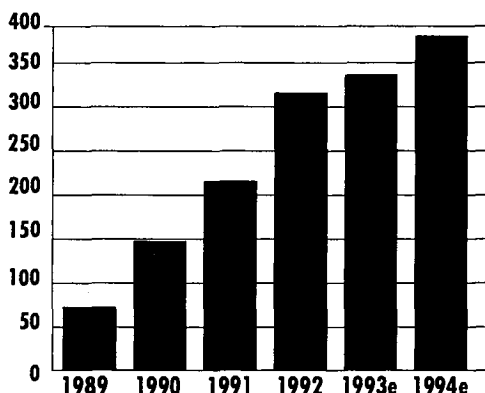


THE ROLE OF IMPORTS

BUS AND RAIL TRANSPORTATION PRODUCTS — MEXICAN IMPORTS

US \$millions



Note: "e" denotes estimated figures.

Source: Statistics Canada World Trade Database.

Brazil is Mexico's principal supplier of bus-related products, while the United States continues to dominate the rail subsector.

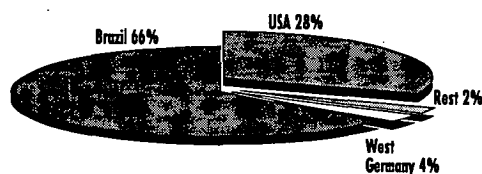
Imports of public-type passenger motor vehicles rose steadily to reach US \$223 million in 1993. In the same year, US \$93 million worth of railway vehicles and associated equipment was imported. Total imports of both categories for 1994 were projected at about US \$390 million. These data exclude bus components, such as engines and chassis, because bus components cannot be distinguished from truck components in the statistics. The major producers make both buses and trucks, and may use the same components in both.

More than 90 percent of Mexico's bus-related imports originate in Brazil. The only other significant suppliers are the United States and North Korea. The United States is also a major supplier of truck and bus components.

The United States dominates the market for rail-related products, with a 79 percent import market share in 1992. Germany had a 14 percent share. France, Brazil, Italy, Spain and Sweden were the other suppliers, with relatively small sales volumes.

Canada did not record any exports of bus or rail vehicle products to Mexico in 1992. In 1991, there were bus-related exports of about US \$531,000, but no rail exports. In 1990, there were no bus exports, but US \$138,000 in rail-related exports. Canada's exports totalled C \$888,172 in 1993. In short, Mexico has not traditionally been a significant market for Canada, at least as far as manufactured products are concerned. Exports of services are not recorded in the international trade data.

RAIL AND BUS TRANSPORTATION PRODUCTS — MEXICAN IMPORT SHARES 1992



Source: Statistics Canada World Trade Database.

MEXICAN IMPORTS FROM CANADA BUS- AND RAIL-RELATED PRODUCTS, 1993

Commodity	US \$
Railway cars, open, non-removable sides	360,668
Railway freight cars, not self-propelled	224,641
Diesel electric locomotives	160,154
Airbrakes and parts thereof	71,861
Hooks, other coupling devices and buffers	40,962
Axles, wheels and parts for rail vehicles	24,008
Motor vehicles for transporting more than ten persons	5,878
Total	888,172

Source: Secretaría de Comercio y Fomento Industrial (SECOFI), Secretariat of Commerce and Industrial Development.