

MEXICANA DE AUTOBUSES

Mexicana de Autobuses (MASA) manufactures urban and intercity buses of both integral and body-on-chassis design. It has an output of about 3,000 units per year.

Two *MASA* shareholders provide components for the body-on-chassis type. Oshkosh of the United States supplies chassis and Nielson of Brazil makes bodies. In the case of bodies, production is gradually being shifted to Mexico as part of a technology transfer agreement.

MASA's production capacity for intercity buses is eight units per day. The diesel engines are supplied by Cummins, Detroit Diesel and Chrysler among others. These buses are available in a range of technology levels. Top-of-the-line models are comparable to Canadian intercity buses.

MASA's urban buses include models of 9-, 11- and 12-metre lengths, as well as a 16-metre articulated design. The company is in the process of delivering 170 of the articulated models to Mexico City's *Ruta 100*, and 50 more to Sao Paulo, Brazil. A 12-metre trolley bus prototype is under development for eventual sale to the *Departamento del Distrito Federal (DDF)*, Department of the Federal District.

MASA has recently announced a joint venture with the American bus manufacturer, Flexible. The firm's former relationship with Motor Coach Industries International (MCII) is being terminated following the recent purchase of MCII by *Diesel Nacional (DINA)*.

DIESEL NACIONAL

Diesel Nacional (DINA) is a former *paraestatal*, state-owned company, purchased by Mexican investors in 1989. Navistar International owns a 7.5 percent interest in *DINA's* truck division, and it has since contributed to major technological upgrades of *DINA* products.

DINA claims a 37 percent share of the Mexican bus market, but sales fell off to 40 to 60 buses per month in 1994, compared with 150 per month in 1993. The slump was blamed on a corporate reorganization by its major client, the Mexico Intercity Bus Line.

DINA has acquired 51 percent of Phoenix-based Motor Coach Industries International (MCII), and a full merger is expected to follow. MCII is the largest manufacturer of intercity buses in both the United States and Canada.

DINA's urban transit models are primarily school type of bus body-on-chassis designs. Bodies are manufactured by other companies including *Capre*, *CASA* and *Alfa*. *DINA's* intercity bus models are of the integral type based on designs from Marco Polo of Brazil.