

other electronic equipment, such as radios and closed circuit television systems; safety belts; apparel, footwear and other personal safety items.

Items in the above table that have undergone the highest growth rates during the 1988-1990 period are signaling equipment, hearing protectors, ID cards, locks, security belts, automatic door closing mechanisms, strong boxes, safety valves, radio and CCTV equipment and safety glasses and masks.

The United States has traditionally been the largest foreign supplier of safety and security related products to Mexico, with a 68% import market share, followed by Japan (electronic equipment, extinguishers), Germany (valves, fire fighting equipment & vehicles), Italy (signaling apparatus, alarms), France (signaling apparatus) and Spain. The predominance of American-made products in Mexico is mostly due to geographical proximity, which allows to abate transportation costs and to speed up delivery time and availability of spare parts. American products are also typically better known to the Mexican end-users and they meet with Mexican standards.

Canadian products have not enjoyed an important share of the Mexican import market, as evidenced by total exports to Mexico of Cdn\$2.4 million in 1991 and Cdn\$1.2 million in 1990, although they have shown a growing trend in the last few years. On the other hand, Canadian imports from Mexico have been growing and reached Cdn\$13.9 million in 1991. The following table lists Canadian exports of security and safety related products to Mexico.

TABLE 3
CANADIAN EXPORTS OF SECURITY AND SAFETY
PRODUCTS TO MEXICO
(Cdn\$000)

	1988	1989	1990	1991
Rubber clothing	231	219	127	255
Safety headgear	0	14	4	0
Locks	44	840	169	49
Automatic door closures	0	4	0	0
Safety valves	16	7	1	1
Visual signalling eq.	0	58	117	535
Sound signalling eq.	1	0	0	0
Radio equipment	366	751	598	942
Burglar & fire alarms	7	3	3	0
Parts for signalling eq.	0	23	195	370
Indicator panels	0	0	0	84
Signalling devices transport.	31	0	0	0
Glasses & goggles	28	20	27	121
TOTAL	724	1,939	1,241	2,357

Source: Statistics Canada - International Trade Division