

**TABLE 6**  
**IMPORT MARKET SHARE BY CATEGORY**  
(%/000 tons)

	1982	1988	1991	1991 A.C.
CHEMICAL WOOD PULP				
Sulphate	19.0%	44.2%	41.8%	617.5
Sulphite	60.2%	0	100%	2.7
CHEMICAL FROM ANNUAL PLANTS	0	0	0	237.1
MECHANICAL WOOD PULP	25.5%	27.6%	35.3%	167.1
OTHER	0	0	NA	0
<b>TOTAL</b>	<b>14.7%</b>	<b>32.0%</b>	<b>31.3%</b>	<b>1024.4</b>

Source: Memoria Estadística 1992 - CNICP

As is shown above, overall, the import market share has more than doubled in the past decade. Apparent consumption of sulphite chemical wood pulp is totally covered by imports with the disappearance of domestic production in 1986. On the other hand, chemical pulp from annual plants is totally covered by domestic production, basically from sugarcane bagassus. Imports account for 41.8% of sulphate chemical wood pulp, the largest segment of the market, and for 35.3% of mechanical wood pulp consumption.

The most important supplier of pulp and secondary fibres to Mexico is the U.S., with a 92% market share in 1991. Geographical proximity plays a major role in this leadership, since transportation costs can be high. Also, many U.S. firms have established a presence in Mexico through local distributors, representatives or agents or through joint ventures. Canadian products account for the second largest share, or 6.5%, of total imports based on official Mexican data.

**TABLE 7**  
**CANADIAN EXPORTS OF PULP AND SECONDARY FIBRES TO MEXICO**  
(\$000 Canadian dollars)

	1988	1989	1990	1991	JAN-NOV 1992
Mech. wood pulp	5,964	1,868	58	2,195	336
CHEMICAL WOOD PULP					
dissolving grades	79	126	328	217	296
soda or sulphate, con., unbleached	680	970	685	312	440
conif., bleached	23,686	14,747	16,271	3,367	1,365
sulphite	3,747	0	759	438	323
Semi-chem wood pulp	2,101	5,770	9,442	8,770	10,651
Paper waste/scrap	0	335	117	57	0
<b>TOTAL</b>	<b>36,257</b>	<b>23,816</b>	<b>27,660</b>	<b>15,356</b>	<b>13,411</b>

Source: Statistics Canada - International Trade Division