

Nutrición, Institute of Nutrition, and the *Instituto Nacional de Pediatría*, Institute of Pediatrics. All the institutes offer interesting potential for manufacturers of specialty equipment. The larger private hospitals are also attractive as potential customers.

The areas of opportunity include equipment which is used in the treatment of cancer such as alpha beta radiation technology. There is more emphasis being placed on physiotherapy, and the demand for hydrotherapy, electrotherapy and

ultrasound equipment is increasing. Respiratory ailments and related problems are expanding, requiring more sophisticated means of treatment. The treatment of heart disease and related complications is growing, leading to a greater demand for related devices and equipment. New diagnostic technologies, that can be used in remote clinics, are also badly needed.

FASTEST GROWING IMPORTED MEDICAL PRODUCTS, 1993 US\$ thousands

Products with more than 100 percent import growth	1990	1993	Percentage growth
Precious metal compounds, amalgams	29	247	752
Dressings and other articles having an adhesive layer	1,401	5,102	264
Opacifying prep. (x-ray); diagnostic reagents	768	1,903	148
First aid boxes and kits	42	309	636
Composite diagnostic or lab reagents	14,711	34,293	133
Hygienic or pharmaceutical articles of rubber	952	2,090	120
Sanitary ware and parts thereof (aluminum)	130	289	122
New or used ambulances	111,250	253,137	126
Wheelchairs, not mechanically propelled	206	724	251
Wheelchairs, mechanically propelled	94	200	113
Contact lenses	1,276	6,150	382
Electro-cardiographs	2,162	6,026	179
Electro-diagnostic equipment	28,185	58,963	109
Tubular metal needles and needles for syringes	1,704	4,053	138
Needles, catheters, cannulae and the like	9,857	20,677	110
Ophthalmic instruments and appliances	3,530	7,911	124
Instruments and appliances used in veterinary or medical sciences	16,385	37,354	128
Mechano-therapy appliances, massage apparatus, psychological testing apparatus	637	1,706	168
Oxygen therapy, artificial respiration or other therapeutic respiratory apparatus	6,749	17,210	155
Pacemakers for stimulating heart muscles, excluding parts and accessories	937	2,908	210
Apparatus based on the use of x-rays	16,466	64,019	289
Apparatus based on the use of alpha, beta or gamma radiation	35	680	1843
Parts and accessories based on the use of x-rays and other radiation	3,701	7,621	106
Dentists', barbers' or similar chairs and parts thereof	578	1,268	119
Medical, surgical, dental or veterinary furniture and parts	2,401	10,435	335

Source: *Secretaría de Comercio y Fomento Industrial (SECOFI)*, Secretariat of Commerce and Industrial Development, *Import Statistics*, 1990, 1993.

REGULATORY ENVIRONMENT

Product Registration

All medical products must be registered with the *Secretaría de Salud (SS)*, Secretariat of Health. This is the responsibility of the Mexican importer, but Canadian exporters will generally need to assist their agents or distributors to provide the needed information. The following documents must accompany the application for registration:

- a statement of the materials used in the fabrication of the product;
- product specifications and validation of the manufacturing process;
- a full description of the parts of the equipment and their use;
- certification of sterility and documentation on sterilization techniques used;
- proof of tests performed on the equipment;
- proof that the product is not toxic;
- four copies of the instruction manual in Spanish;
- clinical information and case back-up showing the efficacy and non-deleterious effects of the equipment; and
- proof of approval by the normative body in the country of origin.

Once the equipment is approved, the SS will provide a registration number,

