

Specially important were imports of gas analyzers, which grew over threefold, from \$1.6 million dollars in 1988 to \$6.9 million in 1989, basically as a result of the need for equipment to verify polluting levels. Car washing machinery imports also grew significantly, from \$2.9 to \$6.9 million dollars, at a rate of 76.4%. Tools operated either manually, electrically or hydroneumatically and electrical measurement equipment also increased, from \$4.3 million to \$6.5 million, showing an increase of 52.7%.

Products which have been identified as those with the greatest market potential in the years to come are:

- Scanners with adaptability for different types of cars
- Injection balancing equipment washers
- Scanners for computerized braking systems and automatic gearboxes
- Oscilloscopes with injection analyzers
- Time lamps with phasing systems
- Cylinder leak analyzers
- Vacuum gauges and gasoline pump testers

The Association of Automobile Repair Shops (Asociación de Talleres Automotrices) believes that a good deal of the future equipment needs will have to be covered by imports, since automobiles will be increasingly sophisticated and will need high technology equipment not manufactured in Mexico. Particularly, it will be necessary to import equipment related to the needs of automobiles which use fuel injection system.

Traditionally tools and equipment that are used by shops come from the United States. The U.S. market share has fluctuated between 72% and 84% in the last three years. The predominance of American made equipment is due fundamentally to the predominance of U.S. brand cars in the Mexican market, which need compatible equipment for their tuning and repair service. West German and Japanese equipment account for most of the balance. Canadian products in this market segment are virtually non-existent, as can be seen in Table 8.

TABLE 8
CANADIAN EXPORTS OF MAINTENANCE EQUIPMENT TO MEXICO
(Cdn \$000)

	1988	1989
Wrenches	5	0
Jet projecting machines	38	209
Jacks & hoists	17	24
Other equipment	26	25
Gas analyzers	0	4
Measuring & checking instruments	87	97
Automatic regulating instruments	202	505
TOTAL	375	864

Source: Statistics Canada - International Trade Division