

aggressive after U.S. ones. Their marketing efforts include extending more liberal credit terms and, at the same time, their instruments and equipment are usually priced below comparable third country products, but are generally less sophisticated. West German instruments have a very good reputation for reliability and high quality in the Mexican market. The United Kingdom and France also sell a substantial amount of instruments to the government.

Some of the most important firms in the local market include:

American Instrument Company	MTS Systems
Applied Color Systems	Malvern Instruments
Asea Brown Boveri (AAB)	Mettler Instrument Corp.
Atlas Copco	Millipore Corp.
Bacon, FRank Machinery Sales	Milton Roy Co.
Bailey	Mitsubishi
Baird Corp.	Mitutoyo
Barnes Engineering	Neles Jamesbury
Beckmann Instruments	Neslab Instruments
Berkeley Industries	Nicolet Instrument Corp.
Bristol	Nikon
Buchi	Nusonics
Buehler	Ohaus
Cecile Instruments	Olympus
COIMSA	Orion Research
Cole Palmer Instruments	Pacific Scientific Co.
Croll-Reynolds	Perkin Elmer
Crystalite Corp.	Philips Electronic Instruments
Dionex Corp.	Precision Scientific
Erichsen Instruments	Reliance Electric
Engelhard Corp.	Rosemount
Fisher Scientific Co.	Sartorius
Fisher and Porter	Schenck
Foxboro	Sharples-Stokes
Gardner	Shimadzu Scientific Instrument
Hewlett-Packard	Siemens
Hitachi	SIMCA
Honeywell Industrial Controls	Spectra Services
Hotpack Corp.	Spectro
Hunter Associates Laboratory	Stangert
Ionics	Stanton Redcroft
Instron Corp.	Struers
Instrument Technology Inc.	Telemecanique
Irvine Optical Corp.	Texas Instruments
Jarrett Metallographic Product	Thwing Albert Instruments
Krautkramer-Branson	Tracor Instruments
Leeds & Northrup	Unitron
LDC	Varian
LKB	Veeco Instruments
Labindustries	Veeder-Root
Labtest Equipment	Whatman
LECO Corp.	Wilson Instruments