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Rail and Bus Equipment, Urban Transit



HIGHLIGHTS

Mexico is highly dependent on public transportation for both urban and intercity travel. This means long-term opportunities for Canadian suppliers of bus and rail equipment and services.

- Mexico is rapidly becoming urbanized. The nation now has 15 cities with more than one million people and roughly 100 cities between 200,000 and 1 million.
- The four largest cities, Mexico City, Guadalajara, Monterrey and Puebla, have one-third of the population, but generate about 90 percent of the gross domestic product (GDP).
- Car ownership is low, and the average urban transit fare in Mexico City is only one peso, a small fraction of the equivalent fares in Canada.

The devaluation of the peso will slow down Mexico's infrastructure development plans in the short run, but the stabilization program calls for the privatization of the national intercity railway system. The urban transit systems are under increased pressure to operate efficiently. For companies able to adopt a medium-term strategy, the sector offers many interesting opportunities, especially in niche markets.

MEXICO'S TRANSPORTATION INFRASTRUCTURE

Mexico has a huge but neglected transportation infrastructure. Intercity passengers travel almost entirely by privately-operated bus lines. *Ferrocarriles Nacionales de México (FNM)*, the national railway, handles mostly freight. Urban transit systems are a mixture of private and public systems. The subway and light rail transit (LRT) systems are generally modern, but linked with unsophisticated bus systems. Marine traffic is oriented towards bulk commodities, while air travel remains out of reach for most Mexicans.

The Mexican government has made extensive use of private concessions to finance major highway projects. During the administration of former president Carlos Salinas, some 6,000 kilometres of new private toll roads were built. Mexico now has a total of about 250,000 kilometres of roads, including 46,000 kilometres of federal trunk roads. About 95 percent of intercity passenger transportation, and 59 percent of cargo transportation is by bus or truck.

SUMMARY REPORT

In addition to this market summary, the Department of Foreign Affairs and International Trade (DFAIT) has prepared a market profile entitled *Opportunities in Mexico: Rail and Bus Equipment, Urban Transit*. This market information on the Mexican rail and bus sector has been produced and published by Prospectus Inc. under contract with DFAIT, along with other market profiles and summaries on business opportunities in Mexico. It is available from:

InfoCentre

Tel: 1-800-267-8376 or
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The market profiles are available in electronic form from the IBB and in hard copy at a cost of \$10.00 plus shipping and applicable taxes, from Prospectus Inc. Please contact:

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Intercity Rail

In 1910, *Ferrocarriles Nacionales de México (FNM)*, the national railway, was formed in association with the Wells Fargo Company. Today, Mexican railways are used mostly for freight. In 1989, they accounted for 16 percent of national land cargo and 1 percent of passenger traffic. Mexico has about 1,000 intercity passenger rail cars, of which a large proportion are not operational.

Urban Rail

Three Mexican cities have urban rail systems: Mexico City, Guadalajara and Monterrey. Tijuana is in the process of contracting a build-operate-transfer (BOT) concession to private-sector companies for the construction of a light rail transit (LRT) system. Puebla is considering a rapid-transit system.

Urban Bus

The major Mexican cities have large fleets of buses, a large proportion of which are privately owned. Small 10- to 15-passenger vehicles are common, but the government has recently mandated a shift to larger vehicles. Fares are low, and a large proportion of the fleet is owned by small owner-operators. As a result, low-technology designs predominate.

Outside of these urban areas, public transit is provided almost entirely by private bus companies operating under local government supervision. The average age of buses is much older than in Canada, and scheduling and fare collection systems tend to be unsophisticated. School buses are uncommon and limited mainly to private schools.

Intercity Bus

About 95 percent of all intercity passenger travel is by bus, with service delivered by about 700 bus companies. In 1992, traffic exceeded two billion trips. The air travel share was 4 percent and rail was 1 percent.

The largest bus company operates 7,500 vehicles. Bus types include

high-quality, 40-foot integral designs with air suspension, air conditioning, reclining seats and washrooms. There are also many low-cost body-on-chassis types as well as mini-buses and modified vans. Only the largest operators participate in service and fare interlining arrangements.

THE ROLE OF IMPORTS

Imports of public-type passenger motor vehicles rose steadily to reach US \$223 million in 1993. In the same year, US \$93 million worth of railway vehicles and associated equipment was imported. Total imports of both categories for 1994 were projected at about US \$390 million. These data exclude bus components, such as engines and chassis, because bus components cannot be distinguished from truck components in the statistics. The major producers make both buses and trucks and may use the same components in both.

More than 90 percent of Mexico's bus-related imports originate in Brazil. The only other significant

suppliers are the United States and North Korea. The US is also a major supplier of truck and bus components.

The US dominates the market for rail-related products, with a 79 percent import market share in 1992. Germany had a 14 percent share. France, Brazil, Italy, Spain and Sweden were the other suppliers, with relatively small sales volumes.

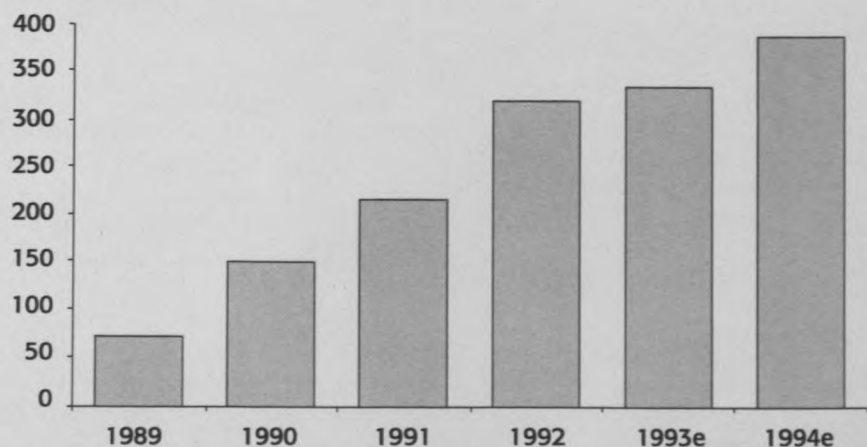
CUSTOMERS

MEXICAN NATIONAL RAILWAY

Ferrocarriles Nacionales de México (FNM), the national railway, has the exclusive constitutional right to operate intercity railway services in Mexico. The *FNM* has been neglected by the government for many years, and the length of the principal network was increased by only 1.5 percent in the ten years ending in 1992. The number of locomotives and available horsepower actually decreased over the same period. The system now totals just over 25,000 kilometres, half of which is in need of urgent maintenance.

BUS AND RAIL TRANSPORTATION PRODUCTS – MEXICAN IMPORTS

US \$ millions



Note: "e" denotes estimated figures.

Source: Statistics Canada World Trade Database.

As a result of this neglect, railway transportation in Mexico is not competitive with road transportation and FNM's market share has fallen steadily. The proportion of Mexico's freight traffic that was moved by rail fell to 13 percent in 1993, compared with 23 percent in 1970.

THE SUBWAY SYSTEM IN MEXICO CITY

The *Sistema de Transporte Colectivo Metro (STC)*, Mexico City Public Transit Authority, manages the city's subway system, known as the *metro*. The system handles more than 4.5 million trips per day. The *Comisión de Vialidad y Transporte Urbano (COVITUR)*, Commission for Urban Transportation Works, provides all infrastructure and major repairs.

GRUPO MEXICANO DE DESARROLLO-RIOBOO-BOMBARDIER-CONCARRIL

Grupo Mexicano de Desarrollo-Rioboo-Bombardier-Concarril is a consortium of three Mexican companies associated with Montreal-based Bombardier. In December 1993, the group was selected to build and operate a new Mexico City light rapid transit (LRT) line to be operated separately from the *metro*.

COMMISSION FOR URBAN TRANSPORTATION WORKS

The *Comisión de Vialidad y Transporte Urbano (COVITUR)*, Commission for Urban Transportation Works, is the government agency responsible for all construction for the Mexico City *metro* and light rail systems. This organization is also responsible for the *metro's* master plan. *COVITUR* is mainly dependent on French electro-mechanical technology.

ELECTRICAL TRANSPORTATION AUTHORITIES OF MEXICO CITY

The *Servicios de Transportes Eléctricos del Distrito Federal (STE)*, Electrical Transportation Authority of Mexico City, is responsible for operating the trolley bus and light

rail urban transportation services except those that have been privatized. The system includes 30.3 kilometres of rail and 17 light rail train sets, covering six routes. The *STE* also operates 350 trolley buses on 13 routes covering 361 kilometres.

GUADALAJARA URBAN TRANSIT AUTHORITY

The *Sistema de Tren Eléctrico Urbano (SITEUR)*, Guadalajara Urban Transit Authority, is the public utility which operates Guadalajara's subway system. In 1994, it opened a new ten-station, 8.5-kilometre east-west extension to its original 15-kilometre north-south light rail transit (LRT) line. The *Constructora Nacional de Carros de Ferrocarril (Concarril)*, supplied the 16 articulated light rail vehicles for "Line 1" and *Bombardier-Concarril* provided another 32 vehicles for "Line 2".

MONTERREY PUBLIC TRANSIT AUTHORITY

The *Sistema de Transporte Colectivo Metrorrey*, Monterrey Public Transit Authority, has two subway lines. The original 18-kilometre east-west line was supplemented by the first 5 kilometres of a new north-south line in 1994. The original cars have been purchased in roughly equal proportions from the *Constructora Nacional de Carros de Ferrocarril (Concarril)*, *Bombardier-Concarril* and most recently, Spain's *Construcciones y Auxiliar de Ferrocarriles (CAF)*. Electrical equipment came primarily from Mitsubishi. The city has long-term plans for a 77-kilometre system with four main routes.

MEXICO CITY'S URBAN BUS SYSTEM

The *Ruta 100* is the urban bus system owned by the *Departamento del Distrito Federal (DDF)*, Department of the Federal District. It includes 216 routes, 90 percent of which link to the *metro*. *Ruta 100* carries 3 million people daily, servicing low-income areas.

In April 1995, *Ruta 100* was rocked by scandal and was declared officially bankrupt by the government. Under an emergency plan, rides on the system are free and it is being operated by non-union labour at one-third of its former cost. The *Departamento Distrito Federal (DDF)* is now faced with the task of reorganizing this highly inefficient operation. A major move towards privatization is considered highly probable.

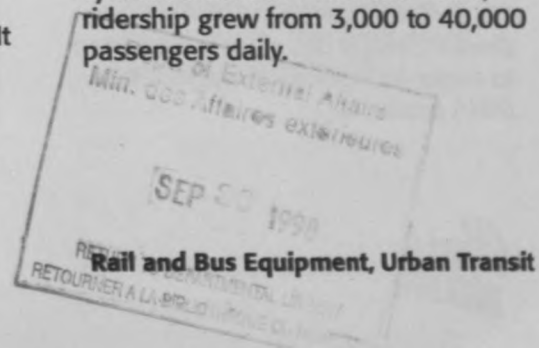
PRIVATE BUS SYSTEMS

Outside of the *Ruta 100* system, the *Departamento del Distrito Federal (DDF)*, Department of the Federal District, issues concessions to companies or individuals to operate private bus routes. These are generally owner-operated vehicles, but some groups own three or four buses.

There are 120 private bus routes in the city, with approximately 15,000 mini-buses with capacity in the 18- to 24-passenger range. The government would like to replace the entire fleet with even larger buses with a capacity of 40 seated passengers or more. This policy has been the subject of some controversy, but a new licensing system to bring it about was due to go into effect in 1995.

TROLLEY BUSES

Street cars were used in Mexico City from the 1890s to the 1950s. In the 1960s, they were replaced by trolley buses. The trolley buses fell into decline over the next few decades because of competition from the motor operators. There was a resurgence beginning in 1990, when the *Servicios de Transportes Eléctricos del Distrito Federal (STE)*, Electrical Transportation Authority of Mexico City, began to expand the system. Between 1990 and 1994, ridership grew from 3,000 to 40,000 passengers daily.



SCHOOL AND FLEET BUSES

About 50 companies provide school and fleet bus service in the Mexico City area. The public schools do not use buses; these companies cater mainly to private-school students and industrial personnel. They also offer excursions on weekends and holidays.

COMPETITION

MEXICAN BUS PRODUCERS

Traditionally, the Mexican bus sector has been dominated by two producers, *Mexicana de Autobuses (MASA)* and *Diesel Nacional (DINA)*. *TRAMOSA* has been a marginal producer with an output of about 250 units annually, and it is reportedly phasing out its bus production. In 1992, Mercedes Benz moved into the Mexican bus market. Vehicles were initially imported, with assembly gradually being transferred to Mexico.

Mexicana de Autobuses (MASA)

Mexicana de Autobuses (MASA) manufactures urban and intercity buses of both integral and body-on-chassis design. It has an output of about 3,000 units per year.

Two *MASA* shareholders provide components for the body-on-chassis type. Oshkosh of the United States supplies chassis and Nielson of Brazil makes bodies. In the case of bodies, production is gradually being shifted to Mexico as part of a technology transfer agreement.

Diesel Nacional (DINA)

Diesel Nacional (DINA) is a former *paraestatal*, state-owned company, purchased by Mexican investors in 1989. Navistar International owns a 7.5 percent interest in *DINA*'s truck division, and it has since contributed to major technological upgrades of *DINA* products.

DINA claims a 37 percent share of the Mexican bus market, but sales fell off to 40 to 60 buses per month in 1994, compared with 150 per month in 1993. The slump was blamed on a corporate reorganization by its major client, the Mexico Intercity Bus Line.

Mercedes-Benz de México

Mercedes-Benz de México manufactures urban and intercity buses. The company has built two new plants, one near Toluca and the other in Monterrey. These plants are expected to become fully operational in 1995. In 1993, the company sold about 1,000 imported buses in Mexico.

MEXICAN RAIL PRODUCT PRODUCERS

There are no railway locomotive manufacturers in Mexico, but two companies produce the bulk of Mexico's requirements for urban and intercity rail cars. They are Canadian-owned *Bombardier-Concarril*, and Spanish-owned *Construcciones y Auxiliar de Ferrocarriles (CAF)*.

Bombardier-Concarril

Until 1992, the *Constructora Nacional de Carros de Ferrocarril (Concarril)*, was a *paraestatal*, state-owned company. In 1992, it was purchased by Montreal-based Bombardier, one of the largest transportation companies in the world.

Bombardier completely overhauled the antiquated plant. The new company lost its first two bids to supply subway cars to Mexico City to *Construcciones y Auxiliar de Ferrocarriles (CAF)* of Spain. It has subsequently landed contracts to supply 23 light rail transit (LRT) cars in Monterrey and 32 in Guadalajara, and to refurbish 234 subway cars in Mexico City. *Bombardier-Concarril* is also part of the consortium that will build Mexico City's new elevated rail system.

Construcciones y Auxiliar de Ferrocarriles

Construcciones y Auxiliar de Ferrocarriles (CAF), is a Spanish-owned firm recently established in Mexico to manufacture *metro* cars for Mexico City. The parent company won the bids for 135 cars for the Mexico City *metro* in 1992, and 22 articulated light rail transit (LRT) cars for Monterrey's subway system.

OPPORTUNITIES FOR CANADIAN COMPANIES

BUS SECTOR

Canadian manufacturers will have difficulty selling complete buses in Mexico because of competition from lower-cost domestic producers. Also, American, Brazilian and European competitors have an entrenched position in the market for major components. The opportunities, therefore, lie mainly in joint ventures or technology-licensing arrangements. The provision of specialty products and expertise is also a possibility.

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.

Intercity Buses

The demand for intercity buses is well within the capacity of the domestic industry. Mexican manufacturers have the vehicle designs, manufacturing expertise and, in most cases, the technology to meet customer expectations. Their products have been strengthened through strategic and technological alliances with foreign companies, mostly from Brazil. Nonetheless, there are a number of niche markets where Canadian companies may have a competitive advantage.

RAIL SECTOR

The domestic manufacturers, *Bombardier-Concarril* and *Construcciones y Auxiliar de Ferrocarriles (CAF)*, have the capacity and technical capability to meet most of the future needs of the Mexican urban rail car market. Demand growth will be modest.

Urban Rail

Extensions to the Guadalajara and Monterrey subway systems are planned. New light rail transit (LRT) systems in Tijuana and one or two other cities are a possibility. There will also be further expansions in Mexico City, two of which are currently underway. No major new expansions of the *metro* are expected for several years, although there are continuing opportunities for separate build-operate-transfer (BOT) operations. There will also be a continuing program of rehabilitation of the existing *metro* fleet.

Intercity Rail

Beginning in 1993, the government of Mexico implemented policies designed to rehabilitate *Ferrocarriles Nacionales de México (FNM)*, the national railway. The railway also privatized several of its maintenance facilities. As a result, rail transportation is slowly reclaiming lost traffic. Most of the gain is coming from the agricultural, mineral, petrochemical, paper and manufacturing industries.

Privatization of the Mexican National Railway

On January 26, 1995, the Mexican Senate approved amendments to Article 28 of the Mexican Constitution that removed *Ferrocarriles Nacionales de México (FNM)*, the national railway, from the list of "strategic" enterprises protected by the Constitution. This suggests many new opportunities, not only in rail operations and maintenance, but also in the communications and management areas. According to the Journal of Commerce, President Ernesto Zedillo's administration is seeking to attract about US \$14 billion in private investment for *FNM* during 1995.

PARTNERSHIP OPPORTUNITIES

There has been a trend in Mexico towards the use of build-operate-transfer (BOT) contracts for infrastructure projects. Recently, urban transit systems have begun to be organized on a BOT basis. The new Tijuana rapid transit system and *Tren Elevado* in Mexico City are examples.

Another example is a new, electrified intercity rail line, completely separate from *Ferrocarriles Nacionales de México (FNM)*, the national railway, linking the cities of León, Guanajuato and Celaya north of Mexico City. The system is known as the *Tren Regional Interurbano Guanajuato (TRIG)*, the Guanajuato Regional Transit System. The consortium that will build and operate this system includes Montreal-based Bombardier. The cars will be built in Canada.

CONSULTING OPPORTUNITIES

The government of Mexico began an initiative called the *Programa de las 100 Ciudades*, 100 Medium-sized Cities Program, in 1993, with assistance from the World Bank. This five-year program is designed to improve the quality of life in Mexico's medium-sized cities (those of between 200,000 and 1 million

inhabitants). These cities will be the focus of Mexico's population growth over the next 25 years. At present, few if any of them are structurally prepared for such growth.

MARKET ENTRY STRATEGIES

Bus and rail products are normally purchased directly from suppliers by the end users. Personal visits to potential buyers are the most common marketing method. Since there are relatively few end users, this in itself is not a problem. But because of language and cultural barriers, most Canadian exporters are represented in Mexico by agents.

The agent can facilitate introductions and accompany suppliers' representatives to meetings with customers. Since bus and rail products tend to be relatively complex, purchases normally involve many technical specifications. The agent must therefore be fully supported by trained technical personnel.

TRADE SHOWS

Attending trade shows is a good way for Canadian companies to introduce their products and to make contacts with potential agents or customers.

- The *Asociación Nacional de Productores de Autobuses, Camiones y Tractocamiones, A.C. (ANPACT)*, National Association of Bus, Truck and Tractor-trailers Manufacturers holds an annual meeting and trade show in Mexico City, usually in May or June.
- The *Asociación Latinoamericana de Metros y Subterráneos (ALAMYS)*, Latin American Association of Subways has annual meetings in rotating venues in Latin America. The 1995 event was held in Mexico City.

- The *Asociación Mexicana de Ingeniería de Transporte, A.C.*, Mexican Association of Transportation Engineers has a regular meeting and a trade show every two years.

KEY CONTACTS

CANADA

Canadian Government

Department of Foreign Affairs and International Trade (DFAIT)

DFAIT is the Canadian federal government department most directly responsible for trade development. The **InfoCentre** should be the first contact point for advice on how to start exporting. It provides information on export-related programs and services, acts as an entry point to DFAIT's trade information network, and can provide copies of specialized export publications and market information to interested companies.

InfoCentre

Tel.: 1-800-267-8376 or
(613) 944-4000

Fax: (613) 996-9709

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InfoCentre Bulletin Board (IBB):

Tel.: 1-800-628-1581 or
(613) 944-1581

Internet:

<http://www.dfait-maeci.gc.ca>

The Trade and Economic Division of the Embassy of Canada in Mexico

can provide vital assistance to Canadians venturing into the Mexican market. The trade commissioners are well-informed about the market and will respond in whatever measures possible to support a Canadian firm's presence in Mexico.

Note: to telephone Mexico City, dial: 011-52-5 before the number shown. For contacts in other cities in Mexico, consult the international code listing at the front of your local telephone directory for the appropriate regional codes.

Trade and Economic Division

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Fax: 724-7982

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Local 108-A

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Col. Vallarta Poniente

44110 Guadalajara, Jalisco

México

Tel.: 616-6215

Fax: 615-8665

International Trade Centres have been established across the country as a convenient point of contact to support the exporting efforts of Canadian firms. The centres operate under the guidance of DFAIT and all have resident trade commissioners. They help companies determine whether or not they are ready to export, assist firms with market research and planning, provide access to government programs designed to promote exports, and arrange for assistance from the trade commissioners in Ottawa and trade officers abroad. Contact the International Trade Centre nearest you.

World Information Network for Exports (WIN Exports)

is a computer-based information system designed by DFAIT to help Canada's trade development officers abroad match foreign needs to Canadian capabilities. It provides users with information on the capabilities, experience and interests of more than 23,000 Canadian exporters. To register on WIN Exports, call (613) 996-5701, or fax 1-800-667-3802 or (613) 944-1078.

International financing

institutions, including the World Bank and the Inter-American Development Bank, provide funds to Mexico for a wide variety of specific projects. DFAIT helps Canadian exporters interested in pursuing multilateral business opportunities that are financed by international financing institutions. For further information, call (613) 995-7251, or fax (613) 943-1100.

Market Intelligence Service (MIS)

provides Canadian businesses with detailed market information on a product-specific basis. The service assists Canadian companies in the exploitation of domestic, export, technology transfer and new manufacturing investment opportunities. MIS is offered free of charge by fax, letter or telephone. For more information, call (613) 954-5031, or fax (613) 954-2340.

Department of Industry (DI)

Advanced Manufacturing Technologies Directorate

Department of Industry

235 Queen Street

Tenth Floor, East Tower

Ottawa, ON K1A 0H5

Tel.: (613) 954-3249

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Canadian International Development Agency (CIDA)

CIDA is an important possible source of financing for Canadian ventures in Mexico. A special fund is available through the CIDA under the Industrial Cooperation Program (CIDA/INC). This program provides financial contributions to stimulate Canadian private-sector involvement in developing countries by supporting long-term business relationships such as joint ventures and licensing arrangements. For more information, call (819) 997-7905/7906, or fax (819) 953-5024.



Export Development Corporation (EDC)

EDC is a customer-driven, financial services corporation dedicated to helping Canadian businesses succeed in the global marketplace. EDC provides a wide range of risk management services, including insurance, financing and guarantees to Canadian exporters and their customers around the world.

EDC has established relationships with leading commercial and public sector institutions in Mexico and Latin America. Exporters can call (613) 598-2860 for more information. Smaller exporters, with annual export sales under C \$1 million, should call the Emerging Exporter Team at 1-800-850-9626. Exporters in the information technology industry can call EDC's Information Technologies Team at (613) 598-6891. For information on the full range of EDC services, call (613) 598-2500, or fax (613) 237-2690.

Revenue Canada

Revenue Canada, Customs Program Branch provides a NAFTA Help Desk telephone line with service available in Spanish. For information, call (613) 941-0965.

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Railway Association of Canada
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Canadian Exporters' Association
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Canadian Manufacturers' Association
75 International Boulevard
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Tel.: (416) 798-8000
Fax: (416) 798-8050

The Canadian Chamber of Commerce
55 Metcalfe Street
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Ottawa, ON K1P 6N4
Tel.: (613) 238-4000
Fax: (613) 238-7643

Forum for International Trade and Training Inc.
155 Queen Street
Suite 608
Ottawa, ON K1P 6L1
Tel.: (613) 230-3553
Fax: (613) 230-6808

Language Information Centre
240 Sparks Street RPO
Box 55011
Ottawa, ON K1P 1A1
Tel.: (613) 523-3510

Open Bidding Service
P.O. Box 22011
Ottawa, ON K1V 0W2
Tel.: 1-800-361-4637 or
(613) 737-3374

Canadian Standards Association
178 Rexdale Blvd.
Rexdale, ON M9W 1R3
Tel.: (416) 747-4000
Fax: (416) 747-4149

Standards Council of Canada
45 O'Connor Street
Suite 1200
Ottawa, ON K1P 6N7
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Mexican Embassy in Canada

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MEXICO

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Federal Roads and Bridges Authority

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 Fax: 11-5347, 16-0519

Mexican National Railway *Ferrocarriles Nacionales de México (FNM)*

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 06358 México, D.F.
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 Tel: 547-3556
 Fax: 547-0959

Mexico City Subway Authority *Sistema de Transporte Colectivo Metro (STC)*

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 Fax: 512-7580

Commission for Urban Transportation Works *Comisión de Vialidad y Transporte Urbano (COVITUR)*

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Electrical Transportation Authority of Mexico City

Servicios de Transportes Eléctricos del Distrito Federal (STE)
 Municipio Libre No. 402, Piso 3
 Col. San Andrés Tetepilco
 09440 México, D.F.
 México
 Tel.: 539-6162/1584
 Fax: 672-4758/539-2649

Monterrey Subway Authority *Sistema de Transporte Colectivo Metrorrey*

Av. Pino Suárez No. 1123 Norte
 Col. Centro
 64000 Monterrey, Nuevo León
 México
 Tel.: 374-0199, 372-8521
 Fax: 374-0195

Guadalajara Urban Transit Authority

Sistema de Tren Eléctrico Urbano de Guadalajara (SITEUR)
 Federalismo Sur No. 217
 Entre Madero y Prisciliano Sánchez
 Sector Juárez
 44100 Guadalajara, Jalisco
 México
 Tel.: 658-2952, 827-0512 ext. 2050
 Fax: 613-4517

Business and Professional Associations

National Association of Bus, Truck and Tractor-trailer Manufacturers

Asociación Nacional de Productores de Autobuses, Camiones y Tractocamiones, A.C. (ANPACT)
 Gabriel Mancera No. 114
 Col. del Valle
 03100 México, D.F.
 México
 Tel.: 682-2971/8508
 Fax: 523-1828

American Public Transit Association (APTA)

1201 New York Avenue, NW
 Washington, DC 20005
 USA
 Tel.: (202) 898-4000
 Fax: (202) 898-4070

Mexican Companies

Southern Pacific México, S.A. de C.V.
 Paseo de las Palmas No. 735-1007
 Col. Lomas de Chapultepec
 11000 México, D.F.

México
 Tel.: 202-6500
 Fax: 520-5526

Union Pacific de México, S.A. de C.V.
 Ruben Darío No. 281-1101

Col. Bosques de Chapultepec
 11580 México, D.F.
 México
 Tel.: 628-8686
 Fax: 628-8642

The Atchison, Topeka and Santa Fe
Railway Company
Amberes No. 4-5
Col. Juárez
06600 México, D.F.
México
Tel.: 525-2515, 514-0969
Fax: 514-9564

*Ingenieros Civiles Asociados, S.A. de
C.V. (ICA)*
Minería No. 145
Col. Escandón
11800 México, D.F.
México
Tel.: 272-9991
Fax: 272-9991 ext. 3868

*Triturados Basálticos y Derivados,
S.A. de C.V. (TRIBASA)*
Bosque de Cidros No. 173
Col. Bosques de las Lomas
05120 México, D.F.
México
Tel.: 229-7485/7400
Fax: 229-7503

Bombardier-Concarril
Paseo de la Reforma No. 369,
Mezzanine
Col. Juárez
06500 México, D.F.
México
Tel.: 729-9903
Fax: 525-0338

*Construcciones y Auxiliar de
Ferrocarriles (CAF)*
Prolongación Uxmal No. 988
Col. del Valle
03310 México, D.F.
México
Tel.: 688-7543/3531, 604-1001
Fax: 688-1156

Diesel Nacional (DINA)
Margaritas No. 433
Col. Hacienda de Guadalupe
01050 México, D.F.
México
Tel.: 325-0927, 659-6997
Fax: 325-2110/2400

*Mexicana de Autobuses, S.A. de C.V.
(MASA)*
Lago Guadalupe No. 289
Parque Industrial Cartagena
54900 Tultitlán, Estado de México
México
Tel.: 229-3712/3700/3729
Fax: 229-3707/3708

*Mercedes-Benz de México, S.A. de
C.V.*
Kilómetro No. 23.7 Carretera la
Marquesa a Tenango
Apartado Postal No. 1
52600 Santiago Tianguistenco
Estado de México
México
Tel.: 79-2400
Fax: 79-2493

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