

The most important end users of auto parts in Mexico are the automobile and truck manufacturers. According to Industria Nacional de Autopartes (INA), in 1989 more than 55% of total local production of auto parts went to this industry, 28% to the local aftermarket and 17% to exports.

During the 1980's, Mexican automotive production was buffeted by the same forces that rocked the economy. Vehicle production plummeted from 600,000 vehicles produced in 1982 to about 350,000 during the mid-decade recession and then recovered starting in 1987. The following table lists the largest automobile and truck manufacturers in Mexico with the number of units sold in the local market by each during 1988, 1989 and 1990:

	1988 CARS	1988 TRUCKS	1989 CARS	1989 TRUCKS	1990 CARS	1990 TRUCKS
Chrysler	48,732	31,330	56,952	36,393	52,580	39,362
Ford	32,001	29,717	47,801	39,418	52,352	37,152
General Motors	15,284	32,441	22,876	49,579	32,351	61,188
Nissan	60,247	24,351	69,855	25,766	80,502	32,314
Volkswagen	53,802	6,903	77,021	9,008	134,823	10,248
Dina		2,268		4,273		6,258
FAMSA/Merc.Benz		2,073		2,929		5,207
Other		19		43		321
TOTAL	210,066	129,102	274,505	167,409	252,608	192,050

Source: Asociación Mexicana de la Industria Automotriz

According to the Mexican Association of Automobile Industry (AMIA), total sales of cars, trucks, tractor trucks and buses for the local market reached 445,863 units in 1989, 30.4% more than in 1988 and 80% over the volume placed in 1987. In 1990, sales increased another 23.4% to 550,306 units. This volume of sales represents the fourth consecutive year of expansion and 1990 was the best year ever for the automobile industry, considering national and foreign sales. This growth was due to price stabilization in Mexico, increased financing resources to the consumer, lower interest rates and the presence of the VW Beetle on the Mexican market, which sold 7,000 units on average a month. During the first seven months of 1991, sales increased by 25% as compared to the same period in 1990. An average of 53,000 vehicles have been sold per month in the internal and external markets during 1991, for a total of 380,095 between January and July 1991.

In addition to the above units sold in Mexico, the Mexican automobile industry manufactured 278,559 units for export, 43% above 1989 levels. The total production of the industry has therefore increased from 512,776 units in 1988 to 641,275 in 1989