

	1988	1989	1990
<b>BEDDING</b>			
Beds & mattresses	653.4	902.2	1,178.8
Sleeping bags	60.1	101.1	128.7
Pillows & cushions	554.4	1,480.8	2,036.1
Other bedding	533.9	1,581.5	1,047.9
<b>TOTAL BEDDING</b>	<b>1801.8</b>	<b>4,065.6</b>	<b>4,391.5</b>
<b>LAMPS &amp; LIGHTING FITTINGS</b>			
<b>For ceiling or wall</b>			
Lamps batteries/plugs/switches	228.3	328.6	374.9
Lampstands & other fittings	255.9	927.0	664.9
Chandeliers	415.2	921.5	1,159.5
Lamps of iron or steel	1,854.8	2,468.3	3,014.7
Other for ceiling & wall	2,102.0	3,522.8	5,810.5
<b>For table, desk, floor</b>			
Bedside/office/inside lamps	2,536.8	4,436.8	4,333.5
Other	177.3	744.8	869.0
Other electric lighting f.	678.9	2,447.3	4,585.2
Non electric lighting	235.7	399.0	457.7
<b>TOTAL LAMPS &amp; LIGHTING</b>	<b>8,484.9</b>	<b>16,196.1</b>	<b>21,269.9</b>
<b>GRAND TOTAL</b>	<b>37,476.9</b>	<b>85,830.4</b>	<b>117,364.4</b>

Source: Import data published by Secretaría de Comercio y Fomento Industrial (SECOFI)

As can be seen in Table 3, the largest import category corresponds to wood furniture, which accounts for 30% of total imports. At the same time, wood furniture has the largest import participation in total apparent consumption of 33% (see Table 2). For these two reasons, this segment represents the best opportunities for foreign suppliers wishing to enter the Mexican furniture market. The second most important import category is seats, in particular wooden frame sofas, sofa beds and swivel chairs, which are mostly used in offices. In this area also imports have a high participation, estimated at approximately 15% and it is considered a potentially good and growing market for foreign suppliers. Metal furniture imports, although relatively minor (14% of total apparent consumption) have been growing rapidly and are beginning to represent a significant part of total consumption. Imports of lamps and lighting fixtures also have increased rapidly and represent 20.8% of the market in this segment. Here also, imported "high-tech" designs and technology have good market opportunities. Imports of furniture of plastics and other materials play a small role in this market and imports still are not very significant. In the bedding segment, domestic production practically covers total demand and imports are relatively small and have also not grown as fast as other sectors.

The U.S. has traditionally been the most important supplier of furniture to Mexico, enjoying an 85.5% market share, although several other competitors have been present in the market, namely