

The commission has also been active in promoting technical exchanges between Canada, the US and Mexico. For example, in July 1995, the Canadian Centre of Occupational Health and Safety conducted a seminar in Mexico City. About 25 participants attended, including representatives of the *Instituto Mexicano del Seguro Social (IMSS)*, Mexican Institute for Social Security, and the *Secretaría de Trabajo y Previsión Social (STPS)*, Secretariat of Labour and Social Welfare. There was also good participation at a construction health and safety study tour held in Dallas in November 1995.

## **PRODUCT OPPORTUNITIES**

Recent trends have created a number of product and service opportunities. These vary greatly by subsector and are discussed separately in the following sections.

### **PROTECTION AGAINST FIRE**

Education is the most important element of fire prevention and there may be opportunities for companies with experience in conducting public awareness campaigns. Textile, electric lighting, Christmas tree and toy companies are becoming more aware of consumer safety and are looking for fire-retardant materials.

Fire detection has traditionally been limited to large corporations, especially those directly linked to the fire department. There is an emerging market for low-cost smoke detectors for residences.

Fire extinguishers are the leading fire suppression product in Mexico. The carbon dioxide type is the most popular but all types are in demand. Sprinkler systems are increasingly in demand as companies become more aware of the benefits of quick response. Fire departments have ongoing demands for a wide range of fire-fighting equipment.

### **PROTECTION AGAINST BURGLARY AND ARMED ROBBERY**

Burglary in Mexico is increasingly being replaced by armed robbery as criminals become bolder and better armed. Window bars and upgraded locks provide protection against both. Guard dogs are also popular, although few are properly trained. Higher-income families are increasingly using closed-circuit television systems, interphones with video, and electric fencing.