

COMPANY

3M de México
 American Optical
 Calzado van Vien
 Disven Seguridad
 Equipos Industriales FAR
 Garmant
 Grupo Vacanze
 Guantes Industriales Hermex
 Guillén Industrias
 Industrias de Hule Galgo
 Industrias de México
 Jemali Industrial
 MAK Extinguisher de México
 Philadelphia de San Luis
 PRODIN
 Productos Adex
 Protectores Plásticos
 Seguridad Ind. la Oriental
 Seguridad Industrial Infra
 Surtidora de Industrias México
 Total Mexicana
 Unimex
 Zejave
 Ziur

PRODUCTS

hearing protectors & masks
 eye protection
 safety footwear
 safety clothing
 safety clothing
 eye protection
 safety clothing
 safety clothing
 safety clothing
 safety clothing & footwear
 safety clothing
 safety clothing
 fire extinguishers
 fire extinguishers
 safety clothing
 safety clothing
 safety clothing
 safety clothing
 helmets & masks
 safety clothing
 fire extinguishers
 safety clothing
 safety clothing
 safety clothing

3.2 IMPORTS

The imported share of the market has been fluctuating significantly in the past few years, since, while domestic production has been growing at a relatively steady rate, imports have grown rapidly in response to the factors noted in Section 3. While imports represented 80% of the total market in 1988, and an even lower proportion in 1987, by 1990 they represented 88% of the market, or \$105.8 million. In the years to come, they are expected to grow at a faster rate than domestic production, or 7.5% as compared to 4% for the latter, and reach \$140.7 million in 1994.

Imported industrial, commercial and personal safety and security equipment and products will experience an increased demand related to the growing pace of the industry and a general concern for worker's accidents. In addition to these factors, economic conditions generally favor imports through a relatively cheap dollar, and imported products are usually favored over locally manufactured ones because they incorporate more sophisticated technologies and/or are of a superior quality and are often more price competitive.

The following table lists total imports by category between 1988 and 1990.