Germany and Italy. Japanese manufacturers are also penetrating the market with small and low priced machines and in particular with moulds, sector in which they cover 17% of imports.

The following table lists trade between Mexico and Canada in plastics production machinery and moulds.

TABLE 3
CANADA-MEXICO TRADE OF
PLASTICS PRODUCTION MACHINERY
(Cdn$000)

CANADIAN EXPORTS TO MEXICO

CATEGORY	1988	1989	1990	1991
Injection/moulding mach.	0	4,500	220	3,659
Extruders	0	0	0	57
Tube & tyre making mach.	0	92	0	0
Plastic moulding & forming	33	164	0	0
Other for plastic & rubber	314	107	4	472
Parts for machinery	152	1,916	200	563
Injection/compression moulds	948	1,979	2,670	1,082
Other moulds	41	0	103	76
TOTAL	**1,488**	**8,758**	**3,197**	**5,909**

CANADIAN IMPORTS FROM MEXICO

CATEGORY	1988	1989	1990	1991
Injection/moulding machines	54	0	0	0
Other mach. for plastics	0	56	0	0
Parts for machinery	1	9	10	49
Moulds	0	61	3	11
TOTAL	**55**	**129**	**13**	**60**

Source: Statistics Canada - International Trade Division

As can be seen in the above table, Canadian imports from Mexico are very minor. Canadian exports to Mexico of plastics and rubber industry machinery, although not very significant, have increased from 1990 to 1991, although the 1991 amount of Cdn$5.9 million is still lower than the Cdn$8.8 million of 1989. The most important categories of exports to Mexico are injection-moulding machines and injection-compression moulds, as well as parts for machinery and equipment. Canadian companies have a good potential for exporting to Mexico, but they would benefit from more aggressive marketing strategies, including visits to local distributors and end users, participation in trade shows for the plastics industry and an active relationship with the local Plastics Association