Plastic devices to administer liquid solutions
Ophthalmological instruments and equipment
Hearing aids
X-ray equipment and parts
Automatic developers for X-ray plaques
X-ray fil and plates
Anaesthesia equipment
Syringes
Impregnated gauze
X-ray film
Elastic bandages
Vascular access sets
Adhesive tape & band-aids
Catheters
Surgical thread
Abdominal pads
Surgery blades
Surgical gloves

The United States has traditionally been the number one supplier of medical equipment and supplies to Mexico with a 59% market share in 1992, followed by Germany (17%), Japan (10%), Switzerland (2%), France (2%), Italy (2%), Israel (1%), Puerto Rico (1%), Brazil (1%). The United States is percieved to be a technological leader in the industry. Also, the quality of U.S. products and the close proximity to Mexico, which has allowed easy availability of parts and service, have payed an influential role in this relationship. Many Mexican doctors have made graduate studies in the United States (and to a lesser degree also in Canada), regularly attend conferences in the States and are therefore quite familiar with U.S.-made products. Last but not least has been the association of Mexican and U.S. companies through licensing and joint venture agreements. Nevertheless, the U.S. import market share has decreased from 71% only three years ago, while German and Japanese manufacturers are gaining importance due to their aggressive market penetration. Their marketing efforts include extending more liberal credit terms for the purchase of equipment. In the case of medical supplies, the price factor tends to be very determinant and accounts for large, infrequent import quantities from Far Eastern countries, Israel, Brazil, Puerto Rico, etc., with little concern for a continuing market presence.

Some of the most important foreign firms in the local market include:

GERMANY: Draeger   incubators
            Henochron   automated sample analyzers
            Rusch   catheters and disposables
            Siemens   X-ray units, mammographic eq, mobil
                           testing systems
            Stortz   endoscopes
            Wolf   endoscopes

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