

TABLE 1
APPARENT CONSUMPTION OF MEDICAL EQUIPMENT AND SUPPLIES
 (US\$million)

	1989	1990	1991	1992e	1995p
Production	174.1	208.9	261.1	318.1	446.9
+ Imports	122.8	167.8	258.4	286.6	435.9
- Exports	11.3	14.4	28.5	43.2	57.5
TOTAL	285.6	362.3	491.0	561.5	825.3

Source: Import-export data by SECOFI; author's estimates

Additionally, the market can further be subdivided into purchases of equipment and of supplies (the items in each category can be consulted in Section 3.1). In 1992, total apparent consumption of \$561.5 million was divided as follows:

	EQUIPMENT	SUPPLIES
Production	64.2	253.9
+ Imports	203.2	83.4
- Exports	9.5	33.7
TOTAL	257.9	303.5

The North American Free Trade Agreement (NAFTA) is anticipated to bring about an increased trade flow between Mexico, Canada and the United States in high-technology and high import contents markets, such as the one here analyzed. Total apparent consumption is therefore expected to grow at an average annual rate of 14% between 1992 and 1995 to reach a total of \$825.3 million in 1995.

3.1 IMPORTS

Imports have traditionally played a major role in apparent consumption of medical equipment and, to a lesser degree, of supplies. In some segments of the market, imports actually cover total demand, since there is no domestic production. This is the case particularly with state-of-the-art technology and highly sophisticated equipment, apparatus and instrument. In 1992, imports represented 51% of total supply, as compared to 43% in 1989. The following table shows total imports of medical equipment and supplies by category.