

General Motor's new "Chevy Swing" line has lead to an increased demand for NC tools, especially in the area of engine production. As a result, GM's purchases of NC equipment are expected to continue at pre-devaluation rates. Company representatives said that more than 70 percent of imports will probably come from the United States, and the other 30 percent from Europe. GM executives had little knowledge of Canadian-made NC products.

Products particularly in demand by GM include tools for flexible production, known in Mexico as "universal computerized numerically-controlled (CNC) equipment". The company has encountered problems with spare parts and service availability, and considers this an essential competitive factor. According to GM, when there is need for a spare part for a machine tool it is always urgent, because entire production runs often depend on these machines. Therefore, the company prefers to deal directly with foreign suppliers.

In addition to purchases of new equipment, General Motors has acquired a considerable amount of used NC equipment for its Mexican facilities from factories that it has closed down in the United States.

Honda has recently announced plans to establish car and light truck production capacity in Guadalajara, where it presently produces motorcycles. Since this is a new facility, it will probably require a considerable quantity of NC tools. However, it is most likely that these products will be purchased from traditional suppliers or the parent firm in Japan.

TOTAL SALES BY COMPANY, 1993

UNITS

Company	Cars	Trucks	Other	Total
Chrysler de México	59,614	35,152	—	94,766
Ford Motor Company	52,807	39,342	—	92,149
General Motors	51,267	53,530	—	104,797
Nissan Mexicana	83,358	36,841	—	120,199
Renault de México	—	—	—	—
Volkswagen México	151,697	12,017	—	163,714
Dina Camiones	—	9,481	—	9,481
Famsa/Mercedes Benz de México	—	7,585	—	7,585
Kenworth Mexicana	—	311	—	311
Trailers de Monterrey	—	3	—	3
Sub-total cars and trucks	398,743	194,262	—	593,005

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