

## URBAN BUSES

The demand for body-on-chassis urban buses will exceed the current capacity of domestic manufacturers after 1995. These designs are likely to account for the large majority of units sold. Integral urban-type bus demand is limited to Mexico City, and possibly Puebla and Guadalajara. The projected annual demand of about 1,000 units for these cities is well within the capacity of the domestic industry.

For body-on-chassis buses, the conventional school type of bus will continue in high demand due to the need for low-cost, easy-to-maintain vehicles. There is, however, an emerging trend towards higher-quality, body-on-chassis vehicles for premium fare services. This demand is likely to increase in the future, as Mexican transit utilities attempt to compete with automobiles on major routes. This trend may also translate into a moderate demand for lower-cost, medium-size integral buses.

Although domestic urban bus manufacturers have the basic manufacturing capabilities and technology to meet current demand, there are selected areas where assistance may be required:

- alternate fuel systems, primarily condensed natural gas;
- fibre-glass and composite material products and production methods;
- on-board electronic information systems;
- vehicle structure stress analysis;
- seating;
- safety features including brakes, door controls and interlocks;
- electronic information equipment (destination signs, communications equipment) for transit vehicles and operations management;
- fare collection equipment and systems; and
- transit consulting services, including personnel and driver training.

The reorganization of *Ruta 100* is also likely to lead to important opportunities for Canadian companies. There are specific opportunities in planning, systems and transport equipment. The *Departamento del Distrito Federal (DDF)*, Department of the Federal District, is receptive to foreign transportation planners, but considering the political environment in which *Ruta 100* operates, a partnership with a well-connected Mexican company would be essential. Companies that participate in the planning of the new system will find long-run opportunities. Once the concessions are awarded, the private contractors will need help planning effective routes and schedules. They will need transportation software and operating systems which Canadian companies can supply. They will also need vehicles to replace the obsolete equipment that makes up a large part of the fleet.