

FASTEST GROWING IMPORTED MEDICAL PRODUCTS, 1993
US\$ thousands

Products with more than 100 percent import growth	1990	1993	Percentage growth
Precious metal compounds, amalgams	29	247	752
Dressings and other articles having an adhesive layer	1,401	5,102	264
Opacifying prep. (x-ray); diagnostic reagents	768	1,903	148
First aid boxes and kits	42	309	636
Composite diagnostic or lab reagents	14,711	34,293	133
Hygienic or pharmaceutical articles of rubber	952	2,090	120
Sanitary ware and parts thereof (aluminum)	130	289	122
New or used ambulances	111,250	253,137	126
Wheelchairs, not mechanically propelled	206	724	251
Wheelchairs, mechanically propelled	94	200	113
Contact lenses	1,276	6,150	382
Electro-cardiographs	2,162	6,026	179
Electro-diagnostic equipment	28,185	58,963	109
Tubular metal needles and needles for syringes	1,704	4,053	138
Needles, catheters, cannulae and the like	9,857	20,677	110
Ophthalmic instruments and appliances	3,530	7,911	124
Instruments and appliances used in veterinary or medical sciences	16,385	37,354	128
Mechano-therapy appliances, massage apparatus, psychological testing apparatus	637	1,706	168
Oxygen therapy, artificial respiration or other therapeutic respiratory apparatus	6,749	17,210	155
Pacemakers for stimulating heart muscles, excluding parts and accessories	937	2,908	210
Apparatus based on the use of x-rays	16,466	64,019	289
Apparatus based on the use of alpha, beta or gamma radiation	35	680	1843
Parts and accessories based on the use of x-rays and other radiation	3,701	7,621	106
Dentists', barbers' or similar chairs and parts thereof	578	1,268	119
Medical, surgical, dental or veterinary furniture and parts	2,401	10,435	335

Source: *Secretaría de Comercio y Fomento Industrial (SECOFI)*, Secretariat of Commerce and Industrial Development, *Import Statistics*, 1990, 1993.

fairly recent phenomenon in Mexico. This market is significant, and growing. The main sub-markets are hospital construction services, health services management, information services, equipment services, waste management, and training.

Hospital Construction Services

Health care experts in Mexico believe that between 20 and 30 new 100-bed hospitals are needed, as well as another 30 hospitals in the 30 to 90 bed range. The *Secretaría*

de Salud (SS), Secretariat of Health, has begun to play a larger role in ensuring that new hospitals meet both health care and architectural standards. This is creating a demand for more sophisticated design and planning systems.

Although Mexican architects and engineers regularly apply imported techniques in their designs, few have foreign partners. This represents an interesting opportunity for Canadian firms.

In the private sector, the construction of health care facilities, comparable to the services that affluent Mexicans currently travel abroad to obtain, are considered an important growth area.

Health Services Management

Hospital administration is not regarded as an area of specialized expertise in Mexico. Except for some large private institutions, hospitals are usually managed by doctors rather than professional hospital managers.

Although deficiencies in management training have been recognized, the marketing of management services for hospitals has proven difficult. Nonetheless, opportunities are likely to improve because of increased pressure for better service within existing budgets, and the emphasis placed on health care efficiency by the new administration.

Information Services

There is a large untapped market for computers and software in the health care system. Areas of priority will be the computerization of medical records, inventory control, personnel data, admissions, scheduling, pharmaceutical records, laboratory and test results, diagnostic support systems, and more comprehensive accounting systems. There is a related market for communications services and equipment. The lack of computer skills, along with limited budgets, have been the primary constraint on this market. Training programs will be a key component of new information systems.

