

**TABLE 5**  
**MAIN EXPORTED AUTO PARTS EXCLUDING MOTORS IN 1988.**  
(thousands of dollars)

Assorted automobile body parts	101,409
Safety glasses	79,501
Assorted parts for engines	58,915
Laminated springs	44,735
Titanium bioxide pigments	4,493
Assorted parts for automobiles	38,586
Parts for brakes and servobrakes	32,300
Pneumatic tires for buses & trucks	25,099
Pneumatic tires for cars	16,737
Cables for spark plugs	12,464
Transaxles	11,619
Brakes	10,809
Parts for cells	9,060
<b>TOTAL</b>	<b>482,727</b>

The most important exporting firms to Canada are the following: Carplastic, which exports body parts; Vitroflex, safety glass; Rassini, laminated springs; Nacional de Conductores Eléctricos, cables for voltages between 80-1000V; Nematik, assorted parts for engines; Industria Automotriz, assorted body parts; Tebo, brakes and servobrakes; and Electronica Clarion, car radios. As can be seen, Canada represents an important market for Mexican auto parts.

### 3.2 MAINTENANCE EQUIPMENT

The total number of automobiles in circulation at present is of 10 million vehicles, 3.5 million of which are concentrated in the Mexico City metropolitan area. There is no reliable data on automobile maintenance needs at a national level, but there are good estimates on the Mexico City area. These indicate that the average life span of a car is eight years and that it goes to the repair shop four times a year, with a minimal expenditure of \$45 dollars each time. The rising costs of new cars will make car owners give priority to their vehicle's maintenance and repair before buying a new one. This, coupled with a high incidence of car accidents, will create a continued demand for service and repair equipment in the future.

Total apparent consumption of maintenance equipment increased 85.5% in 1989, from \$16.6 million in 1988 to \$30.8 million in 1989. This was mostly a result of Mexico's trade liberalization policies, which have made importation easier and more affordable. This, in conjunction with an important demand backlog for this type of equipment, brought about by previous year's tight financial conditions, slack domestic demand and high inflation rates, translating into an unfavorable dollar-peso exchange rate, brought about a major surge in total market size, but in particular in imports. Also, beginning in 1989 a mandatory environmental control system was established in Mexico City, by which each vehicle must have a check up done every six months. To fulfill these conditions a great number of shops bought gas analyzers and other tuning equipment. In 1990, such an increase is no longer expected, since demand will tend to stabilize.