

Canada only has a small participation in the Mexican market. Total exports to Mexico reached Cdn\$21.6 million in 1991. This amount, however, reflects a continuous increase since 1989. Canadian exports are highly concentrated in asbestos products, which accounted for 74 percent of total exports to Mexico in 1991 (see Table 2).

Canadian imports from Mexico amounted to Cdn\$50.3 million in 1991, and included gypsum, carpets of manufactured materials, worked monumental building stone, including marble, travertine and alabaster, glazed ceramic tiles and sanitary articles, electrical relays, switches and protective appliances.

3.2 Domestic Production

Mexico was, for many years, self-sufficient in the production of building products and materials. Only a few imports were needed to complement domestic production when it was temporarily unable to meet demand.

During the 1982-1983 and 1985-1986 economic crises, construction fell significantly, thereby reducing the demand for building materials. As the economy recovered, construction increased. It is slowly putting pressure on the domestic industry to supply construction materials.

Domestic production has continued to grow, albeit at a slower pace than imports (see Table 3). In 1988, it amounted to U.S.\$3.5 billion, grew by 7.3 percent in 1989 and by 4 percent in 1990 (see Table 4). Domestic production is expected to increase by 6.8 percent in 1991 and to continue increasing by 4 percent annually through 1994, to reach U.S.\$4.36 billion.

Table 3: Apparent Consumption of Building Products and Materials (U.S.\$ millions)

| | 1988 | 1989 | 1990 | 1991 ^e | 1994 ^p |
|-------------------------|----------------|----------------|----------------|-------------------|-------------------|
| Production ¹ | 3,465.0 | 3,717.9 | 3,835.1 | 3,988.5 | 4,358.3 |
| + Imports ² | 227.7 | 308.4 | 514.5 | 586.2 | 780.2 |
| - Exports ² | 727.5 | 855.3 | 601.3 | 639.4 | 719.2 |
| Total | 2,965.2 | 3,171.0 | 3,748.3 | 3,935.3 | 4,419.3 |

e = estimated, p = projected

Source: 1. Based on data from the National Institute for Statistics, Geography and Computers (INEGI) compiled by the National Chamber for the Construction Industry (CNIC).
2. Based on data published by SECOFI.

Table 4: Domestic Production

| | Unit | 1988 | 1989 | Jan-Sept 1990 |
|-------------------------|--------------------|---------|---------|---------------|
| Plywood | 000 m ² | 13,738 | 14,468 | 11,564 |
| Paints | 000 l | 47,742 | 49,078 | 41,515 |
| Impermeabilizators | 000 kg | 39,785 | 33,490 | 21,187 |
| Water tanks for WCs | pieces | 761,794 | 744,668 | 571,515 |
| WCs | sets | 1,266 | 1,269 | 1,032 |
| Sinks | pieces | 492,001 | 595,041 | 479,575 |
| Water containers | tons | 21,822 | 25,916 | 25,538 |
| Water heaters | pieces | 359,759 | 417,308 | 420,587 |
| PVC pipes & accessories | tons | 14,660 | 16,924 | 17,082 |
| Copper pipes | tons | 30,896 | 33,697 | 20,362 |
| Piping | tons | 51,282 | 48,487 | 47,242 |
| Grey Portland cement | 000 tons | 22,922 | 23,567 | 18,140 |
| White cement | tons | 383,713 | 437,915 | 343,201 |
| Asbestos sheets | tons | 106,672 | 139,781 | 121,778 |
| Concrete | 000 m ³ | 2,240 | 2,072 | 1,879 |
| Concrete plates | m ² | 229,449 | 166,860 | 199,059 |
| Sleepers | 000 | 829,033 | 437,262 | 415,027 |
| Steel bars | tons | 685,388 | 663,354 | 531,133 |
| Steel profiles | tons | 536,691 | 577,417 | 448,915 |
| Steel fences & net | tons | 56,568 | 66,944 | 60,657 |
| Aluminium profiles | tons | 22,133 | 23,732 | 19,037 |
| Metal beams | tons | 9,879 | 7,289 | 4,810 |
| Bricks | 000 | 44,114 | 105,711 | 88,541 |
| Glass | tons | 281,472 | 320,594 | 89,773 |
| Floor tiles | 000 m ² | 15,829 | 16,271 | 12,989 |
| Outdoor tiles | 000 | 39,820 | 38,498 | 32,172 |
| Roof tiles | 000 | 14,390 | 19,366 | 12,514 |
| Wire & cable | tons | 36,978 | 46,735 | 38,045 |

Source: INEGI

Mexico is also a major exporter of building products and materials, exporting U.S.\$601.3 million in 1990 (see Table 5). Mexico's exports have been decreasing because the recovering construction industry is demanding more of the domestic production.

Table 5: Mexico's Most Important Exports in 1990

| Product | U.S.\$ millions |
|--|-----------------|
| Iron and steel products | 116.9 |
| Cement | 69.6 |
| Floor & roof coverings (particularly tiles) | 58.1 |
| Electrical material | 48.9 |
| Wood and wood products | 48.6 |
| Copper products | 39.9 |
| Carpets | 24.9 |
| Gypsum | 12.2 |
| Water heaters | 12.1 |
| Builders' hardware | 9.3 |
| Glass products | 5.8 |
| Aluminium products | 4.5 |