicle manufacturers do not build their vehicles in their entirety; they generally commission various outside suppliers to make components for them. These components, usually labelled in the vehicle manufacturer's name, become "original equipment" on the vehicles. Component suppliers are at liberty to supply a particular component to several vehicle manufacturers provided it satisfies their individual requirepments. Wherever possible, manufacturers would rather buy out components that are already being marketed by suppliers because it is more economical to do so. Sometimes major components such as engines and gearboxes are bought out from outside suppliers. The result of all this is that there is considerable interchangeability of parts across vehicle makes. Unfortunately, information on interchangeability is not readily available. The question as to whether or not carburretor of a Datsun 120Y could be substituted for that of a Peugeot 504, for example, cannot be answered without consulting experienced spare parts dealers and vehicle mechanics. To the best of the author's knowledge, no attempt has yet been made to compile such information for the popular models of vehicles in Ghana.

Durability is another criterion that is difficult to apply in the absence of relevant data. In order to compare vehicles on the basis of durability, it would be necessary to operate all the vehicles under similar conditions over a considerable period of time with records being made of all servicing and repairs required by each vehicle over the test period. Such test data are unavailable for the vast majority of vehicles operating in Ghana.

The criterion of low price appears attractive, but it is also quite difficult to apply. To start with, this criterion would be largely irrelevant unless standardisation is based on specific models. If the standarised list is based on vehicle make alone there could be the difficult problem of having to compare several ranges of models from various manufacturers. Then, also, there is the fact that prices are time-dependent. It is easily possible to find that a vehicle that was competitively priced at the time of standardisation has become relatively expensive with the passage of time. Would such a situation warrant an ammendment of the standardised list?

A major obstacle to the implementation of a standardisation policy concerns the way such a policy would affect Ghana's relations with her major trading partners and aid donors. It is difficult to draw up a list of vehicles in such a way that the Government would not be open to the criticism that vehicles from particular countries have been unfairly excluded from Ghanaian markets. There is also the question of tied aid. The Motor Vehicles (Standardisation) Law of 1985 attempted to address the problem by stipulating that any non-standardised motor vehicles imported under aid and similar agreements should be backed by a guarantee of an adequate supply of spares for the maintenance of the vehicles. Measures such as this are rather unwieldy and are likely to be unpopular with aid

donor countries and, consequently, there would be pressures on the Government to withdraw them. The Government's ability to resist these pressures is severely undermined by the fact that the country still relies quite heavily on external aid.

Another difficulty with standardisation has to do with the fact that in the 1970's there was a proliferation of vehicle assembly plants in the country. By the end of 1982 there were some twenty such plants with the capacity to assemble a wide range of vehicles. Standardisation poses the question of what to do with these assembly plants. Failure to take due account of the operations of these plants can lead to problems for the Government. This was the case in 1982 when GHAMOT Vehicle Assembly (Ghana) Limited, which is wholly state-owned, applied for permission from Government to lay off a number of its workers. The reason for this proposed redundancy was that the list of standardised vehicles at that time excluded Toyota vehicles which were being assembled by GHAMOT.

Owing to the lack of foreign exchange to import components many of the vehicle assembly plants have gone out of business. Government policy towards the local manufacture of motor vehicles is not yet clearly defined. Many questions need to be answered: Is it desirable for Ghana to manufacture her own vehicles? If so, what is the best approach to adopt in acquiring the necessary technology? Would it be best to start with assembly of imported components and gradually increase local content? Should local assemblers and manufacturers be protected by import restrictions? Questions such as these cannot be adequately answered outside the framework of a well-conceived technology policy based on well-defined objectives.

SOME MEASURES FOR IMPROVING THE ROAD TRANSPORT SECTOR

The institution of a policy of motor vehicle standardisation in Ghana has been marked by a failure to state clearly the objectives of such a policy. No serious effort was made to define the problem that standardisation was expected to solve. It would appear that those concerned with instituting the policy had been concerned, rather unduly, with the question of spare parts availability. It would have been more profitable to pose the basic question of how to improve road transportation in the country. When the problem is viewed in this broader context, it would be found that the availability of spares is only one of the many factors that must be considered in addressing the problem.

The spare parts problem is itself a very complex one. The difficulty of obtaining spares in Ghana cannot be blamed entirely on the proliferation of vehicle makes and models in the country. Until very recently (September, 1986) when the Government introduced the auctioning of foreign exchange, the system for ordering spare parts was such that importers were compelled to assess their requirements about a year in advance. The prospective importer normally used his experience to prepare a list of requirements and then obtained proforma incoices from his suppliers abroad. He then made an application for an import licence to cover the amount involved. The shortage of foreign exchange meant that only a small fraction of the amount applied for was granted. This necessitated a revision of the spare parts list by the importer. Since the allocation of import licences was normally done only once a year, and the importer was required to draw up a list of spares even before he knew how much foreign exchange would be made available, the spare parts eventually imported tended to be different from what was actually needed at the time the parts arrive. With the introduction of currency auctioning and automatic import licencing, some of the problems associated with the procurement of spares are likely to be mitigated.

The spares situation is made more complicated by the fact that a large proportion of the spares used in Ghana is brought in by individual importers and not by representatives of vehicle manufacturers. These importers have been accused of being motivated by the desire to make quick money, and have been blamed for the presence on the Ghanaian market of imitation spare parts. Although it is true that some of the parts procured from suppliers other than the vehicle manufacturers do not meet the required standards, it would be wrong to insist on original components to the exclusion of all others. As mentioned earlier, vehicle manufacturers use components bought from outside suppliers who are at liberty to sell the same component to other buyers including spare parts dealers. Motor trading firms consider the sale of spares as an important source of profit and there is a tendency on their part to put excessive price tags on replacement components bearing their mark. Spare parts dealers are often able to obtain components from reputable manufacturers, who supply original parts to the motor vehicle trade, and are able to price them competitively. Insisting on original parts could mean the payment of exhorbitant prices. However, there are many inferior and counterfeit parts on the market and there is a need to protect the consumer. One protective measure that would not be very difficult to institute is consumer education aimed at increasing consumer awareness of the problem.

In Ghana, and in many other developing countries, vehicle operating costs are significantly affected by the poor condition of the roads. The poor condition of the roads has been blamed on the neglect of proper maintenance. Many countries have tended to use their limited financial resources on expanding rather than maintaining the existing road networks. Also, maintenance costs have tended to be high for reasons such as over-staffing and low plant utilisation rates. Poorly maintained roads are very costly because they necessitate the expenditure of foreign exchange on spare parts and fuel, quite apart from the need to replace vehicles more frequently. Any attempt to improve the road-worthiness of the motor vehicle fleet must give a high priority to improving the condition of the roads.

The inadequacy of vehicle maintenance and repair in Ghana affects the state of the vehicle fleet adversely and is one of the problems that standardisation was supposed to address. A recent report [3] identified some of the contributory factors to the problem of poor vehicle maintenance as: lack of maintenance facilities; shortage of trained mechanics; shortage and excessive cost of essential spares; insufficient attention to routine maintenance. The complexity of the problem, as indicated by the report, suggests that an improvement cannot be achieved by vehicle standardisation alone, but rather by a wide range of measures. There is a need to identify and address the problems associated with the ordering of spare parts. The local manufacture of spares must be actively encouraged. Ways must be found to enable wayside mechanics to acquire adequate tools and to upgrade their technical and managerial skills. In order to ensure that wayside workshops take on only those jobs that they are capable of doing, the suggestion that these workshops be graded and licensed should be seriously considered.

In addressing the problems of vehicle maintenance, one must not underrate the importance of the vehicle driver or owner himself who must be responsible for carrying out day-to-day maintenance checks. There is a need for a programme to educate the general driving public of the importance of routine maintenance activities such as checking the level of lubricating oil and the level of electrolyte in batteries. In the technologically advanced countries there are specialised magazines whose purpose is to provide the consumer with information on sources of supply of spare parts, repair and servicing facilities, performance characteristics of new products, do-it-yourself maintenance, and so on. In a country like Ghana where the level of technical knowledge among the population is not high, the introduction of a carefully-designed programme to provide the driving public with the type of information suggested above would be beneficial.

It is well known that road transportation is the main user of petroleum fuels in Ghana. Because more than half of the country's imports is made up of petroleum, there is a need for efforts to minimise the petroleum requirements of road vehicles while still maintaining a good level of mobility. One way of reducing fuel consumption is to increase vehicle efficiency. For cars, a general shift to smaller and more fuel-efficient engines is probably the best method of reducing fuel consumption in the short run. Removing the subsidies on petroleum products is the simplest means to discourage the use of vehicles with high fuel consumption rates. It would also appear that a general shift towards diesel-powered vehicles would represent a more efficient use of fuel since the diesel engine is capable of much better fuel economy than the petrol engine. In Ghana the demand for diesel fuel is lower than the supply that comes out of the oil refinery at Tema. A shift towards diesel-powered vehicles would lead to an alignment of the demand for diesel fuel with the supply. The Motor Vehicles (Standardisation) Law of 1985 attempted to do this by specifying only diesel-powered models for all categories of vehicles with the exception of cars. However, a total shift of all pickups, trucks, buses and cross-country vehicles would pose a number of problems. First, any shortage of diesel fuel would cripple a very important sector of the economy. Secondly, the facilities for servicing diesel engines are currently inadequate. A recent survey [3] was able to identify only eleven diesel test shops throughout the country.

The actual fuel consumption rate achieved by a vehicle depends to a large extent on its state of tune. Therefore, one would expect that a vehicle inspection programme that requires engine tune-ups would help to improve the fuel efficiency of the vehicle fleet. However, such programmes are difficult to implement. Thus, the system of issuing road-worthiness certificates for vehicles operating in Ghana has degenerated into another means of revenue generation for Government.

Apart from the more efficient use of fuel, other methods could be applied to reduce the fuel consumption rate or slow down its rate of growth. One method is to shift traffic from the road to other more efficient modes of transport. In the case of heavily loaded bulk carriage, for example, rail transport is several times more efficient than raod haulage. Another fuel saving measure is to improve the flow of traffic. This would reduce the high fuel consumption rates associated with stop-and-go driving. Other indirect methods of reducing the overall demand for transportation should also be

given attention. For example, high priority should be given to telecommunications since it is well-known in Ghana that many road journeys would be rendered unnecessary if the telecommunications network were improved.

The foregoing discussions suggest that a policy of nation-wide standardisation of motor vehicles would be difficult to implement and is unlikely to yield many benefits. It must be mentioned, however, that standardisation within Government departments, especially those with in-house workshop facilities, is beneficial and should be encouraged. The rationalisation of the vehicle fleet within an organisation simplifies the procurement and stocking of spares as well as the training of mechanics and the provision of the tools required for maintenance and repair. Also, where a number of organisations are able to collaborate in procuring a particular vehicle they would be able to reap the advantages of a "larger buy".

CONCLUSION

The motor vehicle standardisation policy was adopted in Ghana without a clear definition of its objectives. Consequently, undue attention was given to the spare parts problem and the lack of repair facilities. Implementing the policy of standardisation has posed problems such as how to select the criteria to be applied in drawing up the list of standardised vehicles and how to ensure that relations with major trading partners and aid donors are not adversely affected. It would have been more beneficial for the Government to address the wider question of how to improve the efficiency of road transportation in the country. It has been argued in this paper that the problems of spares and repair facilities, which are quite complex in themselves, represent only a few of the factors that affect the efficiency of road transportation in Ghana. The complexity of the problems of road transpostation in Ghana calls for the application of a wider range of measures which should include the following:

(a) The local manufacture of spare parts should be actively encouraged.

(b) The problem of imitation spare parts should be tackled by methods such as consumer education.

(c) Ways should be found to provide roadside mechanics with the tools they require for their work.

(d) The suggestion that roadside workshops be graded and licensed should be given serious consideration.

(e) The mass media should be used to educate the general driving public about their routine maintenance responsibilities towards their vehicles.

(f) High priority should be given to improving the condition of the roads and the flow of traffic.

(g) The use of smaller and more fuel-efficient cars should be encouraged by pricing petroleum at the world market price and imposing heavier duties on cars with high fuel consumption rates.

(h) Where appropriate, traffic should be shifted from the road to other more efficient modes of transport such as rail and waterways.

(i) Steps should be taken to improve the telecommunication network.

Measures such as these are easier to apply and hold more promise of success in improving road transportation in Ghana.

REFERENCES AND NOTES

1. *The Government of the Armed Forces Revolutionary Council (AFRC) which seized power on 4th June, 1979 and relinquished it three and a half months later on 21st September, 1979.*

2. *Motor Vehicles (Standardisation) Law, 1985, PNDCL 120. Ghana Government Gazette notification of 20th September, 1985.*

3. *Report to the Ministry of Transport and Communication, Ghana and IDA, Washington, on Road Vehicel Workshop Survey prepared by a consortium of firms. March, 1987.*

APPENDIX I
THE AFRC LIST OF STANDARISED VEHICLES

1. *CARS: Peugeot 305, 504; Datsun 120Y, 140J, 160J; VW Golf 1300, 1600; Mazda 323, 929; Renault 4TJ, 5TJ; Fiat 127, 131, 124.*

2. *PICKUPS: Datsun 1500.*

3. *BUSES UP TO 33-SEATER: Willowbrook Midi Space-car; Marcopolo.*

4. *BUSES OVER 33-SEATER: Leyland; Willowbrook; Neoplan; Tata.*

5. *TRUCKS UP TO 7 TONS: Bedford; Morris; Austin.*

6. *TRUCKS OVER 7 TONS: Leyland Mercedes Benz.*

7. *CROSS-COUNTRY VEHICLES: Land Rover; Nissan Patrol.*

8. *CARS FOR STATE HOUSE USE: Mercedes Benz.*

9. *VEHICLES FOR STATE TRANSPORT CORPORATION: Setra; Saurer.*

10. *VEHICLES FOR USE BY THE C.M.B. (COCOA COUNCIL): Mack.*

APPENDIX II
SPECIFIED LIST OF VEHICLES UNDER THE MOTOR VEHICLES (STANDARDISATION) LAW, 1985

SALOON CARS

Fiat, Mercedes Benz, Mitsubishi, Nissan/Datsun, Peugeot, Renault, Toyota, Volkswagen.

PICK-UP (DIESEL ONLY)

Fiat, Mercedes Benz, Mitsubishi, Nissan/Datsun, Peugeot, Renault, Toyota, Volkswagen.

VANS AND MICRO-BUSES (DIESEL ONLY)

Mercedes Benz, Mitsubishi, Nissan/Datsun, Peugeot, Renault, Toyota, Volkswagen.

TRUCKS AND BUSES (DIESEL ONLY)

Bedford, DAF, Fiat, Leyland, M.A.N., Mercedes Benz, Nissan, Renault, Tata, Toyota.

CROSS-COUNTRY VEHICLES (DIESEL ONLY)

Land Rover, Mitsubishi Pajero, Nissan Patrol, Toyota Land Cruiser.