

Hearing aids and pacemakers
 X-ray apparatus, plaques and film
 Medical and dental furniture
 Surgical knives, retractors, tweezers, valves, chisels, etc.
 Syringes, needles, catheters, canulae, etc.
 Cotton, gauzes and other materials impregnated with
 pharmaceuticals
 Catgut and surgical thread
 Surgical gloves
 Dental and bone cement
 Contact lenses and spectacles
 Wheelchairs
 Sterilizers

Excluded are all pharmaceutical preparations.

The total market for medical equipment, apparatus and supplies, as defined above, was valued at \$491.0 million in 1991, showing a 35.5% increase over the \$362.3 million level of 1990, itself 26.9% above 1989 levels. Based on January-October figures, in 1992, the market grew by an additional 14.4% to \$561.5 million. Table 1 shows total apparent consumption of medical equipment apparatus and supplies.

Several factors have brought about this growth: Mexican economic and trade policies, as undelined in Section 2; the growth of the Mexican population; the increased number of infectious diseases; the fact that much of the medical equipment used in Mexico is outdated technologically and is in constant need for repairs or substitution; the lack of spare parts, proper maintenance service and the lack of technicians, reason for which old equipment is often stored away bringing about an overall shortage of equipment; the 1990-1994 modernization program for the public health sector and the solidarity program which have translated into equipment purchases and an overall modernization of rural clinics and hospitals; and an increased effort by the Mexican government to reach wider coverage through public vaccination campaigns, and other health-related campaigns.

Imports have traditionally been a significant source of supply, covering at present 51% of total demand, or \$286.6 million in 1992. Mexico imports much more than it exports, resulting in a trade deficit of \$243.4 million. Total imports can be divided into 71% equipment and 29% supplies as described in Section 3.1 below. Imports are expected to continue increasing more rapidly than domestic production in the future, at an average annual rate estimated at 15%, to reach \$435.9 million by 1995, or 53% of total demand.