

Mexico:**Priority Sectors***Continued from page 10*

motors, edge cutters and parts and accessories.

All of the larger and more sophisticated equipment is imported, including multiple band saws, chain saws, plywood presses, particle board manufacturing equipment, boilers and driers for wood or cellulose, hoists, winches and cranes, planes and cutting tools for working wood, machine tools for working wood (such as sawing machines, planting, milling or cutting machines, sanding or polishing machines, drilling, splitting, defibrating machines, bark-stripping machines, lathes and furniture-making equipment).

Imports accounted for 70 per cent of the total market in 1987, increasing to 83 per cent in 1988, and to 84 per cent in 1989.

Used machinery and equipment also are in high demand in Mexico, since state-of-the-art technology is still not frequently used and is limited to the very large firms.

The most important supplier of forestry harvesting and wood-working equipment to Mexico is the United States, with about 50 per cent of the market share. In the last few years, Canada's share has improved significantly, going from 1 per cent in 1990 to 10 per cent at the present time.

Products and services for which there are good market prospects include: pulp, newsprint, forest harvesting machinery, pulp/paper mill machinery, tree nursery establishment and management technology, reforestation, personnel training at the primary production level, wood harvesting technology and equipment. Forest protection, reforestation and forest fire fighting technology are also areas of high priority.

**CONTRACTS AWARDED**

**Mason Tools Ltd.**, Ottawa, has been awarded a contract to supply fishing tools to India's Oil and Natural Gas Commission (ONGC). The transaction is supported by a loan of up to C\$131,000 with the Export Development Corporation (EDC) and a grant of C\$80,291 from Canadian International Development Agency (CIDA). Mason Tools Ltd. specializes in oil drilling equipment and has marketed its combination bumper sub, hydraulic jar and low spring rate shock-sub worldwide.

**Technophar Equipment and Service Limited**, Ottawa, has sold four hard gelatin capsule manufacturing machines to Gelcap SRL of Romania with the Export Development Corporation (EDC) providing the buyer with financing of US\$3,451,000. Technophar has built its reputation on developing, manufacturing and installing state-of-the-art innovative equipment. Major international contracts have been signed or completed in over 10 different countries.

**VME Equipment of Canada Ltd.**, Guelph, has sold a Michigan loader model L190B to Triturados y Agregados de Veracruz, S.A. of Mexico, with Export Development Corporation financing to the buyer of US\$178,412.19.

**Petroleum Recovery Institute (PRI)**, Calgary, has been awarded a contract of an International Membership and Technology Transfer Agreement to India's Oil and Natural Gas Commission (ONGC). The transaction is supported by financing of up to US\$185,184 from the Export Development Corporation

(EDC) and a grant of US\$113,500 from the Canadian International Development Agency (CIDA). PRI is a world-class research institute.

**Sandvik Process Systems Canada**, Ottawa, has sold a 48-inch Sandvik belt cooler for novolac resins to Fordath, S.A. de C.V. of Mexico with financing of up to US\$92,680 by the Export Development Corporation (EDC). Sandvik Process Systems Canada is a major international company that produces equipment for freezing and drying food, sorting packages and chemical processes.

**ABB Combustion Systems**, Ottawa, has won a contract with the Electricity Generating Authority of Thailand (EGAT) to build two 300 megawatt steam generating plants in north Bangkok. The Export Development Corporation (EDC) is providing up to US\$73 million in financing to support the transaction. ABB Combustion Systems has become one of the leading Canadian manufacturers of steam generating plants.

**Boviteq inc.**, Saint-Hyacinthe, an embryo transfer centre, has concluded an important commercial agreement to ship Holstein frozen embryos to the State of Parana, Brazil. By the end of 1992, the centre will have shipped 700 embryos to this market. As well, and in association with Holstein Quebec and the provincial Ministry of Agriculture, the centre signed a contract for the shipment of 400 embryos to the province of Ludo in Spain. This contract represents the largest volume of embryos ever imported by Spain.