

are, they tend to be non-specific and manufactured with U.S. or other technology from abroad, by subsidiaries of foreign companies.

4. END USERS

Scientific and industrial laboratory instruments and equipment are used in a very wide range of industries. Based on trade interviews, the largest user sectors were identified and are summarily described below (2).

The government is the number one buyer of instruments and laboratory equipment in Mexico if its state-owned companies and universities and research centers are included.

- The National Council for Science and Technology (CONACYT) promotes, directs and coordinates the scientific programs of the country, it supervises the development of scientists through recruitment and scholarships, assigns new projects to the appropriate institution for investigation and study and controls resources dedicated to research. The budget assigned to science and technology represented 2.13% of the total federal budget and 0.38% of total GDP in 1992. Total resources assigned by the federal government to promote science and technology has been increasing year to year in the past decade, from an equivalent of \$836 million in 1980 to \$1,195 million in 1992, an increase of 24.7% as compared to the previous year. This total was distributed as follows: 49% to public institutions, including public agencies, associations, funds and trust-funds, 24% to public universities, 23% to the central administration and 4% to public firms. In terms of objectives, the total budget was assigned to: scientific and technological activities within the academic environment (30%), the production, saving and distribution of electricity (19.2%), the promotion and regulation of the National Science and Technology System (SINCYT) (15.6%), social development and other socio-economic services (10.5%), the development of agricultural, forestry and fishing production (8.4%), the exploration, registration and/or evaluation of natural resources, or phenomena (7.1%), industrial development (4.5%), development of public health and social security (3.3%), development of transportation and communications (0.8%) and environmental protection (0.4%). In 1992, the SEP-CONACYT System supported 1,360 scientific research programs and 89,091 technological development programs, mostly concentrated in technical and engineering assistance services. The total number of researchers registered with CONACYT in 1992 was of 4,017 in addition to 2,960 candidates.

2. Individual company names and addresses can be obtained from the industrial chambers or associations listed in Appendix I, which usually have a directory of their members for sale. Legally, all Mexican companies have to be registered with a chamber or association.