

The big retailers tend to prefer American-made products, partly because of their prestigious brand names. Products from Israel, Germany, Japan and France are also regarded as sophisticated and of high quality. Canada has not yet established a significant foothold in this market.

## MAJOR SUPPLIERS OF SAFETY AND SECURITY EQUIPMENT

Product	Suppliers
Fire engines	Dina de México
Fire-fighting equipment	Direct imports from 58 US firms
Fire extinguishers	Kondor México, SICISA, Fielding, Grinnell
Firefighters' clothing and protective gear	Direct imports: Morning Pride / Little Force, Ranger / Serbus, Fire Pel, Bristol
Fire detectors and alarm systems	Ultra Alarma, Central de Alarmas, Grupo Alarmas.
Fire hydrants	Grupo Nanda Devi
Fire prevention systems	Ansul de México
Smoke detectors	Control, FMI
Car alarms and anti-theft devices	Directed Electronics, Inc. (Viper, Sony), Safe Windows de México
Intrusion alarms	Honeywell, Alarmtech de México, Alarmas Guardian, Helmix, Mousse
High-security locks	Diebold México, Philips, Lucky-Lock
Electric fences	Grupo de Lor
Pepper spray, chemical spray, electric shock guns	Operadora Trebol, Dispositivos Químicos Atómicos de Seguridad
Bullet-proof glass	Industrias Nader
Industrial security systems,	Panasonic, Sony, Pelco, Burle, Aiphone, Oris, Alarmas de México
Security services	SIS Corp., SYSE
Batons, nightsticks, bullet-proof vests	Mantenimiento y Comercialización Industrial (Macoisa)
Portable radio transceivers	Motorola, Kenwood, Sony
Occupational personal protective equipment	MSA de México, INFRA, Industrias Arda, RESI International, Mind Safety Appliances de México, American Optical

Source: Interviews.