

CATEGORY	1989	1990	1991	1992 JAN-OCT
Contact lenses	895	1,701	3,515	3,393
Spectacle lenses glass	1,665	3,382	3,467	3,267
Spectacles plastic & other	1,381	2,377	3,069	3,955
SUBTOTAL SUPPLIES	39,560	46,674	65,424	69,498
GROWTH		18.0%	40.2%	6.2%
GRAND TOTAL	122,847	167,775	258,352	238,832
GROWTH		36.6%	54%	(7.6%)

Source: Import data published by SECOFI

As can be seen in this table, total imports of medical equipment and supplies have increased at a very fast pace in the past few years, averaging 33.7% between 1989 and 1992 on an annual basis. While total imports were valued at \$122.8 million in 1989, by 1992 they are estimated at \$286.6 million. During 1991 alone, imports grew by 54% to \$258.4 million, from \$167.8 million the previous year. Equipment imports have grown more rapidly than imports of supplies in 1990 and 1991 but this trend was reversed in 1992.

In the years to come, imports are expected to grow at a faster pace than local production, because end users are increasingly buying high technology, sophisticated and state-of-the-art equipment and apparatus, which will enable them to modernize and improve their facilities. Domestic production has been concentrated in manual, low technology equipment, while the more sophisticated, electronic and automated equipment has been sourced abroad. The latter is now in higher demand because it is more accurate, includes leading edge technology and is of a higher quality. Many apparatus and equipments are not made in Mexico because the low volumes sold locally by product do not justify the major investments needed to manufacture them, in particular in the face of international competition.

Among the imported equipment and supplies identified as having a good sales potential in Mexico are:

- Ultrasound equipment
- Respiration therapy equipment
- Electro-cardiography equipment
- Electrosurgery equipment
- Laser equipment for surgery and laser therapy
- Incubators
- Cardiology and resuscitation equipment
- Anaesthesia and surgical needles
- Otorhinolaryngology units
- Intravenous catheters
- Blood pressure ventilators
- Blood transfusion and IV equipment