

Safety and Security Products and Services



THE OPPORTUNITY

The Mexican market offers interesting opportunities for Canadian suppliers of safety and security equipment and services:

- Mexico's economic crisis has caused a sharp rise in crime rates, especially those for violent crime.
- The nation's dilapidated distribution systems for natural gas, liquefied petroleum gas (LPG) and gasoline are the source of major fire hazards and have caused a number of high-profile disasters.
- Occupational health and safety is still seen mainly in terms of basic personal protective equipment, much of which is made in Mexico. But a trend towards engineered solutions is beginning to emerge.

AN EMERGING SECURITY CONSCIOUSNESS

Mexicans have not traditionally enjoyed the standards of safety and security that Canadians are accustomed to, either at work or in their personal lives. And the situation has been getting worse. Public resources for crime and fire fighting have been strained by the recent economic crisis following the devaluation of

the peso in December 1994. This has forced individuals and corporations to take action to protect themselves. At the same time, the North American Free Trade Agreement (NAFTA) has put pressure on the Mexican government to improve its occupational health and safety record. These trends are creating a new interest in methods of improving safety and security.

Personal security has long been a serious concern in Mexico, especially for the relatively affluent. Income disparities are much greater than they are in Canada, which tends to make wealth more conspicuous. This problem has been greatly magnified by the economic crisis. Rates of theft and robbery soared as more than one million people were thrown out of work. For example, in the Federal District, the number of automobile thefts involving violence rose from 35 per day in 1994 to 59 per day in 1995. Over the same one-year period, violent robberies of homes rose by 36 percent.

Mexico's occupational health and safety standards are not as comprehensive as Canada's and they are not as well-enforced. Mexican labour

SUMMARY REPORT

In addition to this market summary, the Department of Foreign Affairs and International Trade (DFAIT) has prepared a market profile entitled **Opportunities in Mexico: Safety and Security Products and Services**. This market information on Mexican safety and security products and services has been produced and published by Prospectus Inc. under contract with DFAIT, along with other market profiles and summaries on business opportunities in Mexico. It is available from:

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The market profiles are available in electronic form from the IBB and in hard copy at a cost of \$10.00 plus shipping and applicable taxes, from Prospectus Inc. Please contact:

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