

by PEMEX, the various housing programs, such as INFONAVIT and FOVISSSTE, the Federal Electricity Commission (CFE), and other agencies, such as CAPFCE, the school-building program, TELMEX, the national telephone company, Fertimex, the fertilizer-producing company, the social security system (IMSS and ISSSTE) (56.3 percent);

- Federal government, including secretariats and the Mexico City government (24.9 percent); and
- Municipal and state governments (18.8 percent).

The 1990 production by the formal construction sector can be divided as follows:

Non-residential buildings.....	22.0 percent
Housing.....	19.1 percent
Ground transportation lines.....	13.2 percent
Industrial construction.....	9.7 percent
Urban development.....	9.5 percent
Installations.....	8.2 percent
Hydraulic works.....	8.1 percent
Professional services.....	4.4 percent
Marine & fluvial.....	2.5 percent
Other.....	3.3 percent

Residential and non-residential buildings have had the most significant increases because of the increased credit lines that are available in these areas. Heavy construction was headed by road construction because of the privatization of this segment.

5. MARKET ACCESS

Sales in Mexico are usually made through local agents and distributors who operate on a commission basis or through the Mexican affiliates of foreign companies. Companies interested in entering the highly competitive Mexican marketplace will need to decide which is most appropriate for their needs: an agent, a joint venture or licensing with a Mexican company.

Companies that maintain an active presence and establish a good track record by virtue of product performance, competitive price and service will do well.

High value sales, most common in this market segment, usually are paid for with letters of credit.

Small value sales are either paid in cash or with a 50 percent advance payment when the order is placed and 50 percent on delivery.

Because some customers, especially government agencies, have been known to delay payment for over 90 days, foreign suppliers may wish to determine the payment practices of their clients.

As of July 1991, foreign suppliers are required to have a local agent or representative. The supplier must also be registered through the local representative as an accepted supplier with each government ministry and/or decentralized agency according to the international tender requirements.

The import climate for construction and building products has improved significantly as a result of Mexico's commercial liberalization. (See also the section on "Mexican Economy".)

There are no official metric requirements applicable to imports into Mexico. However, the metric system of units is, by law, the official standard of weights and measures in Mexico, and importers usually require metric labelling for packaged goods. The Imperial system is also used and dual labelling is acceptable.

Imported products should have labels in Spanish that contain the following information, as applicable: name of the product, trade name and address of the manufacturer, net contents, serial number of equipment, date of manufacture, electrical specifications, precautionary information on dangerous products, instructions for use, handling and/or product conservation and mandatory standards.

Mexico adheres to the International System of Units (SI).

Electric power is 60 cycles with normal voltage being 110, 220 and 400. Three-phase and single-phase 230 volt current is also available.