

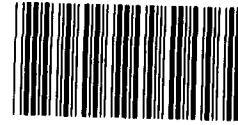
GAO

Report to the Honorable  
Richard A. Gephardt, Majority Leader,  
and to the Honorable Sander Levin,  
House of Representatives

September 1992

# NORTH AMERICAN FREE TRADE AGREEMENT

## U.S.-Mexican Trade and Investment Data



147909

**RESTRICTED--Not to be released outside the  
General Accounting Office unless specifically  
approved by the Office of Congressional  
Relations.**

095511/ 147909 RELEASED

---

---

**General Government Division**

B-250299

September 25, 1992

The Honorable Richard A. Gephardt  
Majority LeaderThe Honorable Sander Levin  
House of Representatives

This report responds to your request for information concerning the prospective North American Free Trade Agreement (NAFTA), negotiated among the United States, Mexico, and Canada. Specifically, this report provides information covering (1) Mexico's trade flows with the United States, and its worldwide and selected bilateral trade flows for 1980-1991; (2) foreign direct investment between Mexico and the United States and selected countries' direct investment in Mexico for 1980-1991; (3) maquiladora operations in Mexico for 1980-1991; and (4) the top 50 companies, importers, exporters, and maquiladoras operating in Mexico in 1990.

---

**Background**

In June 1990, the United States and Mexico issued a joint statement supporting negotiation of a free trade agreement. President Bush notified Congress in September 1990 of his intent to negotiate such an agreement, with the possible inclusion of Canada. In February 1991 Canada agreed to join Mexico and the United States in trilateral discussions on a North American Free Trade Area. Formal negotiations for a NAFTA began on June 12, 1991, among the three countries, and agreement was announced in August 1992.

Before the late 1980s foreign direct investment played a relatively small role in Mexico's total external financing; instead, the country relied principally on borrowing. In recent years, however, the Mexican government has actively promoted foreign direct investment as a critical element of its plans for the future growth of the Mexican economy. In May 1989, in an attempt to attract additional foreign direct investment, the Mexican government liberalized regulations regarding the process for approving foreign investment and the rules of ownership. As a result, foreigners are now permitted to have majority ownership in companies in most sectors of the Mexican economy.

Mexico's maquiladora program, which began in 1965 as part of the Mexican Border Industrialization Program, allows Mexican and foreign investors to establish manufacturing plants in selected areas of Mexico to

---

produce for export. The manufacturing plants, called "maquiladoras," produce finished or semifinished goods that are exported primarily to the United States. Foreign investors may own 100 percent of such plants. As long as the maquiladora's end product is exported, no Mexican duty is levied on imported machinery, raw materials, or components. U.S. tariff treatment of imports from maquiladoras has played a significant role in the industry. Certain U.S. tariff provisions provide benefits that extend to maquiladora products destined for the United States. For example, under U.S. tariff law, certain metal products of U.S. origin processed abroad and returned to the United States for further processing are applied duties only on the value added by the foreign processing. Furthermore, products assembled in foreign countries from U.S.-made components are only subject to duties on the total value of the imported product minus the value of the U.S.-made components.

---

## Results in Brief

In 1991, the United States recorded a merchandise trade surplus with Mexico for the first time since 1981.<sup>1</sup> As it did in 1980, Mexico ranked third as a supplier of U.S. imports and purchaser of U.S. exports in 1991 while the United States continued to be Mexico's number one trade partner for both imports and exports. In 1991, Mexico's trade with the United States represented less than 10 percent of the total of both U.S. imports and exports, whereas U.S. trade with Mexico represented more than 70 percent of Mexico's total imports and exports. The 1991 increase in U.S. exports to Mexico represented almost 18 percent of the growth in worldwide U.S. exports.

As in 1990, the United States recorded a surplus in service transactions with Mexico in 1991.<sup>2</sup> Travel transactions represented the leading category of services trade between the United States and Mexico. The surplus in 1990 reversed a deficit in service transactions that had begun in 1982.

---

<sup>1</sup>The record of a country's economic transactions with the rest of the world during a particular time period is called the "balance of payments." The balance of payments, in turn, is divided into current and capital accounts. The current account measures international transactions in goods, services, and unilateral transfers between U.S. residents and nonresidents. The term "goods" refers to all tangible and visible commodities, which may be in the form of raw materials or intermediate or final products. That element of the current account that records the balance of trade in goods, such as automobiles, foodstuffs, and clothing, is referred to as the "merchandise trade account." The term "services" refers to economic output of intangible commodities that may be produced, transferred, and consumed at the same time, such as travel and tourism, insurance, transportation, and the receipt and disbursement of interest and dividends. The balance on service transactions is recorded separately in the current account. The capital account captures the international movement of various types of investment, such as direct investment and portfolio investment.

<sup>2</sup>Service transactions include travel, other transportation, and business, professional and technical services. Receipts and payments of investment income are not included in this definition.

At the end of 1991, the United States was Mexico's dominant foreign investor, with 63 percent of cumulative foreign direct investment in Mexico. On the other hand, at the end of 1991, Mexico's cumulative direct investment was less than 0.2 percent of all foreign direct investment in the United States. The cumulative stock of U.S. direct investment in Mexico was concentrated in manufacturing, including maquiladoras, and the service sector. On an overall basis, the largest amount of cumulative foreign direct investment in Mexico at the end of 1991 was in the manufacturing sector. However, since 1980 the service sector has steadily increased its share of Mexico's cumulative foreign direct investment.

Maquiladora trade represented 36.9 percent of Mexico's total exports and 23.4 percent of its imports in 1991. Moreover, maquiladora exports to and imports from the United States represented 46.3 percent of Mexico's total exports to the United States and 31.8 percent of Mexico's imports from the United States in 1991. The number of maquiladora plants and workers at the end of 1991 had more than tripled since 1980. More than 50 percent of the plants were operating in the electrical and electronics, textiles and apparel, and furniture and wood/metal products sectors. More than 50 percent of the maquiladora programs registered at the end of January 1992 had some form of U.S. ownership.

An official government list of Mexico's top 50 companies, importers, exporters, and maquiladoras is not available.

U.S. and Mexican government trade statistics differ, even after adjustment for maquiladora trade, because of variations in the concepts and definitions used by the two countries. The United States and Mexico are currently engaged in a project to reconcile the differences in their bilateral trade data (see section on scope and methodology).

---

## U.S.-Mexican Trade Has Changed Since 1980

Based on U.S. statistics, in 1991 the United States recorded a merchandise trade surplus with Mexico for the first time since 1981. The surplus was approximately \$2 billion. U.S. exports to Mexico increased from 1990 by almost 18 percent, and U.S. imports rose by slightly more than 3 percent. From 1980 to 1991, U.S. exports to Mexico increased from approximately \$15 billion to over \$33 billion. By the end of this period, U.S. exports to Mexico represented 7.9 percent of all U.S. exports. As in 1980, Mexico was the third-ranked export market for U.S. goods in 1991 and is becoming an increasingly important export market for the United States. For example,

---

for 1989-1991 Mexico absorbed 7.3 percent of total U.S. exports compared with 6 percent for 1985-1988.

In 1980, the top five categories of U.S. exports to Mexico, representing more than 65 percent of the total, consisted of machinery, foodstuffs, road vehicles and other transport equipment, chemicals, and metal products. By 1991, the top five major categories of U.S. exports to Mexico, representing approximately 55 percent of the total, were road vehicles and other transport equipment, electrical machinery and parts, machinery, telecommunications products and office equipment, and foodstuffs.

During 1980-1991, U.S. imports from Mexico increased from approximately \$12.5 billion to over \$31 billion, representing 6.3 percent of total U.S. imports by the end of the period. The composition of U.S. imports from Mexico has changed since 1980 although Mexico remained the third-ranked supplier of U.S. imports in 1991. In 1980, the United States imported two main products from Mexico: mineral fuels (mainly petroleum and petroleum products), which represented 52.6 percent of all U.S. imports from Mexico; and foodstuffs, with approximately 11 percent of the total. By 1991, mineral fuels remained the number one import from Mexico but represented only about 15 percent of the total. Foodstuffs, constituting approximately 9 percent of total U.S. imports from Mexico, were surpassed by electrical machinery and parts, road vehicles and other transport equipment, and telecommunications products and office equipment.

The extent to which the increased share of U.S. imports from Mexico for the latter three product categories can be attributed to Mexico's maquiladora industry is difficult to measure. According to a U.S. International Trade Commission (ITC) report,<sup>3</sup> U.S. trade statistics cannot be used to directly measure imports from Mexico's maquiladoras. However, trade statistics for Harmonized Tariff Schedule (HTS) items 9802.00.60 and 9802.00.80<sup>4</sup> are often used as a proxy, since, according to the ITC report, it is believed that a large portion of maquiladora exports enter the United States under these provisions. Yet, according to an

---

<sup>3</sup>Review of Trade and Investment Liberalization Measures by Mexico and Prospects for Future United States-Mexican Relations, U.S. International Trade Commission, Publication 2275 (Washington, D.C.: Apr. 1990).

<sup>4</sup>HTS subheading 9802.00.60 sets forth tariff treatment for articles of certain metal of U.S. origin processed in a foreign location and returned to the United States for further processing. Duty is applied on the value added by the foreign processing. Similarly, HTS heading 9802.00.80 provides tariff treatment for eligible imported goods that were assembled in foreign locations and contain U.S.-made components. Duty is applied on the full value of the imported product minus the value of the U.S.-made components. Thus, only the foreign value-added component of the product is dutiable.

official at the U.S. Bureau of the Census, 9802.00.60 and 9802.00.80 imports may include items that are not produced at maquiladoras. Nonetheless, it may be relevant to note that in 1991 more than 70 percent of the approximately \$14 billion in U.S. imports for consumption from Mexico under HTS heading 9802.00.80 were commodities classified as electrical machinery and parts, road vehicles and other transport equipment, and telecommunications products and office equipment. The number of maquiladoras producing goods from these product categories represented almost 35 percent of the maquiladora plants operating in Mexico at the end of 1991. Moreover, these plants employed almost 60 percent of all maquiladora employees.

According to an official at the U.S. International Trade Commission, approximately 50 percent of the value of U.S. imports from Mexico entered the United States duty free in 1991. As with goods from other countries, Mexican goods or portions thereof are potentially eligible to enter the United States duty free under HTS subheadings 9802.00.60 and 9802.00.80, most-favored-nation (MFN) tariff treatment,<sup>5</sup> as part of the Generalized System of Preferences (GSP) program,<sup>6</sup> or through temporary duty suspension enacted by Congress.

U.S. statistics indicate that the dollar volume of U.S.-Mexico trade is a small, but growing, percentage of total U.S. merchandise trade. For Mexico, however, the United States accounts for most of its international trade. Using the International Monetary Fund's Direction of Trade data, in 1991 the United States purchased approximately 74 percent of Mexico's total exports and supplied approximately 72 percent of all Mexico's imports. In contrast, Mexico's second-ranked export purchaser, Canada, and import supplier, Japan, represented approximately 5.5 and 6 percent of total exports and imports, respectively, in 1991. Trade between Mexico and Canada represents a small percent of each country's international trade.

In 1980, Mexico was primarily an exporter of natural resources, especially petroleum and petroleum products, which represented almost 63 percent of total exports. The next four leading export commodity groups were, in

<sup>5</sup>Most-favored-nation tariff treatment generally refers to the practice of extending to a country the best trade privileges granted to any other nation in the form of the lowest tariff rates and other charges imposed on imported products. If a country has MFN trade status, some of its products may enter the United States duty free.

<sup>6</sup>The Generalized System of Preferences is a program under which the United States grants duty-free treatment on selected products to certain developing nations and territories. Mexico, as a developing country, participates in the GSP program.

order, natural and manufactured gas; fruits and vegetables; nonferrous metals; and coffee, tea, cocoa, and spices. The top five export commodity groups represented more than 75 percent of Mexico's total exports. By 1990, Mexico's leading export was still petroleum and petroleum products but with a smaller share—approximately 36 percent—of total exports. Moreover, the next two leading exports—road vehicles and other transport equipment, and nonelectrical machinery—combined to form more than 22 percent of Mexico's total exports.<sup>7</sup> The fourth and fifth leading exports—fruits and vegetables, and chemical elements and compounds—together represented approximately 9 percent of Mexico's total exports.

In 1980, Mexico's top five imports, representing almost 60 percent of total imports, were nonelectrical machinery, road vehicles and other transport equipment, iron and steel, cereals and preparations, and electrical machinery. By 1990, Mexico's leading imports, representing approximately 46 percent of total imports, were nonelectrical machinery, electrical machinery, road vehicles and other transport equipment, chemical elements and compounds, and miscellaneous manufactured goods.

Based on U.S. government statistics, in 1991, the United States had a \$341-million surplus in service transactions with Mexico, resulting from the export of \$8.3-billion worth and the import of \$7.9-billion worth of services. U.S. exports of services to Mexico in 1991 represented 5.1 percent of total U.S. exports of services while U.S. imports from Mexico represented 6.7 percent of total U.S. imports of services. Travel transactions constituted the leading exports to and imports from Mexico in services. From 1982 to 1989, the United States had a trade deficit in services with Mexico.

Appendix I provides various data on U.S.-Mexico trade for 1980 through 1991, including a breakdown of U.S. exports to and imports from Mexico by selected products and as a percentage of total U.S. imports and exports by product through 1991. Data on U.S. imports from Mexico entering the United States under HTS subheadings 9802.00.60 and 9802.00.80 and the GSP program are included, as are data on U.S. service transactions with Mexico since 1980. The appendix also contains information on Mexico's major exports and imports for 1980 to 1990. In addition, tables on Mexico's major

<sup>7</sup>The share of Mexico's total trade attributed to transport equipment and nonelectrical machinery is probably higher than 22 percent because Mexico does not include its maquiladora trade in its merchandise trade account. The number of maquiladoras producing these two products represented 10 percent of Mexico's total maquiladora plants and employed 25 percent of total maquiladora employees in 1991.



trading partners, and Canada's, Japan's, and Germany's exports to and imports from Mexico by selected products are included.

## The United States Is the Dominant Foreign Direct Investor in Mexico

According to Mexican government statistics, U.S. direct investment in Mexico totaled about \$21.5 billion at the end of 1991, which represented approximately 63 percent of cumulative foreign direct investment in Mexico.<sup>8</sup> In stark contrast, based on U.S. government statistics, Mexico's direct investment in the United States at the end of 1991 totaled about \$608 million and represented less than 0.2 percent of the cumulative foreign direct investment in the United States.

Although the United States has historically held a dominant foreign direct investment position in Mexico, according to U.S. government statistics, U.S. direct investment there represented only 2.6 percent of cumulative U.S. direct investment abroad at the end of 1991. The dominance of U.S. direct investment in Mexico is further exhibited by the fact that the second-ranked cumulative foreign direct investor in Mexico at the end of 1991 was Germany, with approximately 6 percent. Canada's share of Mexico's cumulative foreign direct investment has remained less than 2 percent since 1980.

At the end of 1991, the cumulative stock of U.S. direct investment in Mexico was concentrated in industrial manufacturing, including maquiladoras (52.4 percent) and the service sector (42 percent).<sup>9</sup> At the end of the same year, Mexico's industrial sector had attracted the largest amount of foreign direct investment, approximately 59 percent of the cumulative total. However, this figure is down from almost 78 percent at the end of 1980. Since that time, the service sector's share has increased from 8.5 percent to 32.2 percent of cumulative foreign direct investment in Mexico by the end of 1991. Moreover, from 1989 to 1991 investment in the service sector has attracted approximately 56 percent of foreign direct investment while the manufacturing industry, including maquiladoras, has received approximately 32 percent.

<sup>8</sup>The percentages presented in this section for foreign direct investment in Mexico are based on the country and aggregate foreign direct investment totals obtained from Mexico's Director General of Foreign Investment. According to this official, these totals represent the sum of investment projects approved by Mexico's National Commission on Foreign Investment and the amount of investment registered with Mexico's National Registry of Foreign Investment.

<sup>9</sup>The service sector includes electricity and water; construction; transportation and communication services; financial services and real estate; community and social services, including hotels and restaurants, and professional, technical, and individual services; and tourism.

---

Appendix II provides information on the U.S.' and Mexico's annual, cumulative, and sectoral direct investment in each others' country. In addition, this appendix details annual and cumulative foreign direct investment in Mexico by major investor countries and by sector for 1980-1991. It also provides a table on foreign direct investment in Mexico by sector and subsector for 1989 through 1991.

---

## Maquiladora Operations Are Increasing

In gathering trade data, the U.S. government does not distinguish between transactions involving maquiladora operations and other transactions. As a result, official U.S. data are not available on the amount of U.S.-Mexican merchandise trade attributed to Mexico's maquiladora operations. Mexico's central bank, Banco de Mexico, does calculate the aggregate total of imports and exports involving maquiladora firms. However, the Mexican government, unlike the U.S. government, excludes maquiladora trade in its merchandise trade account. Instead, the value added from maquiladora operations is included in a separate category of Mexico's current account entitled "servicios por transformacion."<sup>10</sup>

Based on calculations using Mexican data, maquiladora exports represented approximately 34 percent of Mexico's total exports in 1990 and 37 percent in 1991, while maquiladora imports represented approximately 25 and 23 percent of Mexico's total imports, respectively, in those 2 years. According to an official at the Banco de Mexico, almost 100 percent of the maquiladora industry's imports and exports come from or are sent to the United States.<sup>11</sup> In 1980, Mexico's maquiladoras imported approximately \$1.747 billion of goods from, and exported approximately \$2.520 billion of products to, the United States. In 1991, these figures were approximately \$11.694 billion and \$15.828 billion, respectively. Based on Mexican trade data, maquiladora exports to the United States represented 43 percent of all Mexican exports to the United States in 1990 and 46.3 percent in 1991. Similarly, Mexican maquiladora imports from the United States represented 33.5 percent of all Mexican imports from the United States in 1990 and 31.8 percent in 1991.

At the end of 1980, Mexico had 620 maquiladora plants employing approximately 119,500 workers. The plants were concentrated in the

---

<sup>10</sup>See footnote 1 for a definition of the current account.

<sup>11</sup>According to the Banco de Mexico, 99.65 percent of all maquiladora exports were sent to the United States in 1990. Hong Kong (0.09 percent), Japan (0.07 percent), and other countries (0.19 percent) received the rest. During that same year, the United States supplied 99.62 percent of all Mexican maquiladora imports while Japan, Hong Kong, and other countries supplied 0.24, 0.04, and 0.10 percent, respectively.

electrical and electronics sectors (36 percent) and in textiles and apparel (18.9 percent). Those plants employed more than 70 percent of the employees in the maquiladora industry. By the end of 1991, a total of 1,925 maquiladora firms employing more than 467,000 workers were operating in Mexico. About 55 percent of the plants were in the electrical and electronics, textiles and apparel, and furniture and wood/metal products sectors. The largest number of employees was found in the electrical and electronics (34.6 percent) and transportation equipment (24 percent) sectors.

Of the 2,522 maquiladora programs registered with the Mexican government through January 1992, more than 50 percent of the maquiladora firms contained some form of U.S. ownership.<sup>12</sup> More than 33 percent were 100-percent U.S. owned,<sup>13</sup> another 13 percent were majority U.S. owned, almost 6 percent represented minority U.S. ownership with Mexican partners, and less than 1 percent were comprised of equal U.S. and Mexican ownership. The greatest number of maquiladora firms with some form of U.S. ownership was involved in the electrical material and accessories, and electronics sectors.

Appendix III provides information on the Mexican maquiladora industry's worldwide trade and value-added production for 1980 to 1991. The appendix also includes sectoral information on the number of maquiladora plants and employees for the same 12-year period. Finally, a table on the structure of ownership in the maquiladora industry, by country and sector, is provided.

## Top 50 Companies, Importers, Exporters, and Maquiladoras

We do not provide any analysis of the top 50 companies, importers, exporters, and maquiladoras in Mexico because we could not obtain an authoritative and/or comprehensive list. However, as requested, we have included 4 tables with information on the top 50 companies, importers, exporters, and maquiladoras operating in Mexico in 1990 based on data derived from a Mexican publication. As explained in our scope and

<sup>12</sup>The Mexican government requires companies interested in operating as a maquiladora to obtain a license and register with the Secretariat of Commerce and Industrial Development (Secretaria de Comercio y Fomento Industrial (SECOFI)). Not all maquiladora programs registered actually end up operating as a maquiladora plant.

<sup>13</sup>Although the percentage of 100-percent U.S.-owned maquiladora plants is only about 33 percent, according to CIEMEX-WEFA, a private U.S. firm that monitors the Mexican maquiladora industry, 100-percent U.S.-owned plants are believed to employ as much as 85 percent of the maquiladora work force.

---

methodology, the material provided in these tables should be regarded as unofficial.

Appendix IV includes a list of the top 50 companies operating in Mexico in 1990, with information on their total sales and assets in Mexico, the number of employees, the percentage of Mexican ownership, the percentage and nationality of foreign ownership, and the principal type of business conducted by each company. In addition, we provide data on Mexico's top 50 importers and exporters in 1990 based on the amount of imports and exports. These two tables detail each importer's or exporter's primary business, total sales, imports or exports as a percentage of total sales, principal product imported or exported, and principal product origin or destination, respectively. A final table provides information on the top 50 maquiladoras operating in Mexico in 1990. Data in this table include the maquiladora's primary business, the total amount of exports and the export value added, the principal product imported, the destination of exported products, the number of employees, and the percent of Mexican and/or foreign composition of each company's capital.

---

## Scope and Methodology

In developing this report, we reviewed data from several sources. For product-specific trade, we collected United Nations trade data as reported by the United States, Mexico, and Mexico's major trading partners. For Mexico's worldwide and selected bilateral trade flows, we analyzed the International Monetary Fund's Direction of Trade computer data. As requested, trade data are broken down by Mexico's major trading partners and products. We also obtained Mexican and U.S. trade data from Mexico's Banco de Mexico, the U.S. Bureau of the Census, the U.S. International Trade Commission, and the Office of the U.S. Trade Representative.

Mexican trade data reported by Mexico do not equal the trade data reported by its trading partners in a number of tables in appendix I due to, among other things, differences in the sources of the information and/or in the method by which the source compiles trade data.<sup>14</sup> For an understanding of the differences between the Mexican and U.S. governments' merchandise trade data, we interviewed Mexican and U.S.

---

<sup>14</sup>For example, according to the U.S. Bureau of the Census, when trade statistics are compiled according to the United Nations (U.N.) guidelines, import data will not correspond to the counterpart country's export data mainly because of the treatment of trade not imported directly from the country of origin.

government officials.<sup>15</sup> According to these officials, data for trade flows between the two countries differ mainly due to Mexico's reporting of maquiladora activities as a separate category in its current account and not as part of its merchandise trade account with the United States. Table 1 details the difference between U.S. and Mexican government merchandise trade statistics for 1989 and 1990. Table 2 also provides the difference in the two governments' trade statistics for 1989 and 1990 but with the Mexican government's estimate of maquiladora trade added to its merchandise trade account figures with the United States.

**Table 1: Comparison of U.S. and Mexican Published Trade Statistics, 1989 and 1990**

U.S. dollars in millions

|                       | Southbound trade |            |                       | Northbound trade |            |
|-----------------------|------------------|------------|-----------------------|------------------|------------|
|                       | 1989             | 1990       |                       | 1989             | 1990       |
| Mexican imports       | \$15,867.5       | \$19,285.4 | Mexican exports       | \$15,828.4       | \$18,726.5 |
| U.S. exports          | 24,982.1         | 28,279.0   | U.S. imports          | 27,162.1         | 30,156.7   |
| Percentage difference | 57.4%            | 46.6%      | Percentage difference | 71.6%            | 61.0%      |

Note: Percentage differences calculated using Mexican data as the base.

Source: U.S. Bureau of the Census.

**Table 2: Comparison of U.S. and Mexican Published Trade Statistics, Including Mexico's Estimates of the Value of Maquiladora Trade, 1989 and 1990**

U.S. dollars in millions

|                       | Southbound trade |            |                       | Northbound trade |            |
|-----------------------|------------------|------------|-----------------------|------------------|------------|
|                       | 1989             | 1990       |                       | 1989             | 1990       |
| Mexican imports       | \$25,315.3       | \$29,774.1 | Mexican exports       | \$28,323.6       | \$32,821.8 |
| U.S. exports          | 24,982.1         | 28,279.0   | U.S. imports          | 27,162.1         | 30,156.7   |
| Percentage difference | (1.3%)           | (5.0%)     | Percentage difference | (4.1%)           | (8.1%)     |

Note: Percentage differences calculated using Mexican data as the base.

Source: U.S. Bureau of the Census.

The differences in the two countries' merchandise trade data are also partly due to Mexico's exclusion of trade with Puerto Rico and the Virgin Islands in its overall trade with the United States. In addition, according to an official at the U.S. Bureau of the Census, the two governments' individual reporting practices and valuation methods could account for

<sup>15</sup>According to the U.S. Bureau of the Census, discrepancies in official government trade data are not unique to the United States and Mexico.

---

other variations in the bilateral trade statistics. However, the impact of differences in reporting practices and valuation methods on official trade statistics cannot be fully ascertained until representatives from both countries have exchanged and analyzed each others' trade statistics.<sup>16</sup>

Data on Mexico's direct investment in the United States and U.S. direct investment in Mexico, as well as other countries' direct investment in Mexico, were obtained from the U.S. Department of Commerce and Mexico's Secretaria de Comercio y Fomento Industrial.

For information on the maquiladora sector, we consulted officials at Mexico's Instituto Nacional de Estadística, Geografía e Informática (INEGI), the Banco de México, SECOFI, and a private U.S. firm publishing data on this sector.

To obtain information on the top 50 companies, importers, exporters, and maquiladoras in Mexico, we consulted officials from the Mexican government and the U.S. embassy in Mexico City as well as representatives from the American Chamber of Commerce in Mexico City. The most commonly identified source for this information was a Mexican publication, Expansion, from which we have obtained permission to reprint excerpts from its lists of the top companies, importers, exporters, and maquiladora firms in Mexico. The Mexican publication obtained the information in these lists through a questionnaire. According to the publication, a number of leading firms did not respond to its questionnaire, and the lists may therefore omit some companies that would rank among the top 50 companies in the various categories. In addition, the figures are presented in Mexican pesos rather than U.S. dollars.

We also consulted U.S. government representatives familiar with Mexico at the Department of State, the Department of Commerce, the U.S. Customs Bureau, the Office of the U.S. Trade Representative, and the U.S. International Trade Commission. U.S. embassy staff in Mexico City provided U.S. government reports on the Mexican economy. We interviewed Mexican officials during our visit to Mexico City. Information

---

<sup>16</sup>U.S. and Mexican government officials met last year and agreed on a joint project to reconcile trade data. According to the official at the Census Bureau, both governments were planning to exchange and analyze their annual 1991 trade data in the near future. The short-term goal of the project is to reconcile discrepancies in the bilateral trade data and harmonize trade reporting methods. The long-term goal of the discussions is to determine the feasibility of a data exchange arrangement similar to that agreed upon in 1987 between the United States and Canada. According to the Census Bureau official, under this arrangement Canadian import documents are used to monitor U.S. exports, and vice versa.

---

on Mexican legal matters does not reflect our original analysis but was obtained from U.S. government documents.

We did our work from October 1991 to July 1992 in accordance with generally accepted government auditing standards.

We discussed this report with officials from the U.S. Bureau of the Census and the U.S. International Trade Commission, and they generally agreed with the information presented. The officials provided several technical and other comments, which we have incorporated into the report where appropriate.

---

As arranged with you, we plan no further distribution of the report until 30 days from the date of this report unless you publicly announce its contents earlier. At that time, we will send copies to the Department of State, the Department of Commerce, the U.S. Customs Bureau, U.S. embassy officials in Mexico, and other interested parties. Copies will also be made available to others on request.

Please contact me on (202) 275-4812 if you or your staff have any questions concerning this report. The major contributors to this report are listed in appendix V.



Allan I. Mendelowitz, Director  
International Trade and Finance Issues

---

# Contents

---

|   |     |
|---|-----|
| Letter  | 1   |
| Appendix I<br>Mexico's Bilateral<br>Trade Flows With the<br>United States and<br>Other Selected<br>Countries  | 18  |
| Appendix II<br>Foreign Direct<br>Investment   | 68  |
| Appendix III<br>Maquiladora<br>Operations   | 83  |
| Appendix IV<br>Top 50 Companies,<br>Importers, Exporters,<br>and Maquiladoras in<br>Mexico  | 98  |
| Appendix V<br>Major Contributors to<br>This Report  | 119 |
| Tables  |     |
| Table 1: Comparison of U.S. and Mexican Published Trade<br>Statistics, 1989 and 1990  | 11  |
| Table 2: Comparison of U.S. and Mexican Published Trade<br>Statistics, including Mexico's Estimates of the Value of<br>Maquiladora Trade, 1989 and 1990 | 11  |
| Table I.1: U.S. Exports, General Imports, and Merchandise Trade<br>Balance With Mexico, 1980-1991   | 18  |



|   |    |
|---|----|
| Table I.2: U.S. Exports to and General Imports From Mexico as a Percentage of Total U.S. Exports and General Imports, 1980-1991                                   | 19 |
| Table I.3: U.S. Merchandise Exports to Mexico by Selected Products, 1980-1991   | 20 |
| Table I.4: U.S. Merchandise Imports From Mexico by Selected Products, 1980-1991   | 24 |
| Table I.5: U.S. Merchandise Exports to Mexico by Selected Products, as a Percentage of Total U.S. Merchandise Exports by Selected Products, 1980-1991             | 28 |
| Table I.6: U.S. Merchandise Imports From Mexico by Selected Products, as a Percentage of Total U.S. Merchandise Imports by Selected Products, 1980-1991           | 29 |
| Table I.7: U.S. Imports From Mexico for Consumption Under Harmonized Tariff Schedule of the United States Subheading 9802.00.60 and Heading 9802.00.80, 1980-1991 | 30 |
| Table I.8: Duty-free U.S. Imports of Generalized System of Preferences Articles From the World and Mexico, 1980-1991  | 31 |
| Table I.9: U.S. Exports, Imports, and Services Trade Balance With Mexico, 1980-1991   | 32 |
| Table I.10: U.S. Trade in Services With Mexico as a Percentage of Total U.S. Trade in Services, 1980-1991   | 33 |
| Table I.11: U.S. Exports of Services to Mexico, 1980-1991   | 34 |
| Table I.12: U.S. Imports of Services From Mexico, 1980-1991   | 36 |
| Table I.13: Mexican Government Statistics for Merchandise Trade With the World and the United States, including Maquiladora Trade, 1990-1991                      | 38 |
| Table I.14: Mexico's Merchandise Exports to the World by Selected Products, 1980-1990   | 39 |
| Table I.15: Mexico's Merchandise Imports From the World by Selected Products, 1980-1990   | 42 |
| Table I.16: Mexico's Top 15 Partners in Total Trade—Exports and Imports, 1980-1991  | 46 |
| Table I.17: Mexico's Top 15 Merchandise Export Purchasers, 1980-1991  | 48 |
| Table I.18: Mexico's Top 15 Merchandise Import Suppliers, 1980-1991   | 50 |
| Table I.19: Mexico's Top 10 Merchandise Export Purchasers, Amounts as a Percentage of Total Mexican Merchandise Exports, and Rank, 1980-1991                      | 52 |

|   |    |
|---|----|
| Table I.20: Mexico's Top 10 Merchandise Import Suppliers, Amounts as a Percentage of Total Mexican Merchandise Imports, and Rank, 1980-1991             | 56 |
| Table I.21: Canada's Merchandise Exports to Mexico by Selected Products, 1980-1990  | 60 |
| Table I.22: Canada's Merchandise Imports From Mexico by Selected Products, 1980-1990  | 61 |
| Table I.23: Japan's Merchandise Exports to Mexico by Selected Products, 1980-1990   | 62 |
| Table I.24: Japan's Merchandise Imports From Mexico by Selected Products, 1980-1990   | 63 |
| Table I.25: Germany's Merchandise Exports to Mexico by Selected Products, 1980-1990   | 64 |
| Table I.26: Germany's Merchandise Imports From Mexico by Selected Products, 1980-1990   | 65 |
| Table I.27: Canada's, Japan's, and Germany's Exports to and Imports From Mexico, as a Percentage of U.S. Exports to and Imports From Mexico, 1980-1990  | 66 |
| Table I.28: Canada's, Japan's, and Germany's Exports to and Imports From Mexico, as a Percentage of Each Country's Total Exports and Imports, 1980-1990 | 67 |
| Table II.1: Cumulative Mexican Direct Investment in the United States, 1980-1991  | 68 |
| Table II.2: Cumulative Mexican Direct Investment in the United States by Sector, 1987-1991  | 69 |
| Table II.3: Cumulative U.S. Direct Investment in Mexico, 1980-1991  | 70 |
| Table II.4: Foreign Direct Investment in Mexico by Country of Origin, 1980-1991   | 71 |
| Table II.5: Cumulative Foreign Direct Investment in Mexico by Country of Origin, 1980-1991  | 73 |
| Table II.6: Foreign Direct Investment in Mexico by Sector, 1980-1991  | 75 |
| Table II.7: Cumulative Foreign Direct Investment in Mexico by Sector, 1980-1991   | 76 |
| Table II.8: Foreign Direct Investment in Mexico by Sector and Subsector, 1989-1991  | 77 |
| Table II.9: Cumulative U.S. Direct Investment in Mexico by Sector at the End of 1991  | 79 |
| Table II.10: Cumulative Canadian Direct Investment in Mexico by Sector at the End of 1991   | 80 |

---

|   |     |
|---|-----|
| Table II.11: Cumulative Japanese Direct Investment in Mexico by Sector at the End of 1991 | 81  |
| Table II.12: Cumulative German Direct Investment in Mexico by Sector at the End of 1991   | 82  |
| Table III.1: Mexican Maquiladora Industry's Total Imports and Exports, 1980-1991          | 83  |
| Table III.2: Number of Mexican Maquiladora Plants, Total and by Sector, 1980-1991         | 84  |
| Table III.3: Mexico's Maquiladora Employment, Total and by Sector, 1980-1991              | 90  |
| Table III.4: Production in Mexico's Maquiladora Industry, 1980-1991                       | 96  |
| Table III.5: Structure of Ownership in the Maquiladora Industry by Country and Sector     | 97  |
| Table IV.1: Top 50 Mexican Firms in 1990  | 98  |
| Table IV.2: Top 50 Mexican Importers in 1990  | 102 |
| Table IV.3: Top 50 Mexican Exporters in 1990  | 108 |
| Table IV.4: Top 50 Mexican Maquiladoras in 1990   | 114 |

---

**Abbreviations**

|        |  |
|--------|--|
| GSP    | Generalized System of Preferences                          |
| HTS    | Harmonized Tariff Schedule                                 |
| INEGI  | Instituto Nacional de Estadística, Geografía e Informática |
| ITC    | U.S. International Trade Commission                        |
| MFN    | most favored nation  |
| NAFTA  | North American Free Trade Agreement                        |
| SECOFI | Secretaría de Comercio y Fomento Industrial                |
| SITC   | Standard International Trade Classification                |
| U.N.   | United Nations   |

# Mexico's Bilateral Trade Flows With the United States and Other Selected Countries

**Table I.1: U.S. Exports, General Imports, and Merchandise Trade Balance With Mexico, 1980-1991**

U.S. dollars in millions

| Year | Merchandise exports | Annual percent change | Merchandise imports | Annual percent change | Merchandise trade balance <sup>a</sup> |
|------|---------------------|-----------------------|---------------------|-----------------------|--|
| 1980 | \$15,144.6          | 53.8                  | \$12,573.3          | 42.4                  | \$2,571.3                              |
| 1981 | 17,788.7            | 17.5                  | 13,799.1            | 9.8                   | 3,989.6                                |
| 1982 | 11,816.9            | (33.6)                | 15,565.9            | 12.8                  | (3,749.0)                              |
| 1983 | 9,081.6             | (23.2)                | 16,776.1            | 7.8                   | (7,694.5)                              |
| 1984 | 11,992.1            | 32.1                  | 18,020.0            | 7.4                   | (6,027.9)                              |
| 1985 | 13,634.7            | 13.7                  | 19,131.8            | 6.2                   | (5,497.1)                              |
| 1986 | 12,391.6            | (9.1)                 | 17,301.7            | (9.6)                 | (4,910.1)                              |
| 1987 | 14,582.2            | 17.7                  | 20,270.8            | 17.2                  | (5,688.6)                              |
| 1988 | 20,628.4            | 41.5                  | 23,259.7            | 14.7                  | (2,631.3)                              |
| 1989 | 24,982.1            | 21.1                  | 27,162.1            | 16.8                  | (2,180.0)                              |
| 1990 | 28,279.0            | 13.2                  | 30,156.7            | 11.0                  | (1,877.7)                              |
| 1991 | 33,277.3            | 17.7                  | 31,129.6            | 3.2                   | 2,081.5                                |

Notes: U.S. merchandise exports consist of "domestic" and "foreign exports." According to the Guide to Foreign Trade Statistics (U.S. Bureau of the Census [Washington, D.C.: U.S. Government Printing Office, 1991]), "exports of domestic merchandise include commodities which are grown, produced or manufactured in the United States, and commodities of foreign origin which have been changed in the United States, including U.S. Foreign Trade Zones, from the form in which they were imported, or which have been enhanced in value by further manufacture in the United States. Exports of foreign merchandise (re-exports), consist of commodities of foreign origin which have entered the United States for consumption or into Customs bonded warehouses or U.S. Foreign Trade Zones, and which, at the time of exportation, are in substantially the same condition as when imported."

"General imports," according to the Guide to Foreign Trade Statistics, "measure the total physical arrivals of merchandise from foreign countries, whether such merchandise enters consumption channels immediately or is entered into bonded warehouses or Foreign Trade Zones under Customs custody."

Domestic and foreign exports are free alongside ship (f.a.s.) value basis; general imports are Customs value basis.

<sup>a</sup>Parentheses signify a trade deficit.

Source: U.S. Bureau of the Census.

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

**Table I.2: U.S. Exports to and General Imports From Mexico as a Percentage of Total U.S. Exports and General Imports, 1980-1991**

U.S. dollars in millions

| Year | U.S. merchandise exports to the world | U.S. merchandise exports to Mexico | U.S. merchandise exports to Mexico as a percentage of U.S. merchandise exports to the world | U.S. merchandise imports from the world | U.S. merchandise imports from Mexico | U.S. merchandise imports from Mexico as a percentage of U.S. merchandise imports from the world |
|------|---------------------------------------|------------------------------------|---|---|--------------------------------------|---|
| 1980 | \$225,566.1                           | \$15,144.6                         | 6.7   | \$245,261.9                             | \$12,573.3                           | 5.1   |
| 1981 | 238,715.0                             | 17,788.7                           | 7.5   | 260,981.9                               | 13,799.1                             | 5.3   |
| 1982 | 216,441.6                             | 11,816.9                           | 5.5   | 243,951.9                               | 15,565.9                             | 6.4   |
| 1983 | 205,638.6                             | 9,081.6                            | 4.4   | 258,047.8                               | 16,776.1                             | 6.5   |
| 1984 | 223,975.8                             | 11,992.1                           | 5.4   | 330,678.4                               | 18,020.0                             | 5.5   |
| 1985 | 218,814.9                             | 13,634.7                           | 6.2   | 336,526.4                               | 19,131.8                             | 5.7   |
| 1986 | 227,158.5                             | 12,391.6                           | 5.5   | 365,437.7                               | 17,301.7                             | 4.7   |
| 1987 | 254,121.9                             | 14,582.2                           | 5.7   | 406,241.0                               | 20,270.8                             | 5.0   |
| 1988 | 322,426.4                             | 20,628.4                           | 6.4   | 440,952.3                               | 23,259.7                             | 5.3   |
| 1989 | 363,811.5                             | 24,982.1                           | 6.9   | 473,210.8                               | 27,162.1                             | 5.7   |
| 1990 | 393,592.3                             | 28,279.0                           | 7.2   | 495,310.5                               | 30,156.7                             | 6.1   |
| 1991 | 421,730.0                             | 33,277.3                           | 7.9   | 487,129.0                               | 31,129.6                             | 6.4   |

Notes: U.S. merchandise exports consist of domestic and foreign exports (or re-exports).

Domestic and foreign exports are f.a.s. value basis; general imports are Customs value basis.

Source: U.S. Bureau of the Census.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.3: U.S. Merchandise Exports to  
Mexico by Selected Products,  
1980-1991**

U.S. dollars in millions

|   | 1980            |                  |
|---|-----------------|------------------|
|   | Amount          | Percent of total |
| <b>Total exports</b>                                    | <b>\$15,145</b> | <b>100.0</b>     |
| <b>Total selected products</b>                          | <b>13,725</b>   | <b>90.6</b>      |
| Foodstuffs  | 2,418           | 16.0             |
| Crude materials <sup>a</sup>                            | 759             | 5.0              |
| Fuels   | 353             | 2.3              |
| Textiles and apparel                                    | 359             | 2.4              |
| Iron and steel, and metal products                      | 1,170           | 7.7              |
| Furniture, wood and paper products, ceramics, and glass | 456             | 3.0              |
| Chemicals   | 1,488           | 9.8              |
| Footwear and leather                                    | 31              | 0.2              |
| Machinery   | 3,025           | 20.0             |
| Telecommunications and office equipment                 | 748             | 4.9              |
| Electrical machinery                                    | 891             | 5.9              |
| Road vehicles and other transport equipment             | 1,992           | 13.2             |
| Toys  | 36              | 0.2              |
| <b>All other products</b>                               | <b>1,420</b>    | <b>9.4</b>       |

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| 1981            |                  | 1982            |                  | 1983           |                  | 1984            |                  | 1985            |                  |
|-----------------|------------------|-----------------|------------------|----------------|------------------|-----------------|------------------|-----------------|------------------|
| Amount          | Percent of total | Amount          | Percent of total | Amount         | Percent of total | Amount          | Percent of total | Amount          | Percent of total |
| <b>\$17,780</b> | <b>100.0</b>     | <b>\$11,739</b> | <b>100.0</b>     | <b>\$9,079</b> | <b>100.0</b>     | <b>\$11,978</b> | <b>100.0</b>     | <b>\$13,401</b> | <b>100.0</b>     |
| <b>16,145</b>   | <b>90.8</b>      | <b>10,511</b>   | <b>89.5</b>      | <b>8,441</b>   | <b>93.0</b>      | <b>10,920</b>   | <b>91.2</b>      | <b>11,986</b>   | <b>89.4</b>      |
| 2,342           | 13.2             | 1,088           | 9.3              | 1,876          | 20.7             | 1,887           | 15.8             | 1,299           | 9.7              |
| 786             | 4.4              | 506             | 4.3              | 414            | 4.6              | 591             | 4.9              | 638             | 4.8              |
| 357             | 2.0              | 1,067           | 9.1              | 276            | 3.0              | 388             | 3.2              | 580             | 4.3              |
| 412             | 2.3              | 273             | 2.3              | 227            | 2.5              | 315             | 2.6              | 367             | 2.7              |
| 1,257           | 7.1              | 564             | 4.8              | 373            | 4.1              | 420             | 3.5              | 425             | 3.2              |
| 600             | 3.4              | 463             | 3.9              | 375            | 4.1              | 457             | 3.8              | 533             | 4.0              |
| 1,667           | 9.4              | 1,175           | 10.0             | 1,070          | 11.8             | 1,254           | 10.5             | 1,379           | 10.3             |
| 40              | 0.2              | 30              | 0.3              | 32             | 0.4              | 45              | 0.4              | 51              | 0.4              |
| 3,804           | 21.4             | 2,278           | 19.4             | 1,187          | 13.1             | 1,720           | 14.4             | 2,154           | 16.1             |
| 941             | 5.3              | 698             | 5.9              | 615            | 6.8              | 990             | 8.3              | 1,154           | 8.6              |
| 1,127           | 6.3              | 1,041           | 8.9              | 1,127          | 12.4             | 1,609           | 13.4             | 1,636           | 12.2             |
| 2,766           | 15.6             | 1,297           | 11.0             | 824            | 9.1              | 1,199           | 10.0             | 1,722           | 12.9             |
| 47              | 0.3              | 32              | 0.3              | 46             | 0.5              | 46              | 0.4              | 50              | 0.4              |
| <b>1,635</b>    | <b>9.2</b>       | <b>1,228</b>    | <b>10.5</b>      | <b>638</b>     | <b>7.0</b>       | <b>1,059</b>    | <b>8.8</b>       | <b>1,415</b>    | <b>10.6</b>      |

(continued)

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

|   | 1986            |                  |
|---|-----------------|------------------|
|   | Amount          | Percent of total |
| <b>Total exports</b>                                    | <b>\$12,379</b> | <b>100.0</b>     |
| <b>Total selected products</b>                          | <b>11,029</b>   | <b>89.1</b>      |
| Foodstuffs  | 990             | 8.0              |
| Crude materials <sup>a</sup>                            | 534             | 4.3              |
| Fuels   | 411             | 3.3              |
| Textiles and apparel                                    | 424             | 3.4              |
| Iron and steel, and metal products                      | 406             | 3.3              |
| Furniture, wood and paper products, ceramics, and glass | 506             | 4.1              |
| Chemicals   | 1,216           | 9.8              |
| Footwear and leather                                    | 52              | 0.4              |
| Machinery   | 2,176           | 17.6             |
| Telecommunications and office equipment                 | 1,109           | 9.0              |
| Electrical machinery                                    | 1,820           | 14.7             |
| Road vehicles and other transport equipment             | 1,356           | 11.0             |
| Toys  | 28              | 0.2              |
| <b>All other products</b>                               | <b>1,350</b>    | <b>10.9</b>      |



**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| 1987            |                  | 1988            |                  | 1989            |                  | 1990            |                  | 1991            |                  |
|-----------------|------------------|-----------------|------------------|-----------------|------------------|-----------------|------------------|-----------------|------------------|
| Amount          | Percent of total | Amount          | Percent of total | Amount          | Percent of total | Amount          | Percent of total | Amount          | Percent of total |
| <b>\$14,577</b> | <b>100.0</b>     | <b>\$20,634</b> | <b>100.0</b>     | <b>\$24,939</b> | <b>100.0</b>     | <b>\$28,340</b> | <b>100.0</b>     | <b>\$33,222</b> | <b>100.0</b>     |
| <b>12,773</b>   | <b>87.6</b>      | <b>18,022</b>   | <b>87.3</b>      | <b>21,372</b>   | <b>85.7</b>      | <b>24,200</b>   | <b>85.4</b>      | <b>28,302</b>   | <b>85.2</b>      |
| 1,046           | 7.2              | 2,086           | 10.1             | 2,564           | 10.3             | 2,327           | 8.2              | 2,719           | 8.2              |
| 711             | 4.9              | 1,042           | 5.0              | 1,185           | 4.8              | 1,162           | 4.1              | 1,218           | 3.7              |
| 514             | 3.5              | 459             | 2.2              | 726             | 2.9              | 834             | 2.9              | 905             | 2.7              |
| 535             | 3.7              | 732             | 3.5              | 863             | 3.5              | 1,037           | 3.7              | 1,206           | 3.6              |
| 514             | 3.5              | 783             | 3.8              | 1,209           | 4.8              | 1,480           | 5.2              | 1,987           | 6.0              |
| 628             | 4.3              | 910             | 4.4              | 1,118           | 4.5              | 1,320           | 4.7              | 1,717           | 5.2              |
| 1,356           | 9.3              | 1,690           | 8.2              | 2,116           | 8.5              | 2,207           | 7.8              | 2,656           | 8.0              |
| 57              | 0.4              | 95              | 0.5              | 108             | 0.4              | 99              | 0.4              | 110             | 0.3              |
| 2,188           | 15.0             | 2,905           | 14.1             | 3,078           | 12.3             | 3,447           | 12.2             | 4,165           | 12.5             |
| 1,293           | 8.9              | 1,935           | 9.4              | 2,103           | 8.4              | 2,477           | 8.7              | 2,774           | 8.4              |
| 2,233           | 15.3             | 3,163           | 15.3             | 3,601           | 14.4             | 3,767           | 13.3             | 4,338           | 13.1             |
| 1,661           | 11.4             | 2,128           | 10.3             | 2,548           | 10.2             | 3,860           | 13.6             | 4,403           | 13.3             |
| 37              | 0.3              | 94              | 0.5              | 151             | 0.6              | 184             | 0.6              | 102             | 0.3              |
| <b>1,804</b>    | <b>12.4</b>      | <b>2,612</b>    | <b>12.7</b>      | <b>3,567</b>    | <b>14.3</b>      | <b>4,140</b>    | <b>14.6</b>      | <b>4,920</b>    | <b>14.8</b>      |

Notes: Selected products are defined according to the following United Nations (U.N.) Standard International Trade Classification (SITC) Revision 2 and Revision 3 codes: Foodstuffs: .0.+1.+4.+22.; Crude materials: .24.+25.+27.+28.+68.; Fuels: .3.; Textiles and apparel: .26.+65.+84.; Iron and steel, and metal products: .67.+69.; Furniture, wood and paper products, ceramics, and glass: .63.+64.+66.+82.; Chemicals: .5.; Footwear and leather: .61.+85.; Machinery: .71.+72.+73.+74.; Telecommunications and office equipment: .75.+76.; Electrical machinery: .77.; Road vehicles and other transport equipment: .78.+79.; Toys: .8942.

Exports valued at free on board (f.o.b.).

Totals may not add up due to rounding.

<sup>a</sup>Crude materials include wood, minerals, and metals.

Source: U.N. SITC Revision 2 trade data for 1980-1990 and U.N. SITC Revision 3 trade data for 1991; United States as reporter country.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.4: U.S. Merchandise Imports  
From Mexico by Selected Products,  
1980-1991**

U.S. dollars in millions

|   | 1980            |                  |
|---|-----------------|------------------|
|   | Amount          | Percent of total |
| <b>Total imports</b>                                    | <b>\$12,774</b> | <b>100.0</b>     |
| <b>Total selected products</b>                          | <b>11,892</b>   | <b>93.1</b>      |
| Foodstuffs  | 1,446           | 11.3             |
| Crude materials <sup>a</sup>                            | 573             | 4.5              |
| Fuels   | 6,718           | 52.6             |
| Textiles and apparel                                    | 314             | 2.5              |
| Iron and steel, and metal products                      | 133             | 1.0              |
| Furniture, wood and paper products, ceramics, and glass | 282             | 2.2              |
| Chemicals   | 202             | 1.6              |
| Footwear and leather                                    | 73              | 0.6              |
| Machinery   | 254             | 2.0              |
| Telecommunications and office equipment                 | 848             | 6.6              |
| Electrical machinery                                    | 806             | 6.3              |
| Road vehicles and other transport equipment             | 200             | 1.6              |
| Toys  | 43              | 0.3              |
| <b>All other products</b>                               | <b>882</b>      | <b>6.9</b>       |

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| 1981            |                  | 1982            |                  | 1983            |                  | 1984            |                  | 1985            |                  |
|-----------------|------------------|-----------------|------------------|-----------------|------------------|-----------------|------------------|-----------------|------------------|
| Amount          | Percent of total | Amount          | Percent of total | Amount          | Percent of total | Amount          | Percent of total | Amount          | Percent of total |
| <b>\$14,013</b> | <b>100.0</b>     | <b>\$15,770</b> | <b>100.0</b>     | <b>\$17,019</b> | <b>100.0</b>     | <b>\$18,267</b> | <b>100.0</b>     | <b>\$19,360</b> | <b>100.0</b>     |
| <b>12,804</b>   | <b>91.4</b>      | <b>14,559</b>   | <b>92.3</b>      | <b>16,180</b>   | <b>95.1</b>      | <b>17,248</b>   | <b>94.4</b>      | <b>18,169</b>   | <b>93.8</b>      |
| 1,472           | 10.5             | 1581            | 10.0             | 1,683           | 9.9              | 1,693           | 9.3              | 1,771           | 9.1              |
| 599             | 4.3              | 525             | 3.3              | 663             | 3.9              | 685             | 3.8              | 722             | 3.7              |
| 7,007           | 50.0             | 8,598           | 54.5             | 8,753           | 51.4             | 8,063           | 44.1             | 8,044           | 41.5             |
| 330             | 2.4              | 244             | 1.5              | 281             | 1.6              | 366             | 2.0              | 401             | 2.1              |
| 137             | 1.0              | 149             | 0.9              | 304             | 1.8              | 434             | 2.4              | 285             | 1.5              |
| 317             | 2.3              | 345             | 2.2              | 472             | 2.8              | 622             | 3.4              | 695             | 3.6              |
| 248             | 1.8              | 251             | 1.6              | 295             | 1.7              | 541             | 3.0              | 493             | 2.5              |
| 90              | 0.6              | 75              | 0.5              | 78              | 0.5              | 99              | 0.5              | 109             | 0.6              |
| 382             | 2.7              | 495             | 3.1              | 761             | 4.5              | 963             | 5.3              | 1,290           | 6.7              |
| 914             | 6.5              | 974             | 6.2              | 1,255           | 7.4              | 1,470           | 8.0              | 1,618           | 8.4              |
| 1,004           | 7.2              | 1,011           | 6.4              | 1,226           | 7.2              | 1,695           | 9.3              | 1,827           | 9.4              |
| 265             | 1.9              | 264             | 1.7              | 338             | 2.0              | 543             | 3.0              | 827             | 4.3              |
| 40              | 0.3              | 46              | 0.3              | 72              | 0.4              | 74              | 0.4              | 89              | 0.5              |
| <b>1,209</b>    | <b>8.6</b>       | <b>1,211</b>    | <b>7.7</b>       | <b>838</b>      | <b>4.9</b>       | <b>1,019</b>    | <b>5.6</b>       | <b>1,191</b>    | <b>6.2</b>       |

(continued)

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

|   | 1986            |                  |
|---|-----------------|------------------|
|   | Amount          | Percent of total |
| <b>Total Imports</b>                                    | <b>\$17,546</b> | <b>100.0</b>     |
| <b>Total selected products</b>                          | <b>16,252</b>   | <b>92.6</b>      |
| Foodstuffs  | 2,419           | 13.8             |
| Crude materials <sup>a</sup>                            | 999             | 5.7              |
| Fuels   | 3,884           | 22.1             |
| Textiles and apparel                                    | 510             | 2.9              |
| Iron and steel, and metal products                      | 398             | 2.3              |
| Furniture, wood and paper products, ceramics, and glass | 884             | 5.0              |
| Chemicals   | 374             | 2.1              |
| Footwear and leather                                    | 115             | 0.7              |
| Machinery   | 1,414           | 8.1              |
| Telecommunications and office equipment                 | 1,770           | 10.1             |
| Electrical machinery                                    | 2,251           | 12.8             |
| Road vehicles and other transport equipment             | 1,141           | 6.5              |
| Toys  | 93              | 0.5              |
| <b>All other products</b>                               | <b>1,295</b>    | <b>7.4</b>       |

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| 1987            |                  | 1988            |                  | 1989            |                  | 1990            |                  | 1991            |                  |
|-----------------|------------------|-----------------|------------------|-----------------|------------------|-----------------|------------------|-----------------|------------------|
| Amount          | Percent of total | Amount          | Percent of total | Amount          | Percent of total | Amount          | Percent of total | Amount          | Percent of total |
| <b>\$20,523</b> | <b>100.0</b>     | <b>\$23,544</b> | <b>100.0</b>     | <b>\$27,540</b> | <b>100.0</b>     | <b>\$30,770</b> | <b>100.0</b>     | <b>\$31,838</b> | <b>100.0</b>     |
| <b>18,814</b>   | <b>91.7</b>      | <b>21,362</b>   | <b>90.7</b>      | <b>24,712</b>   | <b>89.7</b>      | <b>27,810</b>   | <b>90.4</b>      | <b>28,509</b>   | <b>89.5</b>      |
| 2,393           | 11.7             | 2,235           | 9.5              | 2,752           | 10.0             | 3,091           | 10.0             | 2,991           | 9.4              |
| 767             | 3.7              | 1,027           | 4.4              | 1,243           | 4.5              | 1,147           | 3.7              | 968             | 3.0              |
| 3,983           | 19.4             | 3,456           | 14.7             | 4,457           | 16.2             | 5,472           | 17.8             | 4,876           | 15.3             |
| 625             | 3.0              | 693             | 2.9              | 798             | 2.9              | 1,049           | 3.4              | 1,283           | 4.0              |
| 518             | 2.5              | 677             | 2.9              | 770             | 2.8              | 876             | 2.8              | 890             | 2.8              |
| 1,125           | 5.5              | 1,396           | 5.9              | 1,505           | 5.5              | 1,365           | 4.4              | 1,350           | 4.2              |
| 416             | 2.0              | 606             | 2.6              | 586             | 2.1              | 669             | 2.2              | 748             | 2.4              |
| 164             | 0.8              | 191             | 0.8              | 208             | 0.8              | 205             | 0.7              | 204             | 0.6              |
| 1,713           | 8.3              | 2,024           | 8.6              | 2,100           | 7.6              | 1,968           | 6.4              | 2,126           | 6.7              |
| 2,222           | 10.8             | 3,126           | 13.3             | 3,451           | 12.5             | 3,493           | 11.4             | 3,694           | 11.6             |
| 2,846           | 13.9             | 3,519           | 14.9             | 4,211           | 15.3             | 4,593           | 14.9             | 4,875           | 15.3             |
| 1,956           | 9.5              | 2,272           | 9.7              | 2,450           | 8.9              | 3,710           | 12.1             | 4,345           | 13.7             |
| 88              | 0.4              | 141             | 0.6              | 180             | 0.7              | 171             | 0.6              | 160             | 0.5              |
| <b>1,709</b>    | <b>8.3</b>       | <b>2,182</b>    | <b>9.3</b>       | <b>2,828</b>    | <b>10.3</b>      | <b>2,960</b>    | <b>9.6</b>       | <b>3,329</b>    | <b>10.5</b>      |

Notes: Selected products are defined according to the following U.N. SITC Revision 2 and Revision 3 codes: Foodstuffs: .0.+1.+4.+22.; Crude materials: .24.+25.+27.+28.+68.; Fuels: .3.; Textiles and apparel: .26.+65.+84.; Iron and steel, and metal products: .67.+69.; Furniture, wood and paper products, ceramics, and glass: .63.+64.+66.+82.; Chemicals: .5.; Footwear and leather: .61.+85.; Machinery: .71.+72.+73.+74.; Telecommunications and office equipment: .75.+76.; Electrical machinery: .77.; Road vehicles and other transport equipment: .78.+79.; Toys: .8942.

Imports valued at cost, insurance, and freight (c.i.f.).

Totals may not add up due to rounding.

\*Crude materials include wood, minerals, and metals.

Source: U.N. SITC Revision 2 trade data for 1980-1990 and U.N. SITC Revision 3 trade data for 1991; United States as reporter country.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.5: U.S. Merchandise Exports to Mexico by Selected Products, as a Percentage of Total U.S. Merchandise Exports by Selected Products, 1980-1991**

In percent

|   | 1980       | 1981       | 1982       | 1983       | 1984       | 1985       | 1986       | 1987       | 1988       | 1989       | 1990       | 1991       |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| <b>Total exports to Mexico</b>                          | <b>6.9</b> | <b>7.6</b> | <b>5.5</b> | <b>4.5</b> | <b>5.5</b> | <b>6.3</b> | <b>5.7</b> | <b>5.7</b> | <b>6.4</b> | <b>6.9</b> | <b>7.2</b> | <b>7.9</b> |
| <b>Total selected products</b>                          | <b>7.1</b> | <b>7.8</b> | <b>5.6</b> | <b>4.8</b> | <b>5.8</b> | <b>6.5</b> | <b>6.0</b> | <b>6.1</b> | <b>6.8</b> | <b>7.2</b> | <b>7.3</b> | <b>7.9</b> |
| Foodstuffs  | 6.1        | 5.5        | 3.0        | 5.4        | 5.3        | 4.6        | 3.8        | 3.6        | 5.5        | 6.2        | 5.5        | 6.4        |
| Crude materials <sup>a</sup>                            | 4.7        | 6.8        | 5.1        | 4.2        | 5.7        | 6.5        | 5.3        | 5.7        | 6.0        | 5.7        | 5.5        | 6.1        |
| Fuels   | 4.3        | 3.4        | 8.3        | 2.8        | 4.1        | 5.7        | 5.0        | 6.6        | 5.6        | 7.2        | 6.7        | 7.4        |
| Textiles and apparel                                    | 4.0        | 4.9        | 4.1        | 3.8        | 4.7        | 6.5        | 8.2        | 7.9        | 8.7        | 9.1        | 9.0        | 9.6        |
| Iron and steel, and metal products                      | 16.2       | 16.6       | 9.2        | 7.5        | 8.5        | 10.1       | 10.5       | 11.3       | 12.8       | 14.8       | 15.5       | 17.8       |
| Furniture, wood and paper products, ceramics, and glass | 6.9        | 8.6        | 7.6        | 6.5        | 7.7        | 9.5        | 8.2        | 8.4        | 9.8        | 10.7       | 10.2       | 12.1       |
| Chemicals   | 6.6        | 7.2        | 5.8        | 5.4        | 5.5        | 6.4        | 5.4        | 5.2        | 5.3        | 5.8        | 5.7        | 6.1        |
| Footwear and leather                                    | 5.3        | 6.6        | 5.2        | 5.9        | 7.1        | 8.4        | 7.3        | 6.4        | 8.4        | 9.1        | 6.9        | 7.5        |
| Machinery   | 8.9        | 9.8        | 6.5        | 4.3        | 6.0        | 7.4        | 7.8        | 7.2        | 7.5        | 6.9        | 6.8        | 7.6        |
| Telecommunications and office equipment                 | 6.0        | 6.7        | 4.8        | 3.8        | 5.1        | 5.7        | 5.2        | 5.1        | 6.0        | 6.2        | 6.6        | 6.9        |
| Electrical machinery                                    | 10.0       | 11.5       | 9.0        | 9.1        | 10.9       | 12.3       | 12.4       | 12.5       | 13.4       | 13.4       | 11.9       | 12.6       |
| Road vehicles and other transport equipment             | 6.9        | 8.4        | 4.6        | 2.9        | 4.0        | 4.9        | 3.8        | 4.0        | 4.5        | 4.9        | 6.1        | 6.3        |
| Toys  | 6.0        | 7.5        | 6.3        | 8.9        | 14.0       | 18.3       | 9.5        | 9.2        | 17.6       | 17.8       | 15.9       | 22.8       |
| <b>All other products</b>                               | <b>5.4</b> | <b>6.2</b> | <b>5.0</b> | <b>2.7</b> | <b>3.8</b> | <b>4.9</b> | <b>3.9</b> | <b>4.1</b> | <b>4.5</b> | <b>5.3</b> | <b>7.0</b> | <b>7.8</b> |

Note: Selected products are defined according to the following U.N. SITC Revision 2 and Revision 3 codes: Foodstuffs: .0.+1.+4.+22.; Crude materials: .24.+25.+27.+28.+68.; Fuels: .3.; Textiles and apparel: .26.+65.+84.; Iron and steel, and metal products: .67.+69.; Furniture, wood and paper products, ceramics, and glass: .63.+64.+66.+82.; Chemicals: .5.; Footwear and leather: .61.+85.; Machinery: .71.+72.+73.+74.; Telecommunications and office equipment: .75.+76.; Electrical machinery: .77.; Road vehicles and other transport equipment: .78.+79.; Toys: .8942.

<sup>a</sup>Crude materials include wood, minerals, and metals.

Source: U.N. SITC Revision 2 trade data for 1980-1990 and U.N. SITC Revision 3 trade data for 1991; United States as reporter country.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.6: U.S. Merchandise Imports From Mexico by Selected Products, as a Percentage of Total U.S. Merchandise Imports by Selected Products, 1980-1991**

| In percent  |            |            |            |            |            |            |            |            |            |            |            |            |
|---|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
|   | 1980       | 1981       | 1982       | 1983       | 1984       | 1985       | 1986       | 1987       | 1988       | 1989       | 1990       | 1991       |
| <b>Total imports from Mexico</b>                        | <b>5.0</b> | <b>5.1</b> | <b>6.2</b> | <b>6.3</b> | <b>5.4</b> | <b>5.4</b> | <b>4.5</b> | <b>4.8</b> | <b>5.1</b> | <b>5.6</b> | <b>6.0</b> | <b>6.3</b> |
| <b>Total selected products</b>                          | <b>5.2</b> | <b>5.1</b> | <b>6.3</b> | <b>6.6</b> | <b>5.6</b> | <b>5.6</b> | <b>4.8</b> | <b>5.0</b> | <b>5.2</b> | <b>5.6</b> | <b>6.1</b> | <b>6.4</b> |
| Foodstuffs  | 7.0        | 7.0        | 7.9        | 8.0        | 7.0        | 7.0        | 8.9        | 8.7        | 8.2        | 9.8        | 10.3       | 9.9        |
| Crude materials <sup>a</sup>                            | 3.4        | 3.7        | 4.2        | 4.3        | 3.9        | 4.6        | 6.1        | 4.4        | 4.9        | 5.3        | 5.2        | 5.0        |
| Fuels   | 8.2        | 8.3        | 12.7       | 14.6       | 12.8       | 14.4       | 9.8        | 8.5        | 7.8        | 7.9        | 8.0        | 8.3        |
| Textiles and apparel                                    | 3.2        | 2.8        | 2.0        | 2.0        | 1.9        | 1.8        | 2.0        | 2.1        | 2.3        | 2.4        | 3.0        | 3.6        |
| Iron and steel, and metal products                      | 1.1        | 0.8        | 1.0        | 2.5        | 2.4        | 1.6        | 2.3        | 2.8        | 3.1        | 3.7        | 4.3        | 4.6        |
| Furniture, wood and paper products, ceramics, and glass | 2.5        | 2.7        | 3.0        | 3.5        | 3.5        | 3.5        | 4.0        | 4.6        | 5.1        | 5.5        | 5.0        | 5.2        |
| Chemicals   | 2.3        | 2.5        | 2.5        | 2.6        | 3.8        | 3.3        | 2.4        | 2.5        | 3.0        | 2.8        | 2.9        | 3.0        |
| Footwear and leather                                    | 2.1        | 2.4        | 1.8        | 1.6        | 1.6        | 1.6        | 1.5        | 1.9        | 2.0        | 2.1        | 1.9        | 1.9        |
| Machinery   | 1.7        | 2.2        | 3.0        | 4.4        | 4.0        | 4.5        | 4.2        | 4.6        | 4.7        | 4.5        | 4.2        | 4.8        |
| Telecommunications and office equipment                 | 8.5        | 7.1        | 7.1        | 6.8        | 5.3        | 5.2        | 4.9        | 5.5        | 6.8        | 6.9        | 7.0        | 6.8        |
| Electrical machinery                                    | 9.6        | 10.6       | 9.5        | 9.5        | 8.9        | 9.9        | 10.7       | 11.2       | 11.0       | 12.5       | 13.2       | 13.6       |
| Road vehicles and other transport equipment             | 0.7        | 0.8        | 0.7        | 0.8        | 1.0        | 1.3        | 1.5        | 2.4        | 2.8        | 3.0        | 4.5        | 5.4        |
| Toys  | 3.0        | 2.4        | 2.1        | 4.0        | 3.0        | 3.0        | 2.9        | 2.2        | 3.7        | 2.5        | 2.2        | 4.1        |
| <b>All other products</b>                               | <b>3.9</b> | <b>5.0</b> | <b>5.0</b> | <b>3.2</b> | <b>3.0</b> | <b>3.1</b> | <b>2.8</b> | <b>3.6</b> | <b>4.2</b> | <b>5.2</b> | <b>5.0</b> | <b>5.2</b> |

Note: Selected products are defined according to the following U.N. SITC Revision 2 and Revision 3 codes: Foodstuffs: .0.+1.+4.+22.; Crude materials: .24.+25.+27.+28.+68.; Fuels: .3.; Textiles and apparel: .26.+65.+84.; Iron and steel, and metal products: .67.+69.; Furniture, wood and paper products, ceramics, and glass: .63.+64.+66.+82.; Chemicals: .5.; Footwear and leather: .61.+85.; Machinery: .71.+72.+73.+74.; Telecommunications and office equipment: .75.+76.; Electrical machinery: .77.; Road vehicles and other transport equipment: .78.+79.; Toys: .8942.

<sup>a</sup>Crude materials include wood, minerals, and metals.

Source: U.N. SITC Revision 2 trade data for 1980-1990 and U.N. SITC Revision 3 trade data for 1991; United States as reporter country.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.7: U.S. Imports From Mexico for Consumption Under Harmonized Tariff Schedule of the United States Subheading 9802.00.60 and Heading 9802.00.80, 1980-1991**

U.S. dollars in millions

| Year | Total value      |                                 |         |           | Duty-free value (value of U.S. content) |                                 |         |           | Dutiable value   |         |           |
|------|------------------|---------------------------------|---------|-----------|---|---------------------------------|---------|-----------|------------------|---------|-----------|
|      | Total            | Percent of total from the world | 9802.00 |           | Total                                   | Percent of total from the world | 9802.00 |           | Total            | 9802.00 |           |
|      |                  |                                 | .60     | .80       |   |                                 | .60     | .80       |                  | .60     | .80       |
| 1980 | <b>\$2,341.4</b> | 16.7                            | \$65.1  | \$2,276.3 | <b>\$1,186.3</b>                        | 31.6                            | \$44.9  | \$1,141.4 | <b>\$1,155.1</b> | \$20.3  | \$1,134.8 |
| 1981 | <b>2,709.4</b>   | 16.7                            | 53.8    | 2,655.6   | <b>1,437.6</b>                          | 32.3                            | 38.4    | 1,399.2   | <b>1,271.8</b>   | 15.4    | 1,256.4   |
| 1982 | <b>2,849.2</b>   | 15.6                            | 32.7    | 2,816.5   | <b>1,460.7</b>                          | 31.0                            | 24.3    | 1,436.4   | <b>1,388.5</b>   | 8.4     | 1,380.1   |
| 1983 | <b>3,714.1</b>   | 17.2                            | 27.1    | 3,687.0   | <b>1,906.9</b>                          | 35.4                            | 20.2    | 1,886.7   | <b>1,807.2</b>   | 6.9     | 1,800.3   |
| 1984 | <b>4,807.8</b>   | 16.8                            | 32.4    | 4,775.4   | <b>2,554.7</b>                          | 35.4                            | 24.6    | 2,530.1   | <b>2,253.1</b>   | 7.8     | 2,245.3   |
| 1985 | <b>5,567.0</b>   | 18.2                            | 30.3    | 5,536.7   | <b>2,955.8</b>                          | 50.8                            | 22.2    | 2,933.6   | <b>2,611.4</b>   | 8.2     | 2,603.2   |
| 1986 | <b>6,456.6</b>   | 17.7                            | 89.9    | 6,366.7   | <b>3,400.8</b>                          | 54.2                            | 69.0    | 3,331.8   | <b>3,055.8</b>   | 20.8    | 3,035.0   |
| 1987 | <b>8,688.7</b>   | 12.7                            | 112.3   | 8,576.4   | <b>4,493.4</b>                          | 34.7                            | 76.2    | 4,417.2   | <b>4,195.2</b>   | 36.1    | 4,159.1   |
| 1988 | <b>10,784.5</b>  | 14.6                            | 131.0   | 10,653.5  | <b>5,403.7</b>                          | 32.1                            | 103.9   | 5,299.8   | <b>5,380.8</b>   | 27.1    | 5,353.7   |
| 1989 | <b>11,947.8</b>  | 16.1                            | 181.1   | 11,766.7  | <b>6,111.3</b>                          | 31.2                            | 142.3   | 5,969.0   | <b>5,836.5</b>   | 38.8    | 5,797.7   |
| 1990 | <b>12,996.1</b>  | 17.0                            | 185.1   | 12,811.0  | <b>6,525.9</b>                          | 30.2                            | 138.6   | 6,387.3   | <b>6,470.1</b>   | 46.5    | 6,423.6   |
| 1991 | <b>14,311.8</b>  | 24.9                            | 184.5   | 14,127.3  | <b>7,241.0</b>                          | 50.1                            | 137.9   | 7,103.1   | <b>7,070.8</b>   | 46.6    | 7,024.2   |

Notes: 1991 data are preliminary.

Prior to January 1, 1989, special tariff treatment accorded to particular U.S. goods returned from other countries were set forth in items 806.30 and 807.00 of the former Tariff Schedules of the United States. Since then, similar treatment has continued, with a few changes in terminology but not in duty rates applied, under subheading 9802.00.60 and heading 9802.00.80 of the Harmonized Tariff Schedule (HTS) of the United States.

According to the Guide to Foreign Trade Statistics, "imports for consumption' measure the total of merchandise that has physically cleared through Customs either entering consumption channels immediately or entering after withdrawal for consumption from bonded warehouses under Customs custody or from Foreign Trade Zones. Many countries use the term "special imports' to designate statistics compiled on this basis."

Figures may not add up to the totals shown due to rounding.

Source: Compiled from data obtained from U.S. International Trade Commission publications.



**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.8: Duty-free U.S. Imports of Generalized System of Preferences Articles From the World and Mexico, 1980-1991**

U.S. dollars in thousands

| Year | Total U.S. Imports<br>of GSP-eligible<br>articles from the<br>world <sup>a</sup> | Duty-free U.S. imports<br>of GSP articles from<br>beneficiary countries |                              | U.S. Imports of<br>GSP-eligible articles<br>from Mexico |                              | Duty-free U.S. Imports of GSP<br>articles from Mexico |   |   |
|------|--|---|------------------------------|---|------------------------------|---|---|---|
|      |  | Amount  | Percent<br>of world<br>total | Amount  | Percent<br>of world<br>total | Amount  | Percent of U.S.<br>Imports of<br>duty-free GSP<br>articles from<br>beneficiary<br>countries | Percent of<br>total U.S.<br>Imports of<br>GSP-eligible<br>articles<br>from Mexico |
|      |  |   |                              |   |                              |   |   |   |
| 1980 | 52,136,119   | 7,240,079   | 13.9                         | 2,079,536   | 4.0                          | 509,196   | 7.0   | 24.5  |
| 1981 | 60,751,456   | 8,395,499   | 13.8                         | 2,624,330   | 4.3                          | 633,478   | 7.5   | 24.1  |
| 1982 | 61,112,181   | 8,425,611   | 13.8                         | 2,950,344   | 4.8                          | 599,495   | 7.1   | 20.3  |
| 1983 | 71,395,894   | 10,764,405  | 15.1                         | 3,858,740   | 5.4                          | 724,594   | 6.7   | 18.8  |
| 1984 | 99,518,163   | 12,996,977  | 13.1                         | 5,276,312   | 5.3                          | 1,091,840   | 8.4   | 20.7  |
| 1985 | 113,056,465  | 13,322,865  | 11.8                         | 6,022,682   | 5.3                          | 1,238,805   | 9.3   | 20.6  |
| 1986 | 119,593,299  | 13,916,753  | 11.6                         | 6,504,940   | 5.4                          | 1,301,338   | 9.4   | 20.0  |
| 1987 | 134,231,007  | 16,299,656  | 12.1                         | 7,998,716   | 6.0                          | 1,677,409   | 10.3  | 21.0  |
| 1988 | 154,120,892  | 18,353,741  | 11.9                         | 10,231,277  | 6.6                          | 2,187,887   | 11.9  | 21.4  |
| 1989 | 178,928,937  | 10,015,390  | 5.6                          | 11,683,721  | 6.5                          | 2,469,833   | 24.7  | 21.1  |
| 1990 | 183,467,257  | 11,099,797  | 6.1                          | 12,465,724  | 6.8                          | 2,685,444   | 24.2  | 21.5  |
| 1991 | 187,402,054  | 13,675,027  | 7.3                          | 13,456,497  | 7.2                          | 3,833,524   | 28.0  | 28.5  |

Legend  
GSP = Generalized System of Preferences

Notes: The GSP program places certain restrictions on the duty-free entry of GSP-eligible articles. As a result, not all GSP-eligible articles from beneficiary countries enter the United States duty free.

Hong Kong, Singapore, South Korea, and Taiwan graduated from the GSP program effective January 1, 1989.

<sup>a</sup>Includes beneficiary and nonbeneficiary countries.

Source: Compiled from data obtained from the Office of the U.S. Trade Representative.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.9: U.S. Exports, Imports, and Services Trade Balance With Mexico, 1980-1991**

U.S. dollars in millions

| Year              | U.S. exports of services | Annual percent change | U.S. imports of services | Annual percent change | Services trade balance <sup>a</sup> |
|-------------------|--------------------------|-----------------------|--------------------------|-----------------------|-------------------------------------|
| 1980              | \$3,388                  | 32.1                  | \$3,331                  | 7.1                   | \$57                                |
| 1981              | 4,815                    | 42.1                  | 3,801                    | 14.1                  | 1,014                               |
| 1982              | 3,952                    | (17.9)                | 4,319                    | 13.6                  | (367)                               |
| 1983              | 2,739                    | (30.7)                | 4,697                    | 8.8                   | (1,958)                             |
| 1984              | 2,833                    | 3.4                   | 4,642                    | (1.2)                 | (1,809)                             |
| 1985              | 3,091                    | 9.1                   | 4,893                    | 5.4                   | (1,802)                             |
| 1986              | 3,401                    | 10.0                  | 5,305                    | 8.4                   | (1,904)                             |
| 1987              | 3,528                    | 3.7                   | 6,073                    | 14.5                  | (2,545)                             |
| 1988              | 4,215                    | 19.5                  | 6,952                    | 14.5                  | (2,737)                             |
| 1989              | 6,265                    | 48.6                  | 6,708                    | (3.5)                 | (443)                               |
| 1990              | 7,692                    | 22.8                  | 7,560                    | 12.7                  | 132                                 |
| 1991 <sup>b</sup> | 8,282                    | 7.7                   | 7,941                    | 5.0                   | 341                                 |

Notes: There is a break in the series between 1985 and 1986 because, beginning with 1986, the Department of Commerce's estimates were revised to incorporate the results of its 1986 benchmark survey of selected services transactions.

Service transactions include the following categories for both exports and imports: travel, passenger fares, other transportation, royalties and license fees, other private services, and U.S. government miscellaneous services. In addition, service exports include transfers under U.S. military agency sales contracts, and service imports include direct defense expenditures.

Figures for service transactions include some trade in goods: mainly military equipment in the category "transfers under U.S. military agency sales contracts"; major equipment, other materials, supplies, and petroleum products purchased abroad by U.S. military agencies in the category "direct defense expenditures"; and fuels purchased by airline and steamship operators in the "other transportation" category.

Data presented for years before 1989 exclude some Commerce revisions.

<sup>a</sup>Parentheses signify a trade deficit.

<sup>b</sup>Preliminary figures.

Source: Compiled from official statistics appearing in the June editions of the U.S. Department of Commerce's Survey of Current Business for 1982-1992.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.10: U.S. Trade in Services With Mexico as a Percentage of Total U.S. Trade in Services, 1980-1991**

U.S. dollars in millions

| Year              | U.S. exports of services to the world | U.S. exports of services to Mexico | U.S. exports of services to Mexico as a percentage of U.S. exports of services to the world | U.S. imports of services from the world | U.S. imports of services from Mexico | U.S. imports of services from Mexico as a percentage of U.S. imports of services from the world |
|-------------------|---------------------------------------|------------------------------------|---|---|--------------------------------------|---|
| 1980              | \$47,584                              | \$3,388                            | 7.1   | \$41,491                                | \$3,331                              | 8.0   |
| 1981              | 57,354                                | 4,815                              | 8.4   | 45,503                                  | 3,801                                | 8.4   |
| 1982              | 64,079                                | 3,952                              | 6.2   | 51,749                                  | 4,319                                | 8.3   |
| 1983              | 64,199                                | 2,739                              | 4.3   | 54,894                                  | 4,697                                | 8.6   |
| 1984              | 71,094                                | 2,833                              | 4.0   | 67,657                                  | 4,642                                | 6.9   |
| 1985              | 73,026                                | 3,091                              | 4.2   | 72,859                                  | 4,893                                | 6.7   |
| 1986              | 86,241                                | 3,401                              | 3.9   | 79,892                                  | 5,305                                | 6.6   |
| 1987              | 98,434                                | 3,528                              | 3.6   | 90,243                                  | 6,073                                | 6.7   |
| 1988              | 110,636                               | 4,215                              | 3.8   | 97,930                                  | 6,952                                | 7.1   |
| 1989              | 127,080                               | 6,265                              | 4.9   | 101,314                                 | 6,708                                | 6.6   |
| 1990              | 148,638                               | 7,692                              | 5.2   | 116,583                                 | 7,560                                | 6.5   |
| 1991 <sup>a</sup> | 163,637                               | 8,282                              | 5.1   | 118,341                                 | 7,941                                | 6.7   |

Notes: There is a break in the series between 1985 and 1986 because, beginning with 1986, Commerce's estimates were revised to incorporate the results of its 1986 benchmark survey of selected services transactions.

Service transactions include the following categories for both exports and imports: travel, passenger fares, other transportation, royalties and license fees, other private services, and U.S. government miscellaneous services. In addition, service exports include transfers under U.S. military agency sales contracts, and service imports include direct defense expenditures.

Figures for service transactions include some trade in goods: mainly military equipment in the category "transfers under U.S. military agency sales contracts"; major equipment, other materials, supplies, and petroleum products purchased abroad by U.S. military agencies in the category "direct defense expenditures"; and fuels purchased by airline and steamship operators in the "other transportation" category.

Services trade data for Mexico exclude some Commerce revisions for years before 1989.

<sup>a</sup>Preliminary figures.

Source: Compiled from official statistics appearing in the June editions of the U.S. Department of Commerce's Survey of Current Business for 1983-1992.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.11: U.S. Exports of Services to Mexico, 1980-1991**

| U.S. dollars in millions  |                |                |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Services<sup>a</sup></b>                                       | <b>1980</b>    | <b>1981</b>    | <b>1982</b>    | <b>1983</b>    | <b>1984</b>    | <b>1985</b>    |
| <b>Total</b>  | <b>\$3,388</b> | <b>\$4,815</b> | <b>\$3,952</b> | <b>\$2,739</b> | <b>\$2,833</b> | <b>\$3,091</b> |
| Transfers under U.S. military agency sales contracts <sup>b</sup> | 1              | 3              | 84             | 15             | 4              | 3              |
| Travel  |                |                |                |                |                | 2,013          |
| Passenger fares   | 2,522          | 3,775          | 3,098          | 1,951          | 1,905          | 130            |
| Other transportation  | 270            | 293            | 219            | 278            | 315            | 259            |
| Royalties and license fees <sup>c</sup>                           | 226            | 292            | 179            | 79             | 101            | 111            |
| Other private services <sup>c</sup>                               | 357            | 443            | 368            | 403            | 501            | 543            |
| U.S. government miscellaneous services                            | 12             | 9              | 4              | 13             | 7              | 32             |

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

| <b>Services<sup>a</sup></b>                                       | <b>1986</b>    | <b>1987</b>    | <b>1988</b>    | <b>1989</b>    | <b>1990</b>    | <b>1991<sup>d</sup></b> |
|---|----------------|----------------|----------------|----------------|----------------|-------------------------|
| <b>Total</b>  | <b>\$3,401</b> | <b>\$3,528</b> | <b>\$4,215</b> | <b>\$6,265</b> | <b>\$7,692</b> | <b>\$8,282</b>          |
| Transfers under U.S. military agency sales contracts <sup>b</sup> | 7              | 3              | 13             | 8              | 18             | 10                      |
| Travel  | 1,942          | 2,040          | 2,652          | 4,247          | 5,519          | 5,741                   |
| Passenger fares   | 117            | 145            | 191            | 260            | 307            | 373                     |
| Other transportation  | 355            | 394            | 369            | 376            | 428            | 506                     |
| Royalties and license fees <sup>c</sup>                           | 105            | 104            | 134            | 159            | 222            | 310                     |
| Other private services <sup>c</sup>                               | 865            | 820            | 829            | 1,194          | 1,181          | 1,328                   |
| U.S. government miscellaneous services                            | 10             | 22             | 27             | 21             | 17             | 14                      |

Notes: 1980-1984 totals for travel and passenger fares have been combined.

Beginning with 1986 data, Commerce's estimates were revised to incorporate the results of its 1986 benchmark survey of selected services transactions.

Data presented for years before 1989 exclude some Commerce revisions.

<sup>a</sup>Includes some trade in goods: mainly military equipment in the category "transfers under U.S. military agency sales contracts"; and fuels purchased by airline and steamship operators in the "other transportation" category.

<sup>b</sup>Includes transfers of goods and services under U.S. military grant programs.

<sup>c</sup>Beginning in 1982, totals for these categories are presented on a gross basis. Commerce's definition of exports was revised to exclude U.S. parents' payments to foreign affiliates and to include U.S. affiliates' receipts from foreign parents.

<sup>d</sup>Preliminary figures.

Source: Compiled from official statistics appearing in the June editions of the U.S. Department of Commerce's Survey of Current Business for 1983-1992.

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

**Table I.12: U.S. Imports of Services**  
**From Mexico, 1980-1991**

| U.S. dollars in millions                |                |                |                |                |                |                |
|---|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Services<sup>a</sup></b>             | <b>1980</b>    | <b>1981</b>    | <b>1982</b>    | <b>1983</b>    | <b>1984</b>    | <b>1985</b>    |
| <b>Total</b>                            | <b>\$3,331</b> | <b>\$3,801</b> | <b>\$4,319</b> | <b>\$4,697</b> | <b>\$4,642</b> | <b>\$4,893</b> |
| Direct defense expenditures             | 1              | 1              | 2              | 1              | 1              | 1              |
| Travel                                  |                |                |                |                |                | 3,280          |
| Passenger fares                         | 2,564          | 2,862          | 3,324          | 3,618          | 3,599          | 381            |
| Other transportation                    | 161            | 259            | 225            | 301            | 289            | 308            |
| Royalties and license fees <sup>b</sup> | 4              | 5              | 0              | 1              | 1              | 1              |
| Other private services <sup>b</sup>     | 549            | 623            | 730            | 728            | 727            | 864            |
| U.S. government miscellaneous services  | 52             | 51             | 38             | 48             | 25             | 58             |

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

| <b>Services<sup>a</sup></b>             | <b>1986</b>    | <b>1987</b>    | <b>1988</b>    | <b>1989</b>    | <b>1990</b>    | <b>1991<sup>c</sup></b> |
|---|----------------|----------------|----------------|----------------|----------------|-------------------------|
| <b>Total</b>                            | <b>\$5,305</b> | <b>\$6,073</b> | <b>\$6,952</b> | <b>\$6,708</b> | <b>\$7,560</b> | <b>\$7,941</b>          |
| Direct defense expenditures             | 2              | 4              | 3              | 4              | 3              | 6                       |
| Travel                                  | 3,579          | 3,975          | 4,828          | 4,276          | 4,879          | 5,149                   |
| Passenger fares                         | 420            | 544            | 463            | 518            | 649            | 687                     |
| Other transportation                    | 339            | 442            | 372            | 379            | 342            | 363                     |
| Royalties and license fees <sup>b</sup> | •              | 3              | *              | 8              | 16             | 1                       |
| Other private services <sup>b</sup>     | 916            | 1,039          | 1,213          | 1,409          | 1,567          | 1,639                   |
| U.S. government miscellaneous services  | 49             | 66             | 73             | 114            | 104            | 96                      |

Legend

- = No transactions
- \* = Less than \$500,000

Notes: 1980-1984 totals for travel and passenger fares have been combined.

Beginning with 1986 data, Commerce's estimates were revised to incorporate the results of its 1986 benchmark survey of selected services transactions.

Data presented for years before 1989 exclude some Commerce revisions.

<sup>a</sup>Includes some trade in goods: mainly major equipment, other materials, supplies, and petroleum products purchased abroad by U.S. military agencies in the category "direct defense expenditures"; and fuels purchased by airline and steamship operators in the "other transportation" category.

<sup>b</sup>Beginning in 1982, totals for these categories are presented on a gross basis. Commerce's definition of imports was revised to include U.S. parents' payments to foreign affiliates and to exclude U.S. affiliates' receipts from foreign parents.

<sup>c</sup>Preliminary figures.

Source: Compiled from official statistics appearing in the June editions of the U.S. Department of Commerce's Survey of Current Business for 1983-1992.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.13: Mexican Government  
Statistics for Merchandise Trade With  
the World and the United States,  
Including Maquiladora Trade,  
1990-1991**

| U.S. dollars in millions   |          |          |
|--|----------|----------|
| Item   | 1990     | 1991     |
| <b>Overall foreign trade, excluding maquiladora trade</b>        |          |          |
| Exports  | \$26,838 | \$27,120 |
| Imports  | 31,272   | 38,184   |
| Trade balance  | (4,434)  | (11,064) |
| <b>Overall foreign trade, including maquiladora trade</b>        |          |          |
| Exports  | 40,711   | 42,948   |
| Imports  | 41,593   | 49,878   |
| Trade balance  | (882)    | (6,930)  |
| <b>Trade with the United States, excluding maquiladora trade</b> |          |          |
| Exports  | 18,418   | 18,344   |
| Imports  | 20,491   | 25,032   |
| Trade balance  | (2,073)  | (6,688)  |
| <b>Trade with the United States, including maquiladora trade</b> |          |          |
| Exports  | 32,291   | 34,172   |
| Imports  | 30,813   | 36,726   |
| Trade balance  | 1,478    | (2,554)  |
| <b>Maquiladora industry trade</b>                                |          |          |
| Exports  | 13,873   | 15,828   |
| Imports  | 10,321   | 11,694   |
| Trade balance (value added) <sup>a</sup>                         | 3,551    | 4,134    |

Notes: Parentheses signify a trade deficit.

Totals may not add up due to rounding.

Both exports and imports are valued at f.o.b.

<sup>a</sup>The Banco de Mexico reports the value added under the category of "servicios por transformacion" in Mexico's current account.

Source: Compiled from statistics obtained from Mexico's Banco de Mexico.



**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

**Table I.14: Mexico's Merchandise Exports to the World by Selected Products, 1980-1990**

U.S. dollars in thousands

| <b>Commodity</b>                            | <b>1980</b>           | <b>1981</b>           | <b>1982</b>           | <b>1983</b>           | <b>1984</b>           | <b>1985</b>           |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>All commodities</b>                      | <b>\$15,442,039.9</b> | <b>\$20,035,548.0</b> | <b>\$21,170,406.5</b> | <b>\$24,642,325.6</b> | <b>\$26,563,260.5</b> | <b>\$24,364,503.7</b> |
| 0—Food and live animals                     | 1,741,925.0           | 1,595,900.0           | 1,538,680.0           | 1,684,112.0           | 1,948,113.0           | 1,789,214.0           |
| 00—Live animals                             | 79,911.1              | 65,314.6              | 107,905.0             | 169,056.2             | 113,007.4             | 143,944.0             |
| 03—Fish and preparations                    | 435,418.6             | 397,047.4             | 407,264.4             | 456,899.9             | 451,953.8             | 364,165.6             |
| 05—Fruits and vegetables                    | 621,283.6             | 697,874.3             | 565,102.5             | 490,824.3             | 725,157.8             | 611,287.3             |
| 07—Coffee, tea, cocoa, spices               | 493,420.5             | 362,739.8             | 393,761.8             | 467,970.8             | 560,574.9             | 575,001.1             |
| 1—Beverages and tobacco                     | 123,389.6             | 144,471.1             | 129,813.4             | 102,847.0             | 126,808.7             | 151,592.3             |
| 2—Crude materials, excluding fuels          | 895,027.5             | 1,038,906.0           | 738,423.1             | 728,247.1             | 888,640.1             | 738,288.5             |
| 26—Textile fibres                           | 325,315.4             | 321,248.3             | 205,451.7             | 146,451.7             | 253,116.8             | 122,614.4             |
| 28—Metalliferous ores, and metal scrap      | 244,949.4             | 366,299.3             | 278,576.2             | 237,305.0             | 227,025.5             | 214,302.2             |
| 3—Mineral fuels, etc.                       | 10,319,552.0          | 14,445,991.0          | 16,351,690.0          | 15,862,324.0          | 16,404,481.0          | 14,639,803.0          |
| 33—Petroleum and products                   | 9,690,835.0           | 13,778,184.0          | 15,831,541.0          | 15,460,973.0          | 16,117,246.0          | 14,501,804.0          |
| 34—Gas, natural and manufactured            | 625,968.3             | 667,729.0             | 520,135.8             | 401,301.6             | 287,182.3             | 134,701.9             |
| 4—Animal and vegetable oils, fats           | 5,012.2               | 2,951.4               | 3,078.6               | 3,119.2               | 3,207.8               | 2,167.0               |
| 5—Chemicals and products                    | 511,388.7             | 588,078.6             | 551,630.6             | 740,062.0             | 871,682.9             | 754,166.1             |
| 51—Chemical elements, compounds             | 342,126.6             | 412,793.6             | 371,863.1             | 466,647.2             | 535,291.0             | 474,019.2             |
| 6—Basic manufactures                        | 897,815.4             | 1,169,383.0           | 843,101.2             | 1,739,087.0           | 1,953,584.0           | 1,588,281.0           |
| 66—Nonmetallic mineral manufactures, n.e.s. | 102,830.5             | 103,396.5             | 118,484.7             | 202,040.6             | 280,637.3             | 308,964.0             |
| 67—Iron and steel                           | 53,647.6              | 49,081.3              | 100,162.1             | 315,653.7             | 358,879.0             | 225,175.6             |
| 68—Nonferrous metals                        | 515,116.3             | 777,261.2             | 421,126.6             | 628,204.1             | 582,728.8             | 436,409.3             |
| 7—Machines, transport equipment             | 671,458.6             | 768,780.7             | 786,658.7             | 3,108,971.0           | 3,556,862.0           | 3,866,225.0           |
| 71—Machinery, nonelectric                   | 217,456.3             | 306,021.5             | 439,944.0             | 930,064.5             | 1,037,218.0           | 1,573,172.0           |
| 72—Electrical machinery                     | 99,098.1              | 100,708.9             | 82,000.9              | 1,673,675.0           | 1,953,508.0           | 1,746,508.0           |
| 73—Transport equipment                      | 354,904.2             | 362,050.3             | 264,713.7             | 505,232.1             | 566,135.8             | 546,545.5             |

(continued)

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

U.S. dollars in thousands

| <b>Commodity</b>                                  | <b>1980</b> | <b>1981</b> | <b>1982</b> | <b>1983</b> | <b>1984</b> | <b>1985</b> |
|---|-------------|-------------|-------------|-------------|-------------|-------------|
| 8—Miscellaneous<br>manufactured goods             | 273,693.5   | 278,138.6   | 221,660.8   | 667,572.8   | 785,020.8   | 829,602.5   |
| 89—Miscellaneous<br>manufactured goods,<br>n.e.s. | 136,898.2   | 141,670.3   | 118,602.0   | 278,734.8   | 324,495.8   | 363,288.1   |
| 9—Goods not classified<br>by kind                 | 2,777.4     | 2,947.6     | 5,670.1     | 5,983.5     | 24,860.2    | 5,164.3     |

(continued)

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| Commodity                                      | 1986                  | 1987                  | 1988                  | 1989                  | 1990                  |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>All commodities</b>                         | <b>\$12,708,178.0</b> | <b>\$20,531,567.5</b> | <b>\$20,408,712.3</b> | <b>\$22,974,745.2</b> | <b>\$26,714,260.9</b> |
| 0—Food and live animals                        | 2,512,834.0           | 2,358,729.0           | 2,502,185.0           | 2,481,433.0           | 2,762,306.0           |
| 00—Live animals                                | 260,937.0             | 192,932.4             | 205,935.9             | 212,129.4             | 354,784.9             |
| 03—Fish and preparations                       | 462,688.0             | 556,853.0             | 514,186.5             | 489,107.2             | 340,914.6             |
| 05—Fruits and vegetables                       | 745,918.0             | 822,524.1             | 934,467.4             | 904,861.8             | 1,492,073.0           |
| 07—Coffee, tea, cocoa, spices                  | 901,245.0             | 567,090.3             | 522,818.5             | 608,686.6             | 414,093.2             |
| 1—Beverages and tobacco                        | 201,843.0             | 298,528.0             | 288,790.6             | 284,594.1             | 304,153.5             |
| 2—Crude materials, excluding fuels             | 675,940.0             | 826,254.6             | 995,167.4             | 1,099,048.0           | 1,112,363.0           |
| 26—Textile fibres                              | 107,104.0             | 149,315.7             | 196,883.0             | 205,353.9             | 170,141.9             |
| 28—Metalliferous ores, and metal scrap         | 212,022.0             | 225,411.3             | 260,487.8             | 287,877.3             | 334,367.9             |
| 3—Mineral fuels, etc.                          | 5,566,657.0           | 8,554,797.0           | 6,548,451.0           | 7,784,343.0           | 9,875,736.0           |
| 33—Petroleum and products                      | 5,499,199.0           | 8,405,357.0           | 6,371,757.0           | 7,610,869.0           | 9,544,416.0           |
| 34—Gas, natural and manufactured               | 65,012.0              | 78,252.2              | 117,797.6             | 97,401.4              | 255,270.3             |
| 4—Animal and vegetable oils, fats              | 2,407.0               | 6,473.9               | 13,623.6              | 29,420.1              | 15,994.1              |
| 5—Chemicals and products                       | 615,749.0             | 1,137,124.0           | 1,454,511.0           | 1,542,240.0           | 1,819,824.0           |
| 51—Chemical elements, compounds                | 375,373.0             | 578,512.8             | 779,586.7             | 861,959.0             | 946,170.9             |
| 6—Basic manufactures                           | 1,412,959.0           | 2,427,775.0           | 2,996,449.0           | 3,254,866.0           | 3,094,525.0           |
| 66—Nonmetallic mineral manufactures,<br>n.e.s. | 263,842.0             | 390,149.5             | 445,172.7             | 481,812.4             | 454,222.8             |
| 67—Iron and steel                              | 297,470.0             | 550,191.6             | 651,435.4             | 700,235.4             | 764,189.0             |
| 68—Nonferrous metals                           | 452,572.0             | 665,929.8             | 858,627.2             | 963,488.5             | 857,945.2             |
| 7—Machines, transport equipment                | 1,481,219.0           | 4,316,056.0           | 4,820,815.0           | 5,615,515.0           | 6,649,480.0           |
| 71—Machinery, nonelectric                      | 809,057.0             | 2,056,367.0           | 2,368,131.0           | 2,567,749.0           | 2,655,849.0           |
| 72—Electrical machinery                        | 87,274.0              | 359,490.4             | 468,374.4             | 719,952.3             | 702,242.4             |
| 73—Transport equipment                         | 584,888.0             | 1,900,199.0           | 1,984,310.0           | 2,327,814.0           | 3,291,388.0           |
| 8—Miscellaneous manufactured goods             | 238,068.0             | 605,097.7             | 784,025.4             | 872,600.3             | 1,069,865.0           |
| 89—Miscellaneous manufactured goods,<br>n.e.s. | 107,179.0             | 198,939.1             | 279,821.5             | 378,136.4             | 473,816.0             |
| 9—Goods not classified by kind                 | 502.0                 | 732.3                 | 4,694.3               | 10,685.7              | 10,014.3              |

Legend  
n.e.s. = not elsewhere specified

Notes: Commodities listed with 1-digit or 2-digit U.N. SITC Revision 1 codes.

Export totals do not include maquiladora exports.

Exports valued at f.o.b.

Source: Compiled from U.N. SITC Revision 1 trade data; Mexico as reporter country.

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

**Table I.15: Mexico's Merchandise Imports From the World by Selected Products, 1980-1990**

U.S. dollars in thousands

| <b>Commodity</b>                         | <b>1980</b>           | <b>1981</b>           | <b>1982</b>           | <b>1983</b>           | <b>1984</b>           | <b>1985</b>           |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>All commodities</b>                   | <b>\$19,591,148.9</b> | <b>\$24,853,008.7</b> | <b>\$14,909,521.0</b> | <b>\$10,797,363.3</b> | <b>\$14,457,970.0</b> | <b>\$16,151,842.6</b> |
| 0—Food and live animals                  | 2,662,089.0           | 2,777,232.0           | 1,141,051.0           | 1,740,460.0           | 1,465,104.0           | 1,358,194.0           |
| 02—Dairy products and eggs               | 255,739.9             | 340,774.0             | 217,663.6             | 149,908.6             | 135,954.9             | 159,399.7             |
| 04—Cereals and preparations              | 1,276,804.0           | 1,296,240.0           | 372,294.3             | 1,219,661.0           | 907,427.5             | 656,131.8             |
| 06—Sugars, sugar preparations, and honey | 557,673.1             | 377,132.7             | 159,879.3             | 203,088.6             | 83,388.9              | 7,030.3               |
| 1—Beverages and tobacco                  | 79,881.0              | 91,500.2              | 49,010.5              | 13,476.2              | 6,460.8               | 7,006.3               |
| 2—Crude materials, excluding fuels       | 1,388,020.0           | 1,800,330.0           | 1,160,088.0           | 1,001,760.0           | 1,575,831.0           | 1,577,884.0           |
| 22—Oil seeds, nuts, kernels              | 303,591.5             | 542,038.5             | 379,211.4             | 376,306.8             | 674,271.7             | 506,058.1             |
| 25—Pulp and waste paper                  | 215,160.4             | 163,573.4             | 143,874.9             | 170,589.1             | 232,972.5             | 243,523.7             |
| 3—Mineral fuels, etc.                    | 387,645.0             | 428,842.4             | 469,869.5             | 246,482.2             | 488,092.0             | 705,479.0             |
| 33—Petroleum and products                | 155,787.7             | 211,421.9             | 293,388.5             | 179,159.2             | 227,807.4             | 325,539.6             |
| 4—Animal and vegetable oils, fats        | 113,698.9             | 58,168.7              | 126,650.3             | 89,350.0              | 172,233.7             | 138,655.0             |
| 5—Chemicals and products                 | 2,161,470.0           | 2,377,080.0           | 1,755,579.0           | 1,406,407.0           | 1,842,410.0           | 2,238,073.0           |
| 51—Chemical elements, compounds          | 1,202,516.0           | 1,263,664.0           | 880,619.3             | 711,494.7             | 967,976.6             | 1,208,674.0           |
| 58—Plastic materials, etc.               | 410,902.8             | 462,092.8             | 345,189.2             | 342,519.1             | 390,100.9             | 477,003.5             |
| 6—Basic manufactures                     | 3,286,214.0           | 4,162,466.0           | 2,154,306.0           | 1,155,104.0           | 1,808,288.0           | 1,980,905.0           |
| 64—Paper, paperboard, and manufactures   | 351,526.5             | 430,032.5             | 240,014.4             | 184,095.8             | 187,682.5             | 222,040.6             |
| 65—Textile yarn, fabric, etc.            | 131,932.2             | 162,182.2             | 106,862.0             | 59,823.6              | 95,642.5              | 135,969.9             |
| 67—Iron and steel                        | 1,749,758.0           | 2,115,888.0           | 940,964.5             | 340,748.6             | 627,074.2             | 579,653.7             |
| 69—Metal manufactures, n.e.s.            | 406,329.3             | 581,887.5             | 390,926.3             | 333,664.2             | 453,335.6             | 464,316.0             |
| 7—Machines, transport equipment          | 8,448,022.0           | 11,697,980.0          | 7,119,605.0           | 4,533,983.0           | 6,241,038.0           | 7,021,558.0           |
| 71—Machinery, nonelectric                | 4,470,762.0           | 6,334,788.0           | 3,954,426.0           | 1,708,381.0           | 2,389,418.0           | 3,151,048.0           |

(continued)

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

U.S. dollars in thousands

| <b>Commodity</b>                            | <b>1980</b> | <b>1981</b> | <b>1982</b> | <b>1983</b> | <b>1984</b> | <b>1985</b> |
|---|-------------|-------------|-------------|-------------|-------------|-------------|
| 72—Electrical machinery                     | 1,229,124.0 | 1,663,645.0 | 1,250,083.0 | 1,608,507.0 | 2,494,908.0 | 2,460,482.0 |
| 73—Transport equipment                      | 2,748,136.0 | 3,699,547.0 | 1,915,096.0 | 1,217,096.0 | 1,356,712.0 | 1,410,028.0 |
| 8—Miscellaneous manufactured goods          | 1,055,772.0 | 1,454,350.0 | 924,948.0   | 607,491.7   | 853,216.2   | 1,116,597.0 |
| 86—Instruments, watches, clocks             | 461,448.4   | 629,475.5   | 395,804.1   | 193,838.9   | 305,274.4   | 393,652.1   |
| 89—Miscellaneous manufactured goods, n.e.s. | 436,903.6   | 559,845.5   | 347,431.4   | 340,029.7   | 432,119.2   | 580,838.8   |
| 9—Goods not classified by kind              | 8,337.0     | 5,059.4     | 8,413.7     | 2,849.2     | 5,296.3     | 7,491.3     |

(continued)

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| <b>Commodity</b>                            | <b>1986</b>          | <b>1987</b>           | <b>1988</b>           | <b>1989</b>           | <b>1990</b>           |
|---|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>All commodities</b>                      | <b>\$9,335,133.0</b> | <b>\$12,757,732.3</b> | <b>\$19,557,118.5</b> | <b>\$22,786,940.6</b> | <b>\$28,062,895.0</b> |
| 0—Food and live animals                     | 752,709.0            | 861,904.0             | 1,944,421.0           | 2,784,773.0           | 3,652,579.0           |
| 02—Dairy products and eggs                  | 157,199.0            | 182,708.7             | 325,721.7             | 596,958.9             | 715,409.1             |
| 04—Cereals and preparations                 | 268,994.0            | 437,019.9             | 737,511.2             | 984,516.4             | 997,426.1             |
| 06—Sugars, sugar preparations, and honey    | 2,174.0              | 4,046.3               | 6,019.5               | 196,570.6             | 609,487.1             |
| 1—Beverages and tobacco                     | 8,959.0              | 15,597.5              | 49,298.7              | 90,727.8              | 163,130.9             |
| 2—Crude materials, excluding fuels          | 941,020.0            | 1,601,836.0           | 2,041,473.0           | 1,925,619.0           | 1,853,012.0           |
| 22—Oil seeds, nuts, kernels                 | 306,835.0            | 381,932.1             | 499,656.1             | 438,601.1             | 217,668.7             |
| 25—Pulp and waste paper                     | 163,177.0            | 444,680.2             | 490,552.0             | 443,056.7             | 436,423.5             |
| 3—Mineral fuels, etc.                       | 457,590.0            | 515,333.3             | 568,287.1             | 908,017.4             | 1,163,243.0           |
| 33—Petroleum and products                   | 255,856.0            | 394,583.8             | 414,030.0             | 696,061.9             | 919,141.4             |
| 4—Animal and vegetable oils, fats           | 146,797.0            | 116,368.4             | 293,492.0             | 320,285.8             | 367,449.2             |
| 5—Chemicals and products                    | 1,506,210.0          | 2,016,607.0           | 2,646,540.0           | 3,025,748.0           | 3,149,946.0           |
| 51—Chemical elements, compounds             | 796,017.0            | 1,106,031.0           | 1,435,907.0           | 1,527,732.0           | 1,404,979.0           |
| 58—Plastic materials, etc.                  | 321,165.0            | 427,191.0             | 598,140.9             | 714,978.6             | 735,254.8             |
| 6—Basic manufactures                        | 973,172.0            | 1,420,933.0           | 2,435,872.0           | 3,178,974.0           | 4,165,949.0           |
| 64—Paper, paperboard, and manufactures      | 75,332.0             | 156,541.3             | 279,924.9             | 376,784.1             | 529,500.5             |
| 65—Textile yarn, fabric, etc.               | 51,365.0             | 117,130.4             | 266,746.2             | 392,989.0             | 519,961.7             |
| 67—Iron and steel                           | 318,982.0            | 407,415.3             | 771,986.5             | 952,156.9             | 1,185,346.0           |
| 69—Metal manufactures, n.e.s.               | 251,778.0            | 328,083.0             | 420,584.4             | 572,853.3             | 811,184.7             |
| 7—Machines, transport equipment             | 3,916,094.0          | 5,386,155.0           | 7,401,291.0           | 7,428,834.0           | 10,144,022.0          |
| 71—Machinery, nonelectric                   | 2,126,181.0          | 2,597,336.0           | 3,517,504.0           | 4,158,531.0           | 5,407,363.0           |
| 72—Electrical machinery                     | 1,120,679.0          | 1,214,933.0           | 1,976,248.0           | 2,314,225.0           | 3,143,272.0           |
| 73—Transport equipment                      | 669,234.0            | 1,573,886.0           | 1,907,539.0           | 956,078.4             | 1,593,387.0           |
| 8—Miscellaneous manufactured goods          | 610,008.0            | 751,083.8             | 1,358,447.0           | 2,261,259.0           | 2,998,384.0           |
| 86—Instruments, watches, clocks             | 306,441.0            | 328,372.9             | 476,136.1             | 672,207.7             | 884,955.3             |
| 89—Miscellaneous manufactured goods, n.e.s. | 261,995.0            | 324,498.8             | 625,615.8             | 1,049,345.0           | 1,379,342.0           |
| 9—Goods not classified by kind              | 22,574.0             | 71,914.3              | 817,996.7             | 862,702.6             | 405,179.9             |

Legend  
n.e.s. = not elsewhere specified

Notes: Commodities listed with 1-digit or 2-digit U.N. SITC Revision 1 codes.

Import totals do not include maquiladora imports.

Imports valued at c.i.f.

Source: Compiled from U.N. SITC Revision 1 trade data; Mexico as reporter country.

---

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

---

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.16: Mexico's Top 15 Partners in  
Total Trade—Exports and Imports,  
1980-1991**

| <b>Total trade amounts—U.S. dollars in millions</b> |                 |                 |
|---|-----------------|-----------------|
| <b>Country</b>                                      | <b>1980</b>     | <b>1991</b>     |
| <b>World</b>  | <b>34,986.9</b> | <b>43,469.2</b> |
| United States                                       | 22,051.0        | 26,113.6        |
| Japan   | 1,659.9         | 2,361.9         |
| Germany   | 1,228.0         | 1,401.4         |
| Spain   | 1,586.0         | 2,392.5         |
| Canada  | 469.5           | 1,106.1         |
| France  | 1,087.2         | 1,488.0         |
| Italy   | 405.6           | 544.2           |
| United Kingdom                                      | 448.5           | 670.7           |
| Brazil  | 869.0           | 1,357.5         |
| Belgium-Luxembourg                                  | 231.9           | 185.4           |
| Switzerland   | 209.7           | 233.9           |
| Sweden  | 171.8           | 259.7           |
| Hong Kong   | 47.8            | 91.0            |
| Argentina   | 153.9           | 293.6           |
| Netherlands   | 174.8           | 220.5           |
| Other   | 4,192.3         | 4,749.2         |



**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| 1982            | 1983            | 1984            | 1985            | 1986            | 1987            | 1988            | 1989            | 1990            | 1991 <sup>a</sup> | Average<br>1989-91 | % of<br>total <sup>b</sup> |
|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|--------------------|----------------------------|
| <b>36,264.8</b> | <b>31,332.6</b> | <b>35,741.5</b> | <b>36,890.5</b> | <b>28,778.1</b> | <b>34,559.9</b> | <b>41,347.3</b> | <b>47,267.6</b> | <b>65,515.8</b> | <b>89,232.5</b>   | <b>67,338.6</b>    | <b>100.0</b>               |
| 20,135.0        | 18,487.5        | 21,213.2        | 23,191.2        | 18,755.3        | 22,341.9        | 26,732.0        | 33,200.1        | 46,896.2        | 65,124.5          | 48,406.9           | 71.9                       |
| 2,304.9         | 1,863.6         | 2,370.6         | 2,504.8         | 1,883.1         | 2,267.3         | 2,712.6         | 2,210.9         | 3,434.7         | 4,687.7           | 3,444.4            | 5.1                        |
| 1,154.2         | 633.2           | 715.1           | 882.3           | 1,116.6         | 1,265.1         | 1,709.9         | 1,369.0         | 2,058.3         | 3,314.5           | 2,247.3            | 3.3                        |
| 2,184.2         | 1,784.8         | 1,899.7         | 1,935.8         | 1,092.4         | 1,430.7         | 1,538.2         | 1,492.7         | 1,593.8         | 1,753.2           | 1,613.2            | 2.4                        |
| 903.4           | 693.2           | 722.2           | 652.2           | 459.7           | 724.1           | 920.0           | 666.4           | 1,168.6         | 2,555.1           | 1,463.4            | 2.2                        |
| 1,280.4         | 1,191.7         | 1,181.5         | 1,118.4         | 693.7           | 969.9           | 1,158.4         | 1,001.2         | 1,409.3         | 1,768.4           | 1,393.0            | 2.1                        |
| 849.9           | 316.2           | 529.1           | 531.7           | 327.4           | 278.6           | 369.1           | 524.2           | 676.3           | 920.5             | 707.0              | 1.0                        |
| 1,191.1         | 1,085.9         | 1,229.4         | 990.1           | 442.2           | 558.3           | 677.1           | 492.1           | 668.7           | 769.5             | 643.4              | 1.0                        |
| 1,061.7         | 777.6           | 791.7           | 521.7           | 341.3           | 357.8           | 450.5           | 516.7           | 555.9           | 583.7             | 552.1              | 0.8                        |
| 148.3           | 104.3           | 165.0           | 159.1           | 184.8           | 370.3           | 429.5           | 277.7           | 432.0           | 531.5             | 413.7              | 0.6                        |
| 212.0           | 129.3           | 191.4           | 187.6           | 229.4           | 244.4           | 326.6           | 400.2           | 435.1           | 374.4             | 403.2              | 0.6                        |
| 191.0           | 64.7            | 114.1           | 154.3           | 187.4           | 158.0           | 229.1           | 246.0           | 386.9           | 416.3             | 349.7              | 0.5                        |
| 78.2            | 21.7            | 27.1            | 27.5            | 25.5            | 69.4            | 83.4            | 238.8           | 323.4           | 484.8             | 349.0              | 0.5                        |
| 184.5           | 72.9            | 214.9           | 332.5           | 255.5           | 223.1           | 250.3           | 271.5           | 363.4           | 399.7             | 344.9              | 0.5                        |
| 121.2           | 100.3           | 93.7            | 173.1           | 136.3           | 209.7           | 254.0           | 280.6           | 342.1           | 343.1             | 321.9              | 0.5                        |
| 4,264.8         | 4,005.7         | 4,282.8         | 3,528.2         | 2,647.5         | 3,091.3         | 3,506.6         | 4,079.5         | 4,771.1         | 5,205.6           | 4,685.4            | 7.0                        |

Notes: Mexico's top 15 total trade partners based on 1989-1991 3-year average.

Exports valued at f.o.b.; imports valued at c.i.f.

Totals may not add due to rounding.

<sup>a</sup>Figures for 1991 are estimated on the basis of partner country reported data.

<sup>b</sup>Percent of total equals percent of 1989-1991 average total.

Source: International Monetary Fund, Direction of Trade computer data; Mexico as reporter country.

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

**Table I.17: Mexico's Top 15**  
**Merchandise Export Purchasers,**  
**1980-1991**

Export amounts—U.S. dollars in millions

| <b>Country</b>     | <b>1980</b>     | <b>1981</b>     |
|--------------------|-----------------|-----------------|
| <b>World</b>       | <b>15,541.2</b> | <b>19,342.8</b> |
| United States      | 10,072.0        | 10,716.0        |
| Japan              | 671.2           | 1,157.0         |
| Spain              | 1,238.1         | 1,920.7         |
| Canada             | 116.8           | 660.6           |
| France             | 566.7           | 900.3           |
| Germany            | 256.0           | 211.9           |
| United Kingdom     | 43.3            | 241.6           |
| Guatemala          | 59.2            | 128.9           |
| Brazil             | 405.5           | 748.3           |
| Belgium-Luxembourg | 77.1            | 65.7            |
| Italy              | 100.5           | 111.9           |
| Netherlands        | 76.3            | 88.7            |
| Colombia           | 47.7            | 47.6            |
| Cuba               | 26.8            | 19.0            |
| Argentina          | 44.2            | 34.6            |
| Other              | 1,739.8         | 2,290.0         |

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| 1982            | 1983            | 1984            | 1985            | 1986            | 1987            | 1988            | 1989            | 1990            | 1991 <sup>a</sup> | Average<br>1989-91 | % of<br>total <sup>b</sup> |
|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|--------------------|----------------------------|
| <b>21,208.8</b> | <b>22,312.6</b> | <b>24,382.1</b> | <b>22,105.2</b> | <b>16,120.5</b> | <b>20,526.4</b> | <b>20,764.9</b> | <b>22,974.7</b> | <b>30,101.0</b> | <b>39,047.6</b>   | <b>30,707.8</b>    | <b>100.0</b>               |
| 11,128.6        | 13,033.5        | 14,129.7        | 13,341.4        | 10,424.2        | 13,265.1        | 13,419.3        | 16,092.2        | 21,934.7        | 29,026.6          | 22,351.2           | 72.8                       |
| 1,450.3         | 1,511.9         | 1,867.9         | 1,709.0         | 1,115.0         | 1,346.6         | 1,362.3         | 1,311.2         | 1,610.5         | 1,583.5           | 1,501.7            | 4.9                        |
| 1,814.6         | 1,617.4         | 1,702.5         | 1,700.2         | 886.0           | 1,231.0         | 1,245.3         | 1,132.1         | 1,085.8         | 1,194.4           | 1,137.4            | 3.7                        |
| 583.8           | 467.1           | 494.5           | 393.3           | 223.9           | 312.0           | 315.6           | 271.8           | 724.8           | 2,130.5           | 1,042.4            | 3.4                        |
| 931.0           | 832.4           | 928.3           | 816.0           | 434.1           | 580.5           | 587.3           | 480.1           | 658.8           | 582.1             | 573.7              | 1.9                        |
| 240.3           | 269.5           | 231.1           | 293.0           | 377.9           | 320.0           | 323.7           | 358.1           | 456.3           | 597.5             | 470.6              | 1.5                        |
| 913.1           | 915.6           | 1,019.6         | 678.1           | 220.5           | 311.4           | 315.0           | 179.3           | 237.6           | 234.7             | 217.2              | 0.7                        |
| 107.0           | 68.7            | 102.5           | 101.3           | 66.0            | 114.4           | 115.7           | 200.2           | 207.2           | 227.9             | 211.8              | 0.7                        |
| 714.8           | 640.2           | 561.5           | 297.8           | 167.3           | 163.0           | 164.8           | 191.9           | 196.0           | 187.8             | 191.9              | 0.6                        |
| 67.1            | 57.7            | 82.3            | 62.0            | 81.4            | 249.7           | 252.6           | 136.5           | 172.7           | 232.0             | 180.4              | 0.6                        |
| 418.1           | 149.4           | 304.9           | 301.0           | 123.0           | 86.7            | 87.7            | 136.6           | 154.5           | 202.7             | 164.6              | 0.5                        |
| 18.0            | 39.7            | 34.7            | 88.8            | 59.2            | 117.7           | 119.1           | 150.1           | 162.9           | 148.9             | 154.0              | 0.5                        |
| 47.8            | 68.5            | 69.3            | 121.3           | 107.3           | 136.5           | 138.1           | 109.8           | 113.7           | 125.0             | 116.2              | 0.4                        |
| 26.2            | 35.3            | 81.1            | 69.7            | 50.1            | 78.5            | 79.4            | 108.5           | 112.3           | 123.5             | 114.8              | 0.4                        |
| 50.4            | 37.4            | 44.8            | 36.8            | 95.6            | 168.9           | 170.9           | 111.6           | 110.3           | 121.3             | 114.4              | 0.4                        |
| 2,697.7         | 2,568.3         | 2,727.4         | 2,095.5         | 1,689.0         | 2,044.4         | 2,068.1         | 2,004.7         | 2,162.9         | 2,329.2           | 2,165.6            | 7.1                        |

Notes: Mexico's top 15 export purchasers based on 1989-1991 3-year average.

Exports valued at f.o.b.

Totals may not add due to rounding.

<sup>a</sup>Figures for 1991 are estimated on the basis of partner country reported data.

<sup>b</sup>Percent of total equals percent of 1989-1991 average total.

Source: International Monetary Fund, Direction of Trade computer data; Mexico as reporter country.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.18: Mexico's Top 15  
Merchandise Import Suppliers,  
1980-1991**

Import amounts—U.S. dollars in millions

| <b>Country</b>     | <b>1980</b>     | <b>1991</b>     |
|--------------------|-----------------|-----------------|
| <b>World</b>       | <b>19,445.7</b> | <b>24,126.4</b> |
| United States      | 11,979.0        | 15,397.6        |
| Japan              | 988.7           | 1,204.9         |
| Germany            | 972.0           | 1,189.5         |
| France             | 520.5           | 587.7           |
| Italy              | 305.1           | 432.3           |
| Spain              | 347.9           | 471.8           |
| United Kingdom     | 405.2           | 429.1           |
| Canada             | 352.7           | 445.5           |
| Brazil             | 463.5           | 609.2           |
| Switzerland        | 186.7           | 221.1           |
| Sweden             | 152.6           | 213.9           |
| Hong Kong          | 43.8            | 83.4            |
| Belgium-Luxembourg | 154.8           | 119.7           |
| Argentina          | 109.7           | 259.0           |
| Korea              | 38.4            | 23.8            |
| Other              | 2,425.1         | 2,437.9         |

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| 1982            | 1983           | 1984            | 1985            | 1986            | 1987            | 1988            | 1989            | 1990            | 1991 <sup>a</sup> | Average<br>1989-91 | % of<br>total <sup>b</sup> |
|-----------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------------------|--------------------|----------------------------|
| <b>15,056.0</b> | <b>9,020.0</b> | <b>11,359.4</b> | <b>14,785.3</b> | <b>12,657.6</b> | <b>14,033.5</b> | <b>20,582.4</b> | <b>24,292.9</b> | <b>35,414.8</b> | <b>50,184.9</b>   | <b>36,630.9</b>    | <b>100.0</b>               |
| 9,006.4         | 5,454.0        | 7,083.5         | 9,849.8         | 8,331.1         | 9,076.8         | 13,312.7        | 17,107.9        | 24,961.5        | 36,097.9          | 26,055.8           | 71.1                       |
| 854.6           | 351.7          | 502.7           | 795.8           | 768.1           | 920.7           | 1,350.3         | 899.7           | 1,824.2         | 3,104.2           | 1,942.7            | 5.3                        |
| 913.9           | 363.7          | 484.0           | 589.3           | 738.7           | 945.1           | 1,386.2         | 1,010.9         | 1,602.0         | 2,717.0           | 1,776.6            | 4.9                        |
| 349.4           | 359.3          | 253.2           | 302.4           | 259.6           | 389.4           | 571.1           | 521.1           | 750.5           | 1,186.3           | 819.3              | 2.2                        |
| 431.8           | 166.8          | 224.2           | 230.7           | 204.4           | 191.9           | 281.4           | 387.6           | 521.8           | 717.8             | 542.4              | 1.5                        |
| 369.6           | 167.4          | 197.2           | 235.6           | 206.4           | 199.7           | 292.9           | 360.6           | 508.0           | 558.8             | 475.8              | 1.3                        |
| 278.0           | 170.3          | 209.8           | 312.0           | 221.7           | 246.9           | 362.1           | 312.8           | 431.1           | 534.8             | 426.2              | 1.2                        |
| 319.6           | 226.1          | 227.7           | 258.9           | 235.8           | 412.1           | 604.4           | 394.6           | 443.8           | 424.6             | 421.0              | 1.1                        |
| 346.9           | 137.4          | 230.2           | 223.9           | 174.0           | 194.8           | 285.7           | 324.8           | 359.9           | 395.9             | 360.2              | 1.0                        |
| 190.5           | 81.4           | 158.6           | 162.6           | 173.3           | 174.5           | 255.9           | 332.1           | 378.3           | 309.1             | 339.8              | 0.9                        |
| 177.2           | 55.0           | 106.1           | 151.1           | 180.9           | 152.4           | 223.5           | 231.0           | 369.4           | 383.6             | 328.0              | 0.9                        |
| 73.0            | 4.1            | 5.9             | 13.3            | 14.6            | 29.2            | 42.8            | 173.8           | 254.4           | 399.0             | 275.7              | 0.8                        |
| 81.2            | 46.6           | 82.7            | 97.1            | 103.4           | 120.6           | 176.9           | 141.2           | 259.3           | 299.5             | 233.3              | 0.6                        |
| 134.1           | 35.5           | 170.1           | 295.7           | 159.9           | 54.2            | 79.4            | 159.9           | 253.1           | 278.4             | 230.5              | 0.6                        |
| 25.2            | 21.4           | 14.9            | 12.3            | 17.8            | 30.6            | 44.9            | 177.2           | 199.0           | 218.9             | 198.4              | 0.5                        |
| 1,504.6         | 1,379.3        | 1,408.6         | 1,254.8         | 867.9           | 894.6           | 1,312.2         | 1,757.7         | 2,298.5         | 2,559.1           | 2,205.1            | 6.0                        |

Notes: Mexico's top 15 import suppliers based on 1989-1991 3-year average.

Imports valued at c.i.f.

Totals may not add due to rounding.

<sup>a</sup>Figures for 1991 are estimated on the basis of partner country reported data.

<sup>b</sup>Percent of total equals percent of 1989-1991 average total.

Source: International Monetary Fund, Direction of Trade computer data; Mexico as reporter country.

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

**Table I.19: Mexico's Top 10**  
**Merchandise Export Purchasers,**  
**Amounts as a Percentage of Total**  
**Mexican Merchandise Exports, and**  
**Rank, 1980-1991**

Export amounts—U.S. dollars in millions

| Year | Mexico's total exports | United States |                  | Rank |
|------|------------------------|---------------|------------------|------|
|      |                        | Amount        | Percent of total |      |
| 1980 | <b>\$15,541</b>        | \$10,072      | 64.8             | 1    |
| 1981 | <b>19,343</b>          | 10,716        | 55.4             | 1    |
| 1982 | <b>21,209</b>          | 11,129        | 52.5             | 1    |
| 1983 | <b>22,313</b>          | 13,034        | 58.4             | 1    |
| 1984 | <b>24,382</b>          | 14,130        | 58.0             | 1    |
| 1985 | <b>22,105</b>          | 13,341        | 60.4             | 1    |
| 1986 | <b>16,121</b>          | 10,424        | 64.7             | 1    |
| 1987 | <b>20,526</b>          | 13,265        | 64.6             | 1    |
| 1988 | <b>20,765</b>          | 13,419        | 64.6             | 1    |
| 1989 | <b>22,975</b>          | 16,092        | 70.0             | 1    |
| 1990 | <b>30,101</b>          | 21,935        | 72.9             | 1    |
| 1991 | <b>39,048</b>          | 29,027        | 74.3             | 1    |

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| Japan  |                  |      | Spain   |                  |      | Canada |                  |      | France |                  |      |
|--------|------------------|------|---------|------------------|------|--------|------------------|------|--------|------------------|------|
| Amount | Percent of total | Rank | Amount  | Percent of total | Rank | Amount | Percent of total | Rank | Amount | Percent of total | Rank |
| \$671  | 4.3              | 3    | \$1,238 | 8.0              | 2    | \$117  | 0.8              | 8    | \$567  | 3.6              | 5    |
| 1,157  | 6.0              | 3    | 1,921   | 9.9              | 2    | 661    | 3.4              | 7    | 900    | 4.7              | 4    |
| 1,450  | 6.8              | 3    | 1,815   | 8.6              | 2    | 584    | 2.8              | 8    | 931    | 4.4              | 4    |
| 1,512  | 6.8              | 3    | 1,617   | 7.2              | 2    | 467    | 2.1              | 8    | 832    | 3.7              | 5    |
| 1,868  | 7.7              | 2    | 1,703   | 7.0              | 3    | 495    | 2.0              | 7    | 928    | 3.8              | 5    |
| 1,709  | 7.7              | 2    | 1,700   | 7.7              | 3    | 393    | 1.8              | 7    | 816    | 3.7              | 4    |
| 1,115  | 6.9              | 2    | 886     | 5.5              | 3    | 224    | 1.4              | 6    | 434    | 2.7              | 4    |
| 1,347  | 6.6              | 2    | 1,231   | 6.0              | 3    | 312    | 1.5              | 6    | 581    | 2.8              | 4    |
| 1,362  | 6.6              | 2    | 1,245   | 6.0              | 3    | 316    | 1.5              | 6    | 587    | 2.8              | 4    |
| 1,311  | 5.7              | 2    | 1,132   | 4.9              | 3    | 272    | 1.2              | 6    | 480    | 2.1              | 4    |
| 1,611  | 5.3              | 2    | 1,086   | 3.6              | 3    | 725    | 2.4              | 4    | 659    | 2.2              | 5    |
| 1,584  | 4.1              | 3    | 1,194   | 3.1              | 4    | 2,131  | 5.5              | 2    | 582    | 1.5              | 6    |

(continued)

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

| Year | Mexico's total exports | Germany |                  |      |
|------|------------------------|---------|------------------|------|
|      |                        | Amount  | Percent of total | Rank |
| 1980 | \$15,541               | \$256   | 1.6              | 7    |
| 1981 | 19,343                 | 212     | 1.1              | 9    |
| 1982 | 21,209                 | 240     | 1.1              | 10   |
| 1983 | 22,313                 | 270     | 1.2              | 9    |
| 1984 | 24,382                 | 231     | 0.9              | 10   |
| 1985 | 22,105                 | 293     | 1.3              | 10   |
| 1986 | 16,121                 | 378     | 2.3              | 5    |
| 1987 | 20,526                 | 320     | 1.6              | 5    |
| 1988 | 20,765                 | 324     | 1.6              | 5    |
| 1989 | 22,975                 | 358     | 1.6              | 5    |
| 1990 | 30,101                 | 456     | 1.5              | 6    |
| 1991 | 39,048                 | 598     | 1.5              | 5    |



**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| United Kingdom |                  |      | Guatemala |                  |      | Brazil |                  |      | Belgium-Luxembourg |                  |      |
|----------------|------------------|------|-----------|------------------|------|--------|------------------|------|--------------------|------------------|------|
| Amount         | Percent of total | Rank | Amount    | Percent of total | Rank | Amount | Percent of total | Rank | Amount             | Percent of total | Rank |
| \$43           | 0.3              | 20   | \$59      | 0.4              | 16   | \$406  | 2.6              | 6    | \$77               | 0.5              | 13   |
| 242            | 1.3              | 8    | 129       | 0.7              | 11   | 748    | 3.9              | 5    | 66                 | 0.3              | 24   |
| 913            | 4.3              | 5    | 107       | 0.5              | 16   | 715    | 3.4              | 7    | 67                 | 0.3              | 24   |
| 916            | 4.1              | 4    | 69        | 0.3              | 19   | 640    | 2.9              | 6    | 58                 | 0.3              | 22   |
| 1,020          | 4.2              | 4    | 103       | 0.4              | 15   | 562    | 2.3              | 6    | 82                 | 0.3              | 18   |
| 678            | 3.1              | 5    | 101       | 0.5              | 15   | 298    | 1.3              | 9    | 62                 | 0.3              | 21   |
| 221            | 1.4              | 7    | 66        | 0.4              | 19   | 167    | 1.0              | 9    | 81                 | 0.5              | 16   |
| 311            | 1.5              | 7    | 114       | 0.6              | 18   | 163    | 0.8              | 11   | 250                | 1.2              | 8    |
| 315            | 1.5              | 7    | 116       | 0.6              | 18   | 165    | 0.8              | 11   | 253                | 1.2              | 8    |
| 179            | 0.8              | 10   | 200       | 0.9              | 7    | 192    | 0.8              | 9    | 137                | 0.6              | 13   |
| 238            | 0.8              | 7    | 207       | 0.7              | 8    | 196    | 0.7              | 9    | 173                | 0.6              | 10   |
| 235            | 0.6              | 7    | 228       | 0.6              | 9    | 188    | 0.5              | 11   | 232                | 0.6              | 8    |

Notes: Top 10 export purchasers based on 1989-1991 3-year average.

Figures for 1991 are estimated on the basis of partner country reported data.

Exports are valued at f.o.b.

Source: International Monetary Fund, Direction of Trade computer data; Mexico as reporter country.

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

**Table I.20: Mexico's Top 10**  
**Merchandise Import Suppliers,**  
**Amounts as a Percentage of Total**  
**Mexican Merchandise Imports, and**  
**Rank, 1980-1991**

Import amounts—U.S. dollars in millions

| Year | Mexico's total imports | United States |                  |      |
|------|------------------------|---------------|------------------|------|
|      |                        | Amount        | Percent of total | Rank |
| 1980 | <b>\$19,446</b>        | \$11,979      | 61.6             | 1    |
| 1981 | <b>24,126</b>          | 15,398        | 63.8             | 1    |
| 1982 | <b>15,056</b>          | 9,006         | 59.8             | 1    |
| 1983 | <b>9,020</b>           | 5,454         | 60.5             | 1    |
| 1984 | <b>11,359</b>          | 7,084         | 62.4             | 1    |
| 1985 | <b>14,785</b>          | 9,850         | 66.6             | 1    |
| 1986 | <b>12,658</b>          | 8,331         | 65.8             | 1    |
| 1987 | <b>14,034</b>          | 9,077         | 64.7             | 1    |
| 1988 | <b>20,582</b>          | 13,313        | 64.7             | 1    |
| 1989 | <b>24,293</b>          | 17,108        | 70.4             | 1    |
| 1990 | <b>35,415</b>          | 24,962        | 70.5             | 1    |
| 1991 | <b>50,185</b>          | 36,098        | 71.9             | 1    |

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| Japan  |                  |      | Germany |                  |      | France |                  |      | Italy  |                  |      |
|--------|------------------|------|---------|------------------|------|--------|------------------|------|--------|------------------|------|
| Amount | Percent of total | Rank | Amount  | Percent of total | Rank | Amount | Percent of total | Rank | Amount | Percent of total | Rank |
| \$989  | 5.1              | 2    | \$972   | 5.0              | 3    | \$521  | 2.7              | 4    | \$305  | 1.6              | 9    |
| 1,205  | 5.0              | 2    | 1,190   | 4.9              | 3    | 588    | 2.4              | 5    | 432    | 1.8              | 8    |
| 855    | 5.7              | 3    | 914     | 6.1              | 2    | 349    | 2.3              | 6    | 432    | 2.9              | 4    |
| 352    | 3.9              | 4    | 364     | 4.0              | 2    | 359    | 4.0              | 3    | 167    | 1.9              | 8    |
| 503    | 4.4              | 2    | 484     | 4.3              | 3    | 253    | 2.2              | 4    | 224    | 2.0              | 7    |
| 796    | 5.4              | 2    | 589     | 4.0              | 3    | 302    | 2.0              | 5    | 231    | 1.6              | 9    |
| 768    | 6.1              | 2    | 739     | 5.8              | 3    | 260    | 2.1              | 4    | 204    | 1.6              | 8    |
| 921    | 6.6              | 3    | 945     | 6.7              | 2    | 389    | 2.8              | 5    | 192    | 1.4              | 9    |
| 1,350  | 6.6              | 3    | 1,386   | 6.7              | 2    | 571    | 2.8              | 5    | 281    | 1.4              | 9    |
| 900    | 3.7              | 3    | 1,011   | 4.2              | 2    | 521    | 2.1              | 4    | 388    | 1.6              | 6    |
| 1,824  | 5.2              | 2    | 1,602   | 4.5              | 3    | 751    | 2.1              | 4    | 522    | 1.5              | 5    |
| 3,104  | 6.2              | 2    | 2,717   | 5.4              | 3    | 1,186  | 2.4              | 4    | 718    | 1.4              | 5    |

(continued)

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

| <b>Year</b> | <b>Mexico's total imports</b> | <b>Spain</b>  |                         |             |
|-------------|-------------------------------|---------------|-------------------------|-------------|
|             |                               | <b>Amount</b> | <b>Percent of total</b> | <b>Rank</b> |
| 1980        | <b>\$19,446</b>               | \$348         | 1.8                     | 8           |
| 1981        | <b>24,126</b>                 | 472           | 2.0                     | 6           |
| 1982        | <b>15,056</b>                 | 370           | 2.5                     | 5           |
| 1983        | <b>9,020</b>                  | 167           | 1.9                     | 7           |
| 1984        | <b>11,359</b>                 | 197           | 1.7                     | 9           |
| 1985        | <b>14,785</b>                 | 236           | 1.6                     | 8           |
| 1986        | <b>12,658</b>                 | 206           | 1.6                     | 7           |
| 1987        | <b>14,034</b>                 | 200           | 1.4                     | 7           |
| 1988        | <b>20,582</b>                 | 293           | 1.4                     | 7           |
| 1989        | <b>24,293</b>                 | 361           | 1.5                     | 7           |
| 1990        | <b>35,415</b>                 | 508           | 1.4                     | 6           |
| 1991        | <b>50,185</b>                 | 559           | 1.1                     | 6           |

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

| United Kingdom |                  |      | Canada |                  |      | Brazil |                  |      | Switzerland |                  |      |
|----------------|------------------|------|--------|------------------|------|--------|------------------|------|-------------|------------------|------|
| Amount         | Percent of total | Rank | Amount | Percent of total | Rank | Amount | Percent of total | Rank | Amount      | Percent of total | Rank |
| \$405          | 2.1              | 6    | \$353  | 1.8              | 7    | \$464  | 2.4              | 5    | \$187       | 1.0              | 11   |
| 429            | 1.8              | 9    | 446    | 1.8              | 7    | 609    | 2.5              | 4    | 221         | 0.9              | 11   |
| 278            | 1.9              | 9    | 320    | 2.1              | 8    | 347    | 2.3              | 7    | 191         | 1.3              | 10   |
| 170            | 1.8              | 6    | 226    | 2.5              | 5    | 137    | 1.5              | 9    | 81          | 0.9              | 10   |
| 210            | 1.9              | 8    | 228    | 2.0              | 6    | 230    | 2.0              | 5    | 159         | 1.4              | 11   |
| 312            | 2.1              | 4    | 259    | 1.8              | 7    | 224    | 1.5              | 10   | 163         | 1.1              | 11   |
| 222            | 1.8              | 6    | 236    | 1.9              | 5    | 174    | 1.4              | 10   | 173         | 1.4              | 11   |
| 247            | 1.8              | 6    | 412    | 2.9              | 4    | 195    | 1.4              | 8    | 175         | 1.2              | 10   |
| 362            | 1.8              | 6    | 604    | 2.9              | 4    | 286    | 1.4              | 8    | 256         | 1.2              | 10   |
| 313            | 1.3              | 10   | 395    | 1.6              | 5    | 325    | 1.3              | 9    | 332         | 1.4              | 8    |
| 431            | 1.2              | 8    | 444    | 1.3              | 7    | 360    | 1.0              | 11   | 378         | 1.1              | 9    |
| 535            | 1.1              | 7    | 425    | 0.8              | 8    | 396    | 0.8              | 10   | 309         | 0.6              | 12   |

Notes: Top 10 import suppliers based on 1989-1991 3-year average.

Figures for 1991 are estimated on the basis of partner country reported data.

Imports valued at c.i.f.

Source: International Monetary Fund, Direction of Trade computer data; Mexico as reporter country.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.21: Canada's Merchandise Exports to Mexico by Selected Products, 1980-1990**

U.S. dollars in millions

|   | 1980         | 1981         | 1982         | 1983         | 1984         | 1985         | 1986         | 1987         | 1988         | 1989         | 1990         |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total exports</b>                                    | <b>\$413</b> | <b>\$605</b> | <b>\$367</b> | <b>\$305</b> | <b>\$274</b> | <b>\$290</b> | <b>\$290</b> | <b>\$394</b> | <b>\$409</b> | <b>\$525</b> | <b>\$520</b> |
| <b>Total selected products</b>                          | <b>392</b>   | <b>565</b>   | <b>352</b>   | <b>286</b>   | <b>261</b>   | <b>273</b>   | <b>277</b>   | <b>381</b>   | <b>390</b>   | <b>493</b>   | <b>471</b>   |
| Foodstuffs  | 86           | 161          | 82           | 76           | 72           | 73           | 68           | 105          | 131          | 129          | 99           |
| Crude materials <sup>a</sup>                            | 45           | 53           | 42           | 24           | 32           | 29           | 53           | 83           | 71           | 60           | 66           |
| Fuels   | 2            | 13           | 6            | 2            | 9            | 11           | 4            | 0            | 2            | 0            | 4            |
| Textiles and apparel                                    | 1            | 1            | 1            | 0            | 1            | 2            | 1            | 3            | 6            | 8            | 6            |
| Iron and steel, and metal products                      | 80           | 87           | 35           | 29           | 35           | 40           | 41           | 50           | 41           | 81           | 60           |
| Furniture, wood and paper products, ceramics, and glass | 24           | 49           | 18           | 8            | 5            | 6            | 5            | 7            | 9            | 13           | 25           |
| Chemicals   | 14           | 19           | 10           | 10           | 11           | 15           | 10           | 6            | 17           | 8            | 10           |
| Footwear and leather                                    | 0            | 1            | 0            | 0            | 1            | 0            | 0            | 0            | 0            | 1            | 0            |
| Machinery   | 56           | 73           | 69           | 40           | 41           | 32           | 40           | 51           | 34           | 54           | 50           |
| Telecommunications and office equipment                 | 16           | 16           | 16           | 14           | 11           | 9            | 10           | 6            | 15           | 21           | 38           |
| Electrical machinery                                    | 5            | 6            | 5            | 1            | 5            | 3            | 3            | 6            | 14           | 20           | 19           |
| Road vehicles and other transport equipment             | 63           | 87           | 66           | 81           | 37           | 53           | 42           | 62           | 49           | 97           | 94           |
| Toys  | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            | 0            |
| <b>All other products</b>                               | <b>21</b>    | <b>40</b>    | <b>14</b>    | <b>19</b>    | <b>13</b>    | <b>17</b>    | <b>13</b>    | <b>13</b>    | <b>19</b>    | <b>32</b>    | <b>48</b>    |

Notes: Selected products are defined according to the following U.N. SITC Revision 2 codes: Foodstuffs: .0.+1.+4.+22.; Crude materials: .24.+25.+27.+28.+68.; Fuels: .3.; Textiles and apparel: .26.+65.+84.; Iron and steel, and metal products: .67.+69.; Furniture, wood and paper products, ceramics, and glass: .63.+64.+66.+82.; Chemicals: .5.; Footwear and leather: .61.+85.; Machinery: .71.+72.+73.+74.; Telecommunications and office equipment: .75.+76.; Electrical machinery: .77.; Road vehicles and other transport equipment: .78.+79.; Toys: .8942.

Exports valued at f.o.b.

Totals may not add due to rounding.

<sup>a</sup>Crude materials include wood, minerals, and metals.

Source: U.N. SITC Revision 2 trade data; Canada as reporter country.

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

**Table I.22: Canada's Merchandise Imports From Mexico by Selected Products, 1980-1990**

U.S. dollars in millions

|   | 1980         | 1981         | 1982         | 1983         | 1984           | 1985         | 1986         | 1987         | 1988           | 1989           | 1990           |
|---|--------------|--------------|--------------|--------------|----------------|--------------|--------------|--------------|----------------|----------------|----------------|
| <b>Total Imports</b>                                    | <b>\$295</b> | <b>\$875</b> | <b>\$810</b> | <b>\$884</b> | <b>\$1,110</b> | <b>\$974</b> | <b>\$847</b> | <b>\$882</b> | <b>\$1,087</b> | <b>\$1,435</b> | <b>\$1,482</b> |
| <b>Total selected products</b>                          | <b>285</b>   | <b>864</b>   | <b>800</b>   | <b>872</b>   | <b>1,094</b>   | <b>961</b>   | <b>833</b>   | <b>851</b>   | <b>1,005</b>   | <b>1,244</b>   | <b>1,444</b>   |
| Foodstuffs  | 76           | 82           | 68           | 66           | 63             | 70           | 81           | 82           | 101            | 107            | 151            |
| Crude materials <sup>a</sup>                            | 18           | 17           | 14           | 15           | 17             | 16           | 14           | 24           | 60             | 33             | 26             |
| Fuels   | 116          | 675          | 615          | 524          | 448            | 353          | 113          | 101          | 49             | 42             | 49             |
| Textiles and apparel                                    | 15           | 14           | 9            | 17           | 17             | 12           | 14           | 30           | 31             | 41             | 35             |
| Iron and steel, and metal products                      | 3            | 2            | 3            | 5            | 7              | 7            | 21           | 24           | 35             | 29             | 24             |
| Furniture, wood and paper products, ceramics, and glass | 2            | 2            | 1            | 3            | 3              | 2            | 2            | 4            | 23             | 28             | 37             |
| Chemicals   | 6            | 6            | 4            | 6            | 6              | 9            | 8            | 11           | 12             | 16             | 14             |
| Footwear and leather                                    | 3            | 4            | 2            | 2            | 1              | 2            | 1            | 2            | 3              | 5              | 5              |
| Machinery   | 12           | 16           | 22           | 98           | 360            | 254          | 275          | 173          | 249            | 274            | 328            |
| Telecommunications and office equipment                 | 18           | 30           | 32           | 58           | 63             | 75           | 69           | 96           | 142            | 248            | 254            |
| Electrical machinery                                    | 5            | 8            | 7            | 12           | 20             | 18           | 19           | 19           | 137            | 155            | 164            |
| Road vehicles and other transport equipment             | 6            | 6            | 20           | 64           | 84             | 138          | 211          | 281          | 157            | 253            | 348            |
| Toys  | 4            | 3            | 2            | 2            | 4              | 5            | 4            | 3            | 6              | 13             | 11             |
| <b>All other products</b>                               | <b>10</b>    | <b>10</b>    | <b>10</b>    | <b>12</b>    | <b>16</b>      | <b>13</b>    | <b>14</b>    | <b>32</b>    | <b>82</b>      | <b>191</b>     | <b>38</b>      |

Notes: Selected products are defined according to the following U.N. SITC Revision 2 codes: Foodstuffs: .0.+1.+4.+22.; Crude materials: .24.+25.+27.+28.+68.; Fuels: .3.; Textiles and apparel: .26.+65.+84.; Iron and steel, and metal products: .67.+69.; Furniture, wood and paper products, ceramics, and glass: .63.+64.+66.+82.; Chemicals: .5.; Footwear and leather: .61.+85.; Machinery: .71.+72.+73.+74.; Telecommunications and office equipment: .75.+76.; Electrical machinery: .77.; Road vehicles and other transport equipment: .78.+79.; Toys: .8942.

Imports valued at c.i.f.

Totals may not add due to rounding.

<sup>a</sup>Crude materials include wood, minerals, and metals.

Source: U.N. SITC Revision 2 trade data; Canada as reporter country.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.23: Japan's Merchandise Exports to Mexico by Selected Products, 1980-1990**

U.S. dollars in millions

|   | 1980           | 1981           | 1982         | 1983         | 1984         | 1985         | 1986           | 1987           | 1988           | 1989           | 1990           |
|---|----------------|----------------|--------------|--------------|--------------|--------------|----------------|----------------|----------------|----------------|----------------|
| <b>Total exports</b>                                    | <b>\$1,223</b> | <b>\$1,705</b> | <b>\$976</b> | <b>\$579</b> | <b>\$888</b> | <b>\$994</b> | <b>\$1,032</b> | <b>\$1,389</b> | <b>\$1,772</b> | <b>\$1,908</b> | <b>\$2,271</b> |
| <b>Total selected products</b>                          | <b>1,138</b>   | <b>1,583</b>   | <b>916</b>   | <b>549</b>   | <b>845</b>   | <b>931</b>   | <b>971</b>     | <b>1,313</b>   | <b>1,614</b>   | <b>1,694</b>   | <b>2,029</b>   |
| Foodstuffs  | 1              | 1              | 1            | 1            | 0            | 0            | 0              | 1              | 1              | 1              | 1              |
| Crude materials <sup>a</sup>                            | 2              | 2              | 2            | 1            | 1            | 3            | 8              | 5              | 5              | 8              | 19             |
| Fuels   | 2              | 2              | 0            | 1            | 0            | 2            | 1              | 1              | 1              | 2              | 2              |
| Textiles and apparel                                    | 13             | 9              | 5            | 14           | 3            | 4            | 8              | 14             | 18             | 26             | 26             |
| Iron and steel, and metal products                      | 381            | 465            | 213          | 90           | 159          | 125          | 105            | 93             | 159            | 187            | 220            |
| Furniture, wood and paper products, ceramics, and glass | 6              | 10             | 7            | 3            | 5            | 7            | 10             | 13             | 30             | 26             | 28             |
| Chemicals   | 45             | 42             | 33           | 20           | 23           | 30           | 29             | 38             | 44             | 54             | 65             |
| Footwear and leather                                    | 0              | 0              | 0            | 0            | 0            | 0            | 0              | 0              | 0              | 0              | 0              |
| Machinery   | 333            | 509            | 358          | 184          | 300          | 328          | 244            | 255            | 352            | 403            | 471            |
| Telecommunications and office equipment                 | 124            | 185            | 87           | 54           | 105          | 162          | 259            | 253            | 299            | 277            | 373            |
| Electrical machinery                                    | 102            | 150            | 108          | 96           | 133          | 135          | 140            | 189            | 337            | 419            | 459            |
| Road vehicles and other transport equipment             | 123            | 204            | 99           | 87           | 116          | 132          | 166            | 450            | 366            | 287            | 361            |
| Toys  | 4              | 5              | 2            | 0            | 0            | 1            | 1              | 0              | 1              | 3              | 3              |
| <b>All other products</b>                               | <b>86</b>      | <b>122</b>     | <b>60</b>    | <b>30</b>    | <b>43</b>    | <b>63</b>    | <b>61</b>      | <b>76</b>      | <b>158</b>     | <b>214</b>     | <b>242</b>     |

Notes: Selected products are defined according to the following U.N. SITC Revision 2 codes: Foodstuffs: .0.+1.+4.+22.; Crude materials: .24.+25.+27.+28.+68.; Fuels: .3.; Textiles and apparel: .26.+65.+84.; Iron and steel, and metal products: .67.+69.; Furniture, wood and paper products, ceramics, and glass: .63.+64.+66.+82.; Chemicals: .5.; Footwear and leather: .61.+85.; Machinery: .71.+72.+73.+74.; Telecommunications and office equipment: .75.+76.; Electrical machinery: .77.; Road vehicles and other transport equipment: .78.+79.; Toys: .8942.

Exports valued at f.o.b.

Totals may not add due to rounding.

<sup>a</sup>Crude materials include wood, minerals, and metals.

Source: U.N. SITC Revision 2 trade data; Japan as reporter country.



**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.24: Japan's Merchandise Imports From Mexico by Selected Products, 1980-1990**

U.S. dollars in millions

|   | 1980         | 1981           | 1982           | 1983           | 1984           | 1985           | 1986           | 1987           | 1988           | 1989           | 1990           |
|---|--------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Total Imports</b>                                    | <b>\$934</b> | <b>\$1,437</b> | <b>\$1,522</b> | <b>\$1,889</b> | <b>\$2,260</b> | <b>\$1,870</b> | <b>\$1,439</b> | <b>\$1,625</b> | <b>\$1,591</b> | <b>\$1,730</b> | <b>\$1,931</b> |
| <b>Total selected products</b>                          | <b>930</b>   | <b>1,432</b>   | <b>1,516</b>   | <b>1,881</b>   | <b>2,245</b>   | <b>1,856</b>   | <b>1,431</b>   | <b>1,615</b>   | <b>1,578</b>   | <b>1,710</b>   | <b>1,903</b>   |
| Foodstuffs  | 109          | 89             | 95             | 94             | 82             | 62             | 95             | 135            | 187            | 187            | 149            |
| Crude materials*  | 406          | 253            | 186            | 216            | 213            | 196            | 148            | 173            | 238            | 301            | 280            |
| Fuels   | 255          | 932            | 1,126          | 1,453          | 1,787          | 1,479          | 1,071          | 1,153          | 941            | 959            | 1,188          |
| Textiles and apparel                                    | 109          | 118            | 65             | 45             | 65             | 27             | 24             | 24             | 27             | 34             | 24             |
| Iron and steel, and metal products                      | 4            | 0              | 0              | 12             | 8              | 4              | 3              | 26             | 25             | 23             | 25             |
| Furniture, wood and paper products, ceramics, and glass | 5            | 7              | 6              | 4              | 4              | 4              | 2              | 3              | 4              | 6              | 9              |
| Chemicals   | 18           | 18             | 24             | 32             | 57             | 49             | 57             | 66             | 91             | 91             | 94             |
| Footwear and leather                                    | 1            | 1              | 1              | 1              | 1              | 0              | 1              | 1              | 2              | 3              | 2              |
| Machinery   | 6            | 4              | 3              | 18             | 10             | 18             | 11             | 3              | 8              | 40             | 52             |
| Telecommunications and office equipment                 | 12           | 6              | 6              | 2              | 13             | 13             | 14             | 21             | 49             | 59             | 69             |
| Electrical machinery                                    | 1            | 2              | 3              | 3              | 5              | 4              | 2              | 4              | 4              | 5              | 7              |
| Road vehicles and other transport equipment             | 0            | 0              | 0              | 0              | 0              | 0              | 2              | 3              | 1              | 1              | 1              |
| Toys  | 1            | 1              | 1              | 0              | 0              | 0              | 1              | 2              | 2              | 1              | 2              |
| <b>All other products</b>                               | <b>5</b>     | <b>6</b>       | <b>6</b>       | <b>8</b>       | <b>14</b>      | <b>14</b>      | <b>8</b>       | <b>10</b>      | <b>12</b>      | <b>19</b>      | <b>28</b>      |

Notes: Selected products are defined according to the following U.N. SITC Revision 2 codes: Foodstuffs: .0.+1.+4.+22.; Crude materials: .24.+25.+27.+28.+68.; Fuels: .3.; Textiles and apparel: .26.+65.+84.; Iron and steel, and metal products: .67.+69.; Furniture, wood and paper products, ceramics, and glass: .63.+64.+66.+82.; Chemicals: .5.; Footwear and leather: .61.+85.; Machinery: .71.+72.+73.+74.; Telecommunications and office equipment: .75.+76.; Electrical machinery: .77.; Road vehicles and other transport equipment: .78.+79.; Toys: .8942.

Imports valued at c.i.f.

Totals may not add due to rounding.

\*Crude materials include wood, minerals, and metals.

Source: U.N. SITC Revision 2 trade data; Japan as reporter country.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.25: Germany's Merchandise Exports to Mexico by Selected Products, 1980-1990**

U.S. dollars in millions

|   | 1980           | 1981           | 1982           | 1983         | 1984         | 1985         | 1986         | 1987         | 1988         | 1989           | 1990           |
|---|----------------|----------------|----------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------|----------------|
| <b>Total exports</b>                                    | <b>\$1,217</b> | <b>\$1,478</b> | <b>\$1,042</b> | <b>\$529</b> | <b>\$639</b> | <b>\$817</b> | <b>\$879</b> | <b>\$829</b> | <b>\$962</b> | <b>\$1,380</b> | <b>\$1,812</b> |
| <b>Total selected products</b>                          | <b>1,106</b>   | <b>1,342</b>   | <b>954</b>     | <b>474</b>   | <b>589</b>   | <b>756</b>   | <b>778</b>   | <b>736</b>   | <b>881</b>   | <b>1,245</b>   | <b>1,651</b>   |
| Foodstuffs  | 6              | 7              | 7              | 9            | 2            | 2            | 5            | 5            | 19           | 57             | 144            |
| Crude materials <sup>a</sup>                            | 14             | 10             | 11             | 2            | 3            | 10           | 7            | 6            | 10           | 14             | 17             |
| Fuels   | 1              | 2              | 1              | 1            | 1            | 1            | 1            | 1            | 2            | 2              | 2              |
| Textiles and apparel                                    | 8              | 9              | 5              | 1            | 2            | 4            | 3            | 4            | 6            | 13             | 24             |
| Iron and steel, and metal products                      | 161            | 323            | 165            | 40           | 91           | 97           | 109          | 74           | 111          | 163            | 221            |
| Furniture, wood and paper products, ceramics, and glass | 14             | 14             | 10             | 6            | 6            | 8            | 9            | 16           | 24           | 40             | 45             |
| Chemicals   | 139            | 138            | 93             | 79           | 98           | 112          | 113          | 137          | 157          | 195            | 220            |
| Footwear and leather                                    | 0              | 0              | 0              | 0            | 0            | 0            | 0            | 0            | 0            | 0              | 0              |
| Machinery   | 431            | 453            | 312            | 150          | 128          | 203          | 222          | 271          | 309          | 356            | 546            |
| Telecommunications and office equipment                 | 33             | 31             | 22             | 10           | 17           | 18           | 21           | 17           | 39           | 63             | 57             |
| Electrical machinery                                    | 49             | 69             | 53             | 23           | 24           | 38           | 39           | 31           | 61           | 86             | 124            |
| Road vehicles and other transport equipment             | 249            | 285            | 275            | 155          | 217          | 264          | 248          | 174          | 141          | 256            | 249            |
| Toys  | 0              | 1              | 0              | 0            | 0            | 1            | 0            | 0            | 0            | 1              | 1              |
| <b>All other products</b>                               | <b>111</b>     | <b>136</b>     | <b>88</b>      | <b>54</b>    | <b>50</b>    | <b>61</b>    | <b>101</b>   | <b>93</b>    | <b>81</b>    | <b>135</b>     | <b>162</b>     |

Notes: Selected products are defined according to the following U.N. SITC Revision 2 codes: Foodstuffs: .0.+1.+4.+22.; Crude materials: .24.+25.+27.+28.+68.; Fuels: .3.; Textiles and apparel: .26.+65.+84.; Iron and steel, and metal products: .67.+69.; Furniture, wood and paper products, ceramics, and glass: .63.+64.+66.+82.; Chemicals: .5.; Footwear and leather: .61.+85.; Machinery: .71.+72.+73.+74.; Telecommunications and office equipment: .75.+76.; Electrical machinery: .77.; Road vehicles and other transport equipment: .78.+79.; Toys: .8942.

Exports valued at f.o.b.

Totals may not add due to rounding.

Totals for Germany reflect West German trade with Mexico before Germany's reunification.

<sup>a</sup>Crude materials include wood, minerals, and metals.

Source: U.N. SITC Revision 2 trade data; Germany as reporter country.

**Appendix I**  
**Mexico's Bilateral Trade Flows With the**  
**United States and Other Selected Countries**

**Table I.26: Germany's Merchandise Imports From Mexico by Selected Products, 1980-1990**

U.S. dollars in millions

|   | 1980         | 1981         | 1982         | 1983         | 1984         | 1985         | 1986         | 1987         | 1988         | 1989         | 1990         |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total Imports</b>                                    | <b>\$318</b> | <b>\$296</b> | <b>\$244</b> | <b>\$260</b> | <b>\$259</b> | <b>\$332</b> | <b>\$342</b> | <b>\$404</b> | <b>\$430</b> | <b>\$495</b> | <b>\$598</b> |
| <b>Total selected products</b>                          | <b>302</b>   | <b>270</b>   | <b>228</b>   | <b>244</b>   | <b>243</b>   | <b>312</b>   | <b>315</b>   | <b>374</b>   | <b>405</b>   | <b>469</b>   | <b>562</b>   |
| Foodstuffs  | 94           | 71           | 74           | 69           | 48           | 37           | 76           | 73           | 70           | 73           | 67           |
| Crude materials <sup>a</sup>                            | 101          | 91           | 73           | 59           | 81           | 64           | 60           | 47           | 90           | 51           | 36           |
| Fuels   | 15           | 39           | 12           | 21           | 0            | 85           | 0            | 49           | 14           | 30           | 50           |
| Textiles and apparel                                    | 17           | 7            | 10           | 9            | 12           | 12           | 18           | 20           | 17           | 10           | 16           |
| Iron and steel, and metal products                      | 1            | 1            | 1            | 7            | 5            | 2            | 23           | 14           | 3            | 7            | 16           |
| Furniture, wood and paper products, ceramics, and glass | 4            | 3            | 4            | 9            | 10           | 5            | 8            | 3            | 2            | 3            | 6            |
| Chemicals   | 6            | 16           | 5            | 12           | 16           | 20           | 13           | 15           | 13           | 38           | 55           |
| Footwear and leather                                    | 1            | 0            | 1            | 0            | 1            | 1            | 3            | 7            | 5            | 7            | 12           |
| Machinery   | 5            | 3            | 5            | 11           | 25           | 40           | 67           | 97           | 123          | 173          | 216          |
| Telecommunications and office equipment                 | 4            | 3            | 2            | 3            | 3            | 3            | 3            | 5            | 7            | 8            | 14           |
| Electrical machinery                                    | 5            | 4            | 4            | 2            | 6            | 9            | 6            | 5            | 7            | 10           | 13           |
| Road vehicles and other transport equipment             | 49           | 31           | 37           | 40           | 37           | 34           | 35           | 38           | 50           | 54           | 57           |
| Toys  | 1            | 1            | 1            | 1            | 1            | 1            | 2            | 1            | 2            | 4            | 5            |
| <b>All other products</b>                               | <b>17</b>    | <b>26</b>    | <b>16</b>    | <b>16</b>    | <b>15</b>    | <b>21</b>    | <b>27</b>    | <b>30</b>    | <b>26</b>    | <b>26</b>    | <b>36</b>    |

Notes: Selected products are defined according to the following U.N. SITC Revision 2 codes: Foodstuffs: .0.+1.+4.+22.; Crude materials: .24.+25.+27.+28.+68.; Fuels: .3.; Textiles and apparel: .26.+65.+84.; Iron and steel, and metal products: .67.+69.; Furniture, wood and paper products, ceramics, and glass: .63.+64.+66.+82.; Chemicals: .5.; Footwear and leather: .61.+85.; Machinery: .71.+72.+73.+74.; Telecommunications and office equipment: .75.+76.; Electrical machinery: .77.; Road vehicles and other transport equipment: .78.+79.; Toys: .8942.

Imports valued at c.i.f.

Totals may not add due to rounding.

Totals for Germany reflect West German trade with Mexico before Germany's reunification.

<sup>a</sup>Crude materials include wood, minerals, and metals.

Source: U.N. SITC Revision 2 trade data; Germany as reporter country.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.27: Canada's, Japan's, and Germany's Exports to and Imports From Mexico, as a Percentage of U.S. Exports to and Imports From Mexico, 1980-1990**

In percent

| Year | Canada   |  | Japan  |  | Germany <sup>a</sup>   |  |
|------|--|--|--|--|--|--|
|      | Merchandise exports to Mexico as percent of U.S. merchandise exports to Mexico | Merchandise imports from Mexico as percent of U.S. merchandise imports from Mexico | Merchandise exports to Mexico as percent of U.S. merchandise exports to Mexico | Merchandise imports from Mexico as percent of U.S. merchandise imports from Mexico | Merchandise exports to Mexico as percent of U.S. merchandise exports to Mexico | Merchandise imports from Mexico as percent of U.S. merchandise imports from Mexico |
| 1980 | 2.7  | 2.3  | 8.1  | 7.3  | 8.0  | 2.5  |
| 1981 | 3.4  | 6.2  | 9.6  | 10.3   | 8.3  | 2.1  |
| 1982 | 3.1  | 5.1  | 8.3  | 9.7  | 8.9  | 1.5  |
| 1983 | 3.4  | 5.2  | 6.4  | 11.1   | 5.8  | 1.5  |
| 1984 | 2.3  | 6.1  | 7.4  | 12.4   | 5.3  | 1.4  |
| 1985 | 2.2  | 5.0  | 7.4  | 9.7  | 6.1  | 1.7  |
| 1986 | 2.3  | 4.8  | 8.3  | 8.2  | 7.1  | 1.9  |
| 1987 | 2.7  | 4.3  | 9.5  | 7.9  | 5.7  | 2.0  |
| 1988 | 2.0  | 4.6  | 8.6  | 6.8  | 4.7  | 1.8  |
| 1989 | 2.1  | 5.2  | 7.6  | 6.3  | 5.5  | 1.8  |
| 1990 | 1.8  | 4.8  | 8.0  | 6.3  | 6.4  | 1.9  |

<sup>a</sup>Totals for Germany reflect West German trade with Mexico before Germany's reunification.

Source: U.N. SITC Revision 2 trade data; Canada, Japan, and Germany as reporter countries.

**Appendix I  
Mexico's Bilateral Trade Flows With the  
United States and Other Selected Countries**

**Table I.28: Canada's, Japan's, and Germany's Exports to and Imports From Mexico, as a Percentage of Each Country's Total Exports and Imports, 1980-1990**

In percent

| Year | Canada  |   | Japan   |   | Germany <sup>a</sup>  |   |
|------|---|---|---|---|---|---|
|      | Merchandise exports to Mexico as percent of total merchandise exports | Merchandise Imports from Mexico as percent of total merchandise Imports | Merchandise exports to Mexico as percent of total merchandise exports | Merchandise Imports from Mexico as percent of total merchandise imports | Merchandise exports to Mexico as percent of total merchandise exports | Merchandise Imports from Mexico as percent of total merchandise Imports |
| 1980 | 0.6   | 0.5   | 0.9   | 0.7   | 0.6   | 0.2   |
| 1981 | 0.9   | 1.3   | 1.1   | 1.0   | 0.8   | 0.2   |
| 1982 | 0.5   | 1.5   | 0.7   | 1.2   | 0.6   | 0.2   |
| 1983 | 0.4   | 1.4   | 0.4   | 1.5   | 0.3   | 0.2   |
| 1984 | 0.3   | 1.5   | 0.5   | 1.7   | 0.4   | 0.2   |
| 1985 | 0.3   | 1.3   | 0.6   | 1.4   | 0.4   | 0.2   |
| 1986 | 0.3   | 1.0   | 0.5   | 1.1   | 0.4   | 0.2   |
| 1987 | 0.4   | 1.0   | 0.6   | 1.1   | 0.3   | 0.2   |
| 1988 | 0.4   | 1.0   | 0.7   | 0.8   | 0.3   | 0.2   |
| 1989 | 0.5   | 1.3   | 0.7   | 0.8   | 0.4   | 0.2   |
| 1990 | 0.4   | 1.3   | 0.8   | 0.8   | 0.5   | 0.2   |

<sup>a</sup>Totals for Germany reflect West German trade with Mexico before Germany's reunification.

Source: U.N. SITC Revision 2 trade data; Canada, Japan, and Germany as reporter countries.

# Foreign Direct Investment

**Table II.1: Cumulative Mexican Direct Investment in the United States, 1980-1991**

U.S. dollars in millions

| <b>Year</b> | <b>Total foreign direct investment in the United States</b> | <b>Mexico's direct investment in the United States</b> | <b>Percent of total</b> |
|-------------|---|--|-------------------------|
| 1980        | \$83,046  | \$136  | 0.2                     |
| 1981        | 108,714   | 163  | 0.2                     |
| 1982        | 124,677   | 259  | 0.2                     |
| 1983        | 137,061   | 244  | 0.2                     |
| 1984        | 164,583   | 308  | 0.2                     |
| 1985        | 184,615   | 533  | 0.3                     |
| 1986        | 220,414   | 847  | 0.4                     |
| 1987        | 263,394   | 180  | 0.1                     |
| 1988        | 314,754   | 218  | 0.1                     |
| 1989        | 368,924   | 350  | 0.1                     |
| 1990        | 396,702   | 550  | 0.1                     |
| 1991        | 407,577   | 608  | 0.1                     |

Notes: There is a break in the series between 1986 and 1987 because, beginning with 1987, Commerce's estimates were revised to incorporate the results of its 1987 benchmark survey of foreign direct investment in the United States. Estimates for 1980-1986 are linked to the 1980 benchmark survey.

Figures for 1990 and 1991 are preliminary.

Source: Department of Commerce.

**Appendix II  
Foreign Direct Investment**

**Table II.2: Cumulative Mexican Direct Investment In the United States by Sector, 1987-1991**

U.S. dollars in millions

| Sector                        | 1987          |                  | 1988          |                  | 1989          |                  | 1990          |                  | 1991          |                  |
|-------------------------------|---------------|------------------|---------------|------------------|---------------|------------------|---------------|------------------|---------------|------------------|
|                               | Amount of FDI | Percent of total | Amount of FDI | Percent of total | Amount of FDI | Percent of total | Amount of FDI | Percent of total | Amount of FDI | Percent of total |
| <b>All Industries</b>         | <b>\$180</b>  | <b>100.0</b>     | <b>\$218</b>  | <b>100.0</b>     | <b>\$350</b>  | <b>100.0</b>     | <b>\$550</b>  | <b>100.0</b>     | <b>\$608</b>  | <b>100.0</b>     |
| Petroleum                     | 0             | 0                | 0             | 0                | 4             | 0.3              | 3             | 0.7              | 2             | 0.3              |
| Manufacturing (total)         | (33)          | (18.3)           | (44)          | (20.2)           | <sup>D</sup>  | •                | 211           | 41.2             | 225           | 37.0             |
| Food and kindred products     | 0             | 0                | 0             | 0                | (1)           | (0.1)            | (2)           | (0.9)            | *             | •                |
| Chemicals and allied products | <sup>D</sup>  | •                | <sup>D</sup>  | •                | (9)           | (0.7)            | (14)          | (2.4)            | (15)          | (2.5)            |
| Primary and fabricated metals | <sup>D</sup>  | •                | <sup>D</sup>  | •                | (7)           | (0.6)            | (4)           | (0.7)            | (3)           | (0.5)            |
| Machinery                     | <sup>D</sup>  | •                | (31)          | (14.2)           | (8)           | (0.8)            | <sup>D</sup>  | •                | (17)          | (2.8)            |
| Other manufacturing           | (1)           | (0.6)            | (4)           | (1.8)            | <sup>D</sup>  | •                | <sup>D</sup>  | •                | 261           | 42.9             |
| Wholesale trade               | 63            | 35.0             | 83            | 38.1             | 96            | 7.7              | 88            | 16.4             | 75            | 12.3             |
| Retail trade                  | 4             | 2.2              | 5             | 2.3              | 6             | 0.5              | 6             | 1.1              | 6             | 1.0              |
| Banking                       | <sup>D</sup>  | •                | <sup>D</sup>  | •                | <sup>D</sup>  | •                | 153           | 27.3             | 223           | 36.7             |
| Finance, except banking       | 7             | 3.9              | 8             | 3.7              | 9             | 0.7              | 12            | 2.2              | 12            | 2.0              |
| Insurance                     | 0             | 0                | 0             | 0                | 0             | 0                | 0             | 0                | 0             | 0                |
| Real estate                   | 58            | 32.2             | 57            | 26.2             | 54            | 4.3              | 57            | 8.7              | 54            | 8.9              |
| Services                      | <sup>D</sup>  | •                | <sup>D</sup>  | •                | (33)          | (2.4)            | (37)          | (6.7)            | (41)          | (6.7)            |
| Other industries              | 54            | 30.0             | 53            | 24.3             | 51            | 4.1              | 57            | 9.2              | 53            | 8.7              |

**Legend**

FDI = foreign direct investment

<sup>D</sup> = Information suppressed to avoid disclosure of individual companies' data

\* = Less than \$500,000 (+/-)

Notes: Figures for 1990 and 1991 are preliminary.

U.S. dollar amounts in parentheses reflect (1) negative owners' equity (i.e., liabilities exceed assets) on behalf of U.S. affiliates of Mexican parent companies and/or (2) negative net outstanding loans from Mexican parents to their U.S. affiliates (i.e., loans from the U.S. affiliates to their Mexican parents exceed loans from the Mexican parents to their U.S. affiliates).

Totals may not add up due to rounding.

Source: Department of Commerce.

**Appendix II  
Foreign Direct Investment**

**Table II.3: Cumulative U.S. Direct Investment in Mexico, 1980-1991**

U.S. dollars in millions

| <b>Year</b> | <b>Cumulative U.S. direct investment abroad</b> | <b>Cumulative U.S. direct investment in Mexico</b> | <b>Percent of total</b> |
|-------------|---|--|-------------------------|
| 1980        | \$215,375                                       | \$5,986  | 2.8                     |
| 1981        | 228,348   | 6,979  | 3.1                     |
| 1982        | 207,752   | 5,019  | 2.4                     |
| 1983        | 207,203   | 4,381  | 2.1                     |
| 1984        | 211,480   | 4,597  | 2.2                     |
| 1985        | 230,250   | 5,088  | 2.2                     |
| 1986        | 259,800   | 4,623  | 1.8                     |
| 1987        | 314,307   | 4,913  | 1.6                     |
| 1988        | 335,893   | 5,712  | 1.7                     |
| 1989        | 372,419   | 7,341  | 2.0                     |
| 1990        | 424,086   | 9,398  | 2.2                     |
| 1991        | 450,196   | 11,570   | 2.6                     |

Notes: There is a break in the series between 1981 and 1982 because, beginning with 1982, Commerce's estimates were revised to incorporate the results of its 1982 benchmark survey of U.S. direct investment abroad. Estimates for 1980 and 1981 are linked to the 1977 benchmark survey.

Figures for 1990 and 1991 are preliminary.

Source: Department of Commerce.



**Appendix II  
Foreign Direct Investment**

**Table II.4: Foreign Direct Investment in Mexico by Country of Origin, 1980-1991**

U.S. dollars in millions

| Year | Annual FDI total | United States |                  | Great Britain |                  | Germany <sup>a</sup> |                  | Japan   |                  | Switzerland |                  |
|------|------------------|---------------|------------------|---------------|------------------|----------------------|------------------|---------|------------------|-------------|------------------|
|      |                  | Amount        | Percent of total | Amount        | Percent of total | Amount               | Percent of total | Amount  | Percent of total | Amount      | Percent of total |
| 1980 | <b>\$1,622.8</b> | \$1,078.6     | 66.5             | \$48.6        | 3.0              | \$170.8              | 10.5             | \$123.1 | 7.6              | \$111.4     | 6.9              |
| 1981 | <b>1,701.1</b>   | 1,072.1       | 63.0             | 40.9          | 2.4              | 146.3                | 8.6              | 212.1   | 12.5             | 74.9        | 4.4              |
| 1982 | <b>626.5</b>     | 426.1         | 68.0             | 7.4           | 1.2              | 39.9                 | 6.4              | 65.4    | 10.4             | 23.1        | 3.7              |
| 1983 | <b>683.7</b>     | 266.6         | 39.0             | 49.0          | 7.2              | 110.0                | 16.1             | 3.8     | 0.6              | 16.2        | 2.4              |
| 1984 | <b>1,429.8</b>   | 912.0         | 63.8             | 44.3          | 3.1              | 152.5                | 10.7             | 35.6    | 2.5              | 59.8        | 4.2              |
| 1985 | <b>1,729.0</b>   | 1,326.8       | 76.7             | 56.4          | 3.3              | 55.5                 | 3.2              | 79.3    | 4.6              | 141.2       | 8.2              |
| 1986 | <b>2,424.2</b>   | 1,206.4       | 49.8             | 104.3         | 4.3              | 218.6                | 9.0              | 142.2   | 5.9              | 34.1        | 1.4              |
| 1987 | <b>3,877.2</b>   | 2,669.6       | 68.9             | 430.9         | 11.1             | 46.9                 | 1.2              | 132.8   | 3.4              | 95.2        | 2.5              |
| 1988 | <b>3,157.1</b>   | 1,241.6       | 39.3             | 767.6         | 24.3             | 136.7                | 4.3              | 148.8   | 4.7              | 86.3        | 2.7              |
| 1989 | <b>2,499.7</b>   | 1,813.9       | 72.6             | 44.7          | 1.8              | 84.7                 | 3.4              | 15.7    | 0.6              | 194.4       | 7.8              |
| 1990 | <b>3,722.4</b>   | 2,308.0       | 62.0             | 114.4         | 3.1              | 288.2                | 7.7              | 120.8   | 3.3              | 148.0       | 4.0              |
| 1991 | <b>3,565.0</b>   | 2,386.1       | 66.9             | 74.1          | 2.1              | 84.6                 | 2.4              | 73.5    | 2.1              | 68.0        | 1.9              |

(continued)

**Appendix II  
Foreign Direct Investment**

| Year | Annual FDI total | France |                  | Spain  |                  | Sweden |                  | Canada |                  | Other <sup>b</sup> |                  |
|------|------------------|--------|------------------|--------|------------------|--------|------------------|--------|------------------|--------------------|------------------|
|      |                  | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount | Percent of total | Amount             | Percent of total |
| 1980 | <b>\$1,622.8</b> | \$19.5 | 1.2              | \$80.0 | 4.9              | \$10.9 | 0.7              | \$17.5 | 1.1              | (\$37.6)           | (2.3)            |
| 1981 | <b>1,701.1</b>   | 10.3   | 0.6              | 101.8  | 6.0              | 15.3   | 0.9              | 5.2    | 0.3              | 22.2               | 1.3              |
| 1982 | <b>626.5</b>     | 6.8    | 1.1              | 40.4   | 6.5              | (2.0)  | (0.3)            | 8.1    | 1.3              | 11.3               | 1.8              |
| 1983 | <b>683.7</b>     | 110.0  | 16.1             | 12.9   | 1.9              | 29.1   | 4.3              | 22.1   | 3.2              | 64.0               | 9.4              |
| 1984 | <b>1,429.8</b>   | 8.7    | 0.6              | 11.7   | 0.8              | 61.1   | 4.3              | 32.5   | 2.3              | 111.6              | 7.8              |
| 1985 | <b>1,729.0</b>   | 10.7   | 0.6              | 14.0   | 0.8              | 5.5    | 0.3              | 34.9   | 2.0              | 4.7                | 0.3              |
| 1986 | <b>2,424.2</b>   | 316.9  | 13.1             | 93.7   | 3.9              | 24.6   | 1.0              | 40.6   | 1.7              | 242.8              | 10.0             |
| 1987 | <b>3,877.2</b>   | 31.2   | 0.8              | 125.8  | 3.2              | 36.7   | 1.0              | 19.3   | 0.5              | 288.8              | 7.5              |
| 1988 | <b>3,157.1</b>   | 152.4  | 4.8              | 34.1   | 1.1              | 32.5   | 1.0              | 33.9   | 1.1              | 523.2              | 16.6             |
| 1989 | <b>2,499.7</b>   | 16.5   | 0.7              | 44.0   | 1.8              | 6.9    | 0.3              | 37.4   | 1.5              | 241.5              | 9.7              |
| 1990 | <b>3,722.4</b>   | 181.0  | 4.9              | 10.8   | 0.3              | 13.3   | 0.4              | 56.1   | 1.5              | 481.8              | 12.9             |
| 1991 | <b>3,565.0</b>   | 500.5  | 14.0             | 43.5   | 1.2              | 13.8   | 0.4              | 74.2   | 2.1              | 246.7              | 6.9              |

Legend  
FDI = foreign direct investment

Notes: Total FDI figures for each country are the sum of investment projects approved by Mexico's National Commission on Foreign Investment and the amount of investment registered with Mexico's National Registry of Foreign Investment. Actual foreign investment, as shown by capital inflows in Mexico's balance of payments, may not be equal to the above annual totals due to lags between authorization and actual investments and because some authorized investments are never made.

U.S. dollar amounts in parentheses indicate disinvestment.

Percent totals do not always add up to 100 percent due to rounding.

<sup>a</sup>Foreign direct investment totals for Germany reflect West German direct investment in Mexico before reunification.

<sup>b</sup>Foreign direct investment totals for "Other" countries include the following figures (expressed in millions of U.S. dollars) for Italy for the years 1980-1991: (\$29.3), \$5.1, \$1.9, \$1.0, \$0.5, \$0.6, \$4.0, \$2.8, \$0, \$6.6, \$4.6, and \$1.9, respectively; and the Netherlands for 1990 and 1991: \$126.1 and \$121.1, respectively.

Source: Compiled from data obtained from the Director General of Foreign Investment for Mexico's Secretaria de Comercio y Fomento Industrial (SECOFI).

**Appendix II  
Foreign Direct Investment**

**Table II.5: Cumulative Foreign Direct Investment in Mexico by Country of Origin, 1980-1991**

U.S. dollars in millions

| Year | Cumulative<br>FDI total | United States |                     | Great Britain |                     | Germany <sup>a</sup> |                     | Japan   |                     | Switzerland |                     |
|------|-------------------------|---------------|---------------------|---------------|---------------------|----------------------|---------------------|---------|---------------------|-------------|---------------------|
|      |                         | Amount        | Percent<br>of total | Amount        | Percent<br>of total | Amount               | Percent<br>of total | Amount  | Percent<br>of total | Amount      | Percent<br>of total |
| 1980 | <b>\$8,458.8</b>        | \$5,836.6     | 69.0                | \$253.7       | 3.0                 | \$676.7              | 8.0                 | \$499.1 | 5.9                 | \$473.7     | 5.6                 |
| 1981 | <b>10,159.9</b>         | 6,908.7       | 68.0                | 294.6         | 2.9                 | 823.0                | 8.1                 | 711.2   | 7.0                 | 548.6       | 5.4                 |
| 1982 | <b>10,786.4</b>         | 7,334.8       | 68.0                | 302.0         | 2.8                 | 862.9                | 8.0                 | 776.6   | 7.2                 | 571.7       | 5.3                 |
| 1983 | <b>11,470.1</b>         | 7,601.4       | 66.3                | 351.2         | 3.1                 | 972.9                | 8.5                 | 780.4   | 6.8                 | 587.9       | 5.1                 |
| 1984 | <b>12,899.9</b>         | 8,513.4       | 66.0                | 395.5         | 3.1                 | 1,125.4              | 8.7                 | 816.0   | 6.3                 | 647.7       | 5.0                 |
| 1985 | <b>14,628.9</b>         | 9,840.2       | 67.3                | 451.8         | 3.1                 | 1,180.9              | 8.1                 | 895.3   | 6.1                 | 788.9       | 5.4                 |
| 1986 | <b>17,053.1</b>         | 11,046.6      | 64.8                | 556.2         | 3.3                 | 1,399.4              | 8.2                 | 1,037.5 | 6.1                 | 823.0       | 4.8                 |
| 1987 | <b>20,930.3</b>         | 13,716.2      | 65.5                | 987.1         | 4.7                 | 1,446.3              | 6.9                 | 1,170.3 | 5.6                 | 918.2       | 4.4                 |
| 1988 | <b>24,087.4</b>         | 14,957.8      | 62.1                | 1,754.7       | 7.3                 | 1,583.0              | 6.6                 | 1,319.1 | 5.5                 | 1,004.5     | 4.2                 |
| 1989 | <b>26,587.1</b>         | 16,771.7      | 63.1                | 1,799.4       | 6.8                 | 1,667.7              | 6.3                 | 1,334.8 | 5.0                 | 1,198.9     | 4.5                 |
| 1990 | <b>30,309.5</b>         | 19,079.7      | 63.0                | 1,913.8       | 6.3                 | 1,955.9              | 6.5                 | 1,455.6 | 4.8                 | 1,346.9     | 4.4                 |
| 1991 | <b>33,874.5</b>         | 21,465.8      | 63.4                | 1,987.9       | 5.9                 | 2,040.5              | 6.0                 | 1,529.1 | 4.5                 | 1,414.9     | 4.2                 |

(continued)

**Appendix II  
Foreign Direct Investment**

U.S. dollars in millions

| Year | Cumulative<br>FDI total | France  |                     | Spain  |                     | Sweden |                     | Canada |                     | Other                |                     |
|------|-------------------------|---------|---------------------|--------|---------------------|--------|---------------------|--------|---------------------|----------------------|---------------------|
|      |                         | Amount  | Percent<br>of total | Amount | Percent<br>of total | Amount | Percent<br>of total | Amount | Percent<br>of total | Amount               | Percent<br>of total |
| 1980 | <b>8,458.8</b>          | 101.5   | 1.2                 | 203.0  | 2.4                 | 126.9  | 1.5                 | 126.9  | 1.5                 | 160.7                | 1.9                 |
| 1981 | <b>10,159.9</b>         | 111.8   | 1.1                 | 304.8  | 3.0                 | 142.2  | 1.4                 | 132.1  | 1.3                 | 182.9                | 1.8                 |
| 1982 | <b>10,786.4</b>         | 118.6   | 1.1                 | 345.2  | 3.2                 | 140.2  | 1.3                 | 140.2  | 1.3                 | 194.2                | 1.8                 |
| 1983 | <b>11,470.1</b>         | 228.6   | 2.0                 | 357.9  | 3.1                 | 169.3  | 1.5                 | 162.3  | 1.4                 | 258.2                | 2.3                 |
| 1984 | <b>12,899.9</b>         | 237.3   | 1.8                 | 369.6  | 2.9                 | 230.4  | 1.8                 | 194.8  | 1.5                 | 369.8                | 2.9                 |
| 1985 | <b>14,628.9</b>         | 248.0   | 1.7                 | 383.6  | 2.6                 | 235.9  | 1.6                 | 229.7  | 1.6                 | 374.6                | 2.6                 |
| 1986 | <b>17,053.1</b>         | 564.9   | 3.3                 | 477.3  | 2.8                 | 260.5  | 1.5                 | 270.3  | 1.6                 | 617.4                | 3.6                 |
| 1987 | <b>20,930.3</b>         | 596.1   | 2.9                 | 603.1  | 2.9                 | 297.2  | 1.4                 | 289.6  | 1.4                 | 906.2                | 4.3                 |
| 1988 | <b>24,087.4</b>         | 748.5   | 3.1                 | 637.2  | 2.7                 | 329.7  | 1.4                 | 323.5  | 1.3                 | 1,429.4              | 5.9                 |
| 1989 | <b>26,587.1</b>         | 765.0   | 2.9                 | 681.2  | 2.6                 | 336.6  | 1.3                 | 360.9  | 1.4                 | 1,670.9              | 6.3                 |
| 1990 | <b>30,309.5</b>         | 946.0   | 3.1                 | 692.0  | 2.3                 | 349.9  | 1.2                 | 417.0  | 1.4                 | 2,152.7              | 7.1                 |
| 1991 | <b>33,874.5</b>         | 1,446.5 | 4.3                 | 735.5  | 2.2                 | 363.7  | 1.1                 | 491.2  | 1.5                 | 2,399.4 <sup>b</sup> | 7.1                 |

Legend  
FDI = foreign direct investment

Note: Percent totals do not always add up to 100 percent due to rounding.

<sup>a</sup>Totals for Germany reflect West German direct investment in Mexico before reunification.

<sup>b</sup>Amount includes Italy's and the Netherlands' cumulative foreign direct investment in Mexico of \$54.4 million and \$513.2 million, respectively.

Source: Compiled from data obtained from SECOFI's Director General of Foreign Investment.

**Appendix II  
Foreign Direct Investment**

**Table II.6: Foreign Direct Investment in Mexico by Sector, 1980-1991**

U.S. dollars in millions

| Year | Annual FDI total | Manufacturing |                  | Services |                  | Commerce |                  | Mining  |                  | Agribusiness |                  |
|------|------------------|---------------|------------------|----------|------------------|----------|------------------|---------|------------------|--------------|------------------|
|      |                  | Amount        | Percent of total | Amount   | Percent of total | Amount   | Percent of total | Amount  | Percent of total | Amount       | Percent of total |
| 1980 | <b>\$1,622.8</b> | \$1,285.7     | 79.2             | \$131.3  | 8.1              | \$118.0  | 7.3              | \$86.7  | 5.3              | \$0.9        | 0.1              |
| 1981 | <b>1,701.1</b>   | 1,405.6       | 82.6             | 319.8    | 18.8             | 170.1    | 10.0             | (189.0) | (11.1)           | (5.4)        | (0.3)            |
| 1982 | <b>626.5</b>     | 381.3         | 61.0             | 235.5    | 37.6             | 1.2      | 0.2              | 6.7     | 1.1              | 1.8          | 0.3              |
| 1983 | <b>683.7</b>     | 597.0         | 87.3             | 12.9     | 1.9              | 58.6     | 8.6              | 15.0    | 2.2              | 0.2          | 0                |
| 1984 | <b>1,429.8</b>   | 1,269.6       | 88.8             | 122.2    | 8.6              | 31.5     | 2.2              | 5.7     | 0.4              | 0.8          | 0.1              |
| 1985 | <b>1,729.0</b>   | 1,165.8       | 67.4             | 435.3    | 25.2             | 109.5    | 6.3              | 18.0    | 1.0              | 0.4          | 0                |
| 1986 | <b>2,424.2</b>   | 1,918.9       | 79.2             | 323.1    | 13.3             | 151.2    | 6.2              | 30.8    | 1.3              | 0.2          | 0                |
| 1987 | <b>3,877.2</b>   | 2,400.5       | 61.9             | 1,433.9  | 37.0             | (21.2)   | (0.6)            | 48.8    | 1.3              | 15.2         | 0.4              |
| 1988 | <b>3,157.1</b>   | 1,020.0       | 32.3             | 1,877.4  | 59.5             | 246.8    | 7.8              | 24.9    | 0.8              | (12.0)       | (0.4)            |
| 1989 | <b>2,499.7</b>   | 982.3         | 39.3             | 1,102.3  | 44.1             | 386.3    | 15.5             | 9.5     | 0.4              | 19.3         | 0.8              |
| 1990 | <b>3,722.4</b>   | 1,193.0       | 32.1             | 2,203.0  | 59.2             | 171.3    | 4.6              | 94.0    | 2.5              | 61.1         | 1.6              |
| 1991 | <b>3,565.0</b>   | 963.6         | 27.0             | 2,138.0  | 60.0             | 387.5    | 10.9             | 31.0    | 0.9              | 45.0         | 1.3              |

Legend  
FDI = Foreign direct investment

Notes: Manufacturing = industrial manufacturing, including maquiladoras; services = electricity and water; construction; transportation and communications; financial services and real estate; community and social services such as hotels, restaurants, professional, technical, and personnel services including services to the agriculture, ranching, construction, transportation, financial, and commercial sectors; commerce = wholesale and retail trade; mining = mining and petroleum extraction; agribusiness = agriculture, ranching, hunting, forestry, and fishing.

U.S. dollar amounts in parentheses indicate disinvestment.

Sector amounts do not always add up to the annual totals due to rounding.

Percent totals do not always add up to 100 percent due to rounding.

Source: Compiled from data obtained from SECOFI's Director General of Foreign Investment.

**Appendix II  
Foreign Direct Investment**

**Table II.7: Cumulative Foreign Direct Investment in Mexico by Sector, 1980-1991**

U.S. dollars in millions

| Year | Cumulative<br>FDI total | Manufacturing |                     | Services |                     | Commerce |                     | Mining  |                     | Agribusiness |                     |
|------|-------------------------|---------------|---------------------|----------|---------------------|----------|---------------------|---------|---------------------|--------------|---------------------|
|      |                         | Amount        | Percent<br>of total | Amount   | Percent<br>of total | Amount   | Percent<br>of total | Amount  | Percent<br>of total | Amount       | Percent<br>of total |
| 1980 | <b>\$8,458.8</b>        | \$6,559.8     | 77.6                | \$716.5  | 8.5                 | \$754.5  | 8.9                 | \$419.6 | 5.0                 | \$8.4        | 0.1                 |
| 1981 | <b>10,159.9</b>         | 7,965.4       | 78.4                | 1,036.3  | 10.2                | 924.6    | 9.1                 | 230.6   | 2.3                 | 3.0          | 0                   |
| 1982 | <b>10,786.4</b>         | 8,346.7       | 77.4                | 1,271.8  | 11.8                | 925.8    | 8.6                 | 237.3   | 2.2                 | 4.8          | 0                   |
| 1983 | <b>11,470.1</b>         | 8,943.7       | 78.0                | 1,284.7  | 11.2                | 984.4    | 8.6                 | 252.3   | 2.2                 | 5.0          | 0                   |
| 1984 | <b>12,899.9</b>         | 10,213.3      | 79.2                | 1,406.9  | 10.9                | 1,015.9  | 7.9                 | 258.0   | 2.0                 | 5.8          | 0                   |
| 1985 | <b>14,628.9</b>         | 11,379.1      | 77.8                | 1,842.2  | 12.6                | 1,125.4  | 7.7                 | 276.0   | 1.9                 | 6.2          | 0                   |
| 1986 | <b>17,053.1</b>         | 13,298.0      | 78.0                | 2,165.3  | 12.7                | 1,276.6  | 7.5                 | 306.8   | 1.8                 | 6.4          | 0                   |
| 1987 | <b>20,930.3</b>         | 15,698.5      | 75.0                | 3,599.2  | 17.2                | 1,255.4  | 6.0                 | 355.6   | 1.7                 | 21.6         | 0.1                 |
| 1988 | <b>24,087.4</b>         | 16,718.5      | 69.4                | 5,476.6  | 22.7                | 1,502.2  | 6.2                 | 380.5   | 1.6                 | 9.6          | 0                   |
| 1989 | <b>26,587.1</b>         | 17,700.8      | 66.6                | 6,578.9  | 24.7                | 1,888.5  | 7.1                 | 390.0   | 1.5                 | 28.9         | 0.1                 |
| 1990 | <b>30,309.5</b>         | 18,893.8      | 62.3                | 8,781.9  | 29.0                | 2,059.8  | 6.8                 | 484.0   | 1.6                 | 90.0         | 0.3                 |
| 1991 | <b>33,874.5</b>         | 19,857.4      | 58.6                | 10,919.9 | 32.2                | 2,447.3  | 7.2                 | 515.0   | 1.5                 | 135.0        | 0.4                 |

Legend  
FDI = foreign direct investment

Notes: Manufacturing = industrial manufacturing, including maquiladoras; services = electricity and water; construction; transportation and communications; financial services and real estate; community and social services such as hotels, restaurants, professional, technical, and personnel services including services to the agriculture, ranching, construction, transportation, financial, and commercial sectors; commerce = wholesale and retail trade; mining = mining and petroleum extraction; agribusiness = agriculture, ranching, hunting, forestry, and fishing.

Percent totals do not always add up to 100 percent due to rounding.

Source: Compiled from data obtained from SECOFI's Director General of Foreign Investment.

**Appendix II  
Foreign Direct Investment**

**Table II.8: Foreign Direct Investment in Mexico by Sector and Subsector, 1989-1991**

U.S. dollars in thousands

| <b>Sector and subsector</b>  | <b>1989</b>          | <b>1990</b>          | <b>1991</b>          | <b>Total<br/>(1989-1991)</b> | <b>Percent<br/>of total</b> |
|--|----------------------|----------------------|----------------------|------------------------------|-----------------------------|
| <b>Total (all sectors)</b>   | <b>\$2,499,738.5</b> | <b>\$3,722,468.5</b> | <b>\$3,565,048.8</b> | <b>\$9,787,255.8</b>         | <b>100.00</b>               |
| <b>Agriculture, cattle raising, hunting,<br/>forestry, and fishing</b>                         | <b>19,307.9</b>      | <b>61,059.0</b>      | <b>44,984.6</b>      | <b>125,351.5</b>             | <b>1.28</b>                 |
| Agriculture, cattle raising, and hunting   | 18,708.0             | 59,140.0             | 44,976.2             | 122,824.2                    | 1.25                        |
| Forestry   | 599.9                | 1,170.0              | 0                    | 1,769.9                      | 0.02                        |
| Fishing  | 0                    | 749.0                | 8.4                  | 757.4                        | 0.01                        |
| <b>Mining and oil exploitation</b>   | <b>9,481.7</b>       | <b>93,927.2</b>      | <b>31,021.6</b>      | <b>134,430.5</b>             | <b>1.37</b>                 |
| Extraction and/or use of coal  | 0                    | 0                    | 150.0                | 150.0                        | 0                           |
| Oil and natural gas  | 0                    | 0                    | 0                    | 0                            | 0                           |
| Extraction of metallic minerals  | 4,535.3              | 87,924.7             | 10,005.9             | 102,465.9                    | 1.05                        |
| Exploitation of nonmetallic minerals   | 4,946.4              | 6,002.5              | 20,865.7             | 31,814.6                     | 0.33                        |
| <b>Manufacturing industry, including<br/>maquiladoras</b>                                      | <b>982,369.0</b>     | <b>1,192,904.4</b>   | <b>963,563.6</b>     | <b>3,138,837.0</b>           | <b>32.07</b>                |
| Food products, beverages, and tobacco  | 212,009.8            | 181,977.6            | 275,028.2            | 669,015.6                    | 6.84                        |
| Textiles, garments, and leather  | 48,910.0             | 23,230.6             | 24,466.3             | 96,606.9                     | 0.99                        |
| Lumber and wood products, including<br>furniture   | 19,880.2             | 4,611.7              | 4,086.2              | 28,578.1                     | 0.29                        |
| Paper and paper products, printing,<br>publishing houses                                       | 40,664.1             | 12,781.9             | 28,836.3             | 82,282.3                     | 0.84                        |
| Chemical substances, secondary<br>petrochemicals and coal, rubber and<br>plastic products      | 254,612.3            | 484,851.1            | 162,163.4            | 901,626.8                    | 9.21                        |
| Nonmetallic mineral products, except<br>secondary petrochemicals                               | 11,287.4             | 19,430.7             | 8,637.6              | 39,355.7                     | 0.40                        |
| Basic metal industries   | 16,031.2             | 16,031.9             | 20,511.9             | 52,575.0                     | 0.54                        |
| Metallic products, machinery and<br>equipment, including surgical and<br>precision instruments | 283,124.6            | 426,042.6            | 432,737.1            | 1,141,904.3                  | 11.67                       |
| Other manufacturing industries   | 95,849.4             | 23,946.3             | 7,096.6              | 126,892.3                    | 1.30                        |
| <b>Electricity and water</b>   | <b>0</b>             | <b>17.7</b>          | <b>0</b>             | <b>17.7</b>                  | <b>0</b>                    |
| Electricity  | 0                    | 17.7                 | 0                    | 17.7                         | 0                           |
| Extracting, making potable, and<br>distributing water  | 0                    | 0                    | 0                    | 0                            | 0                           |
| <b>Construction</b>  | <b>2,030.7</b>       | <b>35,875.1</b>      | <b>13,654.2</b>      | <b>51,560.0</b>              | <b>0.53</b>                 |
| <b>Commerce</b>  | <b>386,278.0</b>     | <b>171,372.8</b>     | <b>387,537.3</b>     | <b>945,188.1</b>             | <b>9.66</b>                 |
| Wholesale trade  | 42,581.6             | 135,537.5            | 200,227.6            | 378,346.7                    | 3.87                        |
| Retail trade   | 343,696.4            | 35,835.3             | 187,309.7            | 566,841.4                    | 5.79                        |

(continued)

**Appendix II  
Foreign Direct Investment**

U.S. dollars in thousands

| <b>Sector and subsector</b>   | <b>1989</b>      | <b>1990</b>        | <b>1991</b>        | <b>Total<br/>(1989-1991)</b> | <b>Percent<br/>of total</b> |
|---|------------------|--------------------|--------------------|------------------------------|-----------------------------|
| <b>Transportation and communications</b>  | <b>\$15.7</b>    | <b>\$61,637.9</b>  | <b>\$921,915.7</b> | <b>\$983,569.3</b>           | <b>10.05</b>                |
| Transportation  | 6.0              | 2,170.0            | 1,371.8            | 3,547.8                      | 0.04                        |
| Communications  | 9.7              | 59,467.9           | 920,543.9          | 980,021.5                    | 10.01                       |
| <b>Financial services, administration and leasing of real estate and personal properties</b>  | <b>527,805.5</b> | <b>1,845,280.2</b> | <b>590,681.6</b>   | <b>2,963,767.3</b>           | <b>30.28</b>                |
| Financial services for insurance and guarantees   | 444,067.7        | 597,600.2          | 57,945.7           | 1,099,613.6                  | 11.24                       |
| Service and administration of real estate   | 83,737.8         | 1,247,680.0        | 532,735.9          | 1,864,153.7                  | 19.05                       |
| Service and administration of personal properties   | 0                | 0                  | 0                  | 0                            | 0                           |
| <b>Community and social services; hotels and restaurants; professional, technical, and individual, including services to agriculture, cattle raising, construction, transportation, finance, and commerce</b> | <b>545,568.5</b> | <b>241,937.7</b>   | <b>581,410.3</b>   | <b>1,368,916.5</b>           | <b>13.99</b>                |
| Public, defense, and sanitation administration services   | 0                | 0                  | 0                  | 0                            | 0                           |
| Educational services, research, medical, social assistance, and civil and religious associations  | 224.9            | 522.0              | 644.9              | 1,391.8                      | 0.01                        |
| Restaurants and hotels  | 332,319.4        | 6,046.9            | 272,550.3          | 610,916.6                    | 6.24                        |
| Cultural, recreational, and sporting services   | 3,067.4          | 115.1              | 12,985.7           | 16,168.2                     | 0.17                        |
| Professional, technical, specialized, and individual services, including those given to private enterprises   | 128,662.0        | 126,608.4          | 265,335.1          | 520,605.5                    | 5.32                        |
| Repair and maintenance services   | 48.7             | 242.7              | 4,042.5            | 4,333.9                      | 0.04                        |
| Services related to agriculture, cattle raising, construction, transportation, finance, and commerce  | 81,246.1         | 108,402.6          | 25,851.8           | 215,500.5                    | 2.20                        |

Note: Mexico's foreign direct investment totals for 1989, 1990, and 1991 include the following figures (in thousands of U.S. dollars) for the tourism sector: \$26,881.5; \$18,456.5; and \$30,279.9, respectively. The 1989-1991 combined total of \$75,617.9 (thousands of U.S. dollars) represented 0.77 percent of Mexico's accumulated foreign direct investment total for those 3 years.

Source: Compiled from data obtained from SECOFI's Director General of Foreign Investment.



**Appendix II  
Foreign Direct Investment**

**Table II.9: Cumulative U.S. Direct Investment in Mexico by Sector at the End of 1991**

| Sector                            | Number of firms | U.S. participation   |                      | Investment                        |                  |
|-----------------------------------|-----------------|----------------------|----------------------|-----------------------------------|------------------|
|                                   |                 | Less than 50 percent | More than 50 percent | Amount (U.S. dollars in millions) | Percent of total |
| <b>Total</b>                      | <b>3,874</b>    | <b>1,562</b>         | <b>2,312</b>         | <b>\$21,465.8</b>                 | <b>100.0</b>     |
| <b>Manufacturing</b>              | 1,848           | 653                  | 1,195                | 11,248.1                          | 52.4             |
| <b>Service</b>                    | 1,325           | 529                  | 796                  | 9,015.6                           | 42.0             |
| Construction                      | 49              | 30                   | 19                   | 171.7                             | 0.8              |
| Transportation and communications | 26              | 7                    | 19                   | 343.5                             | 1.6              |
| Financial services                | 278             | 115                  | 163                  | 2,232.4                           | 10.4             |
| Community services                | 972             | 377                  | 595                  | 6,268.0                           | 29.2             |
| <b>Commerce</b>                   | 540             | 257                  | 283                  | 901.6                             | 4.2              |
| <b>Mining</b>                     | 116             | 103                  | 13                   | 193.2                             | 0.9              |
| <b>Agribusiness</b>               | 45              | 20                   | 25                   | 107.3                             | 0.5              |

Note: Manufacturing = industrial manufacturing, including maquiladoras; services = electricity and water; construction; transportation and communications; financial services and real estate; community and social services such as hotels, restaurants, and professional, technical, and personnel services including services to the agriculture, ranching, construction, transportation, financial, and commercial sectors; and tourism; commerce = wholesale and retail trade; mining = mining and petroleum extraction; agribusiness = agriculture, ranching, hunting, forestry, and fishing.

Source: Compiled from data obtained from SECOFI's Director General of Foreign Investment.

**Appendix II  
Foreign Direct Investment**

**Table II.10: Cumulative Canadian Direct Investment in Mexico by Sector at the End of 1991**

| Sector                            | Number of firms | Canadian participation |                      | Investment                        |                  |
|-----------------------------------|-----------------|------------------------|----------------------|-----------------------------------|------------------|
|                                   |                 | Less than 50 percent   | More than 50 percent | Amount (U.S. dollars in millions) | Percent of total |
| <b>Total</b>                      | <b>215</b>      | <b>146</b>             | <b>69</b>            | <b>\$514.1</b>                    | <b>100.0</b>     |
| <b>Manufacturing</b>              | 77              | 47                     | 30                   | 260.9                             | 50.8             |
| <b>Service</b>                    | 71              | 42                     | 29                   | 239.9                             | 46.7             |
| Construction                      | 5               | 2                      | 3                    | 99.3                              | 19.3             |
| Transportation and communications | 1               | 1                      | 0                    | *                                 | *                |
| Financial services                | 19              | 10                     | 9                    | 105.6                             | 20.5             |
| Community services                | 46              | 29                     | 17                   | 35.0                              | 6.8              |
| <b>Commerce</b>                   | 27              | 18                     | 9                    | 11.1                              | 2.2              |
| <b>Mining</b>                     | 39              | 38                     | 1                    | 2.2                               | 0.4              |
| <b>Agribusiness</b>               | 1               | 1                      | 0                    | *                                 | *                |

Legend  
\* = Not significant

Notes: Manufacturing = industrial manufacturing, including maquiladoras; services = electricity and water; construction; transportation and communications; financial services and real estate; community and social services such as hotels, restaurants, and professional, technical, and personnel services including services to the agriculture, ranching, construction, transportation, financial, and commercial sectors; and tourism; commerce = wholesale and retail trade; mining = mining and petroleum extraction; agribusiness = agriculture, ranching, hunting, forestry, and fishing.

Percent total does not add up due to rounding.

Source: Compiled from data obtained from SECOFI's Director General of Foreign Investment.

**Appendix II  
Foreign Direct Investment**

**Table II.11: Cumulative Japanese Direct Investment in Mexico by Sector at the End of 1991**

| Sector                            | Number of firms | Japanese participation |                      | Investment                        |                  |
|-----------------------------------|-----------------|------------------------|----------------------|-----------------------------------|------------------|
|                                   |                 | Less than 50 percent   | More than 50 percent | Amount (U.S. dollars in millions) | Percent of total |
| <b>Total</b>                      | <b>175</b>      | <b>107</b>             | <b>68</b>            | <b>\$1,529.1</b>                  | <b>100.0</b>     |
| <b>Manufacturing</b>              | 95              | 61                     | 34                   | 1,124.9                           | 73.6             |
| <b>Service</b>                    | 45              | 27                     | 18                   | 226.0                             | 14.8             |
| Construction                      | 1               | 1                      | 0                    | *                                 | *                |
| Transportation and communications | 3               | 3                      | 0                    | 1.9                               | 0.1              |
| Financial services                | 8               | 2                      | 6                    | 85.8                              | 5.6              |
| Community services                | 33              | 21                     | 12                   | 138.3                             | 9.0              |
| <b>Commerce</b>                   | 29              | 14                     | 15                   | 86.8                              | 5.7              |
| <b>Mining</b>                     | 4               | 4                      | 0                    | 90.0                              | 5.9              |
| <b>Agribusiness</b>               | 2               | 1                      | 1                    | 1.4                               | 0.1              |

Legend  
\* = Not significant

Notes: Manufacturing = industrial manufacturing, including maquiladoras; services = electricity and water; construction; transportation and communications; financial services and real estate; community and social services such as hotels, restaurants, and professional, technical, and personnel services including services to the agriculture, ranching, construction, transportation, financial, and commercial sectors; and tourism; commerce = wholesale and retail trade; mining = mining and petroleum extraction; agribusiness = agriculture, ranching, hunting, forestry, and fishing.

Percent total does not add up due to rounding.

Source: Compiled from data obtained from SECOFI's Director General of Foreign Investment.

**Appendix II  
Foreign Direct Investment**

**Table II.12: Cumulative German Direct Investment in Mexico by Sector at the End of 1991**

| Sector                            | Number of firms | German participation |                      | Investment                        |                  |
|-----------------------------------|-----------------|----------------------|----------------------|-----------------------------------|------------------|
|                                   |                 | Less than 50 percent | More than 50 percent | Amount (U.S. dollars in millions) | Percent of total |
| <b>Total</b>                      | <b>308</b>      | <b>177</b>           | <b>131</b>           | <b>\$2,041.0</b>                  | <b>100.0</b>     |
| <b>Manufacturing</b>              | 150             | 83                   | 67                   | 1,961.3                           | 96.1             |
| <b>Service</b>                    | 101             | 63                   | 38                   | 63.1                              | 3.1              |
| Construction                      | 5               | 4                    | 1                    | 0.2                               | *                |
| Transportation and communications | 4               | 3                    | 1                    | *                                 | *                |
| Financial services                | 30              | 19                   | 11                   | 21.3                              | 1.0              |
| Community services                | 62              | 37                   | 25                   | 41.6                              | 2.0              |
| <b>Commerce</b>                   | 51              | 30                   | 21                   | 15.8                              | 0.8              |
| <b>Mining</b>                     | 1               | 1                    | 0                    | *                                 | *                |
| <b>Agribusiness</b>               | 5               | 0                    | 5                    | 0.3                               | *                |

Legend  
\* = Not significant

Notes: Manufacturing = industrial manufacturing, including maquiladoras; services = electricity and water; construction; transportation and communications; financial services and real estate; community and social services such as hotels, restaurants, and professional, technical, and personnel services including services to the agriculture, ranching, construction, transportation, financial, and commercial sectors; and tourism; commerce = wholesale and retail trade; mining = mining and petroleum extraction; agribusiness = agriculture, ranching, hunting, forestry, and fishing.

Percent total for the service sector does not add up due to rounding.

Source: Compiled from data obtained from SECOFI's Director General of Foreign Investment.

# Maquiladora Operations

**Table III.1: Mexican Maquiladora Industry's Total Imports and Exports, 1980-1991**

U.S. dollars in millions

| <b>Year</b> | <b>Maquiladora imports from the world</b> | <b>Maquiladora exports to the world</b> | <b>Value added* (trade surplus)</b> |
|-------------|---|---|-------------------------------------|
| 1980        | \$1,747                                   | \$2,520                                 | \$773                               |
| 1981        | 2,227                                     | 3,202                                   | 975                                 |
| 1982        | 1,979                                     | 2,830                                   | 851                                 |
| 1983        | 2,823                                     | 3,641                                   | 818                                 |
| 1984        | 3,749                                     | 4,904                                   | 1,155                               |
| 1985        | 3,826                                     | 5,093                                   | 1,267                               |
| 1986        | 4,351                                     | 5,646                                   | 1,295                               |
| 1987        | 5,507                                     | 7,105                                   | 1,598                               |
| 1988        | 7,808                                     | 10,146                                  | 2,338                               |
| 1989        | 9,328                                     | 12,329                                  | 3,001                               |
| 1990        | 10,321                                    | 13,873                                  | 3,552                               |
| 1991        | 11,694                                    | 15,828                                  | 4,134                               |

Note: According to the Banco de Mexico, almost 100 percent of the maquiladora industry's total imports and exports are traded with the United States. Thus, the figures in this table are also representative of the maquiladora industry's trade with the United States.

\*The Banco de Mexico reports the amounts in this column under the "servicios por transformacion" category of Mexico's current account.

Source: Compiled from Banco de Mexico trade data.

**Appendix III  
Maquiladora Operations**

**Table III.2: Number of Mexican  
Maquiladora Plants, Total and by  
Sector, 1980-1991**

| <b>Year</b>       | <b>Maquiladora Industry</b>       |                           |
|-------------------|-----------------------------------|---------------------------|
|                   | <b>Total number<br/>of plants</b> | <b>Percent<br/>change</b> |
| 1980              | 620                               | •                         |
| 1981              | 605                               | (2.4)                     |
| 1982              | 585                               | (3.3)                     |
| 1983              | 600                               | 2.6                       |
| 1984              | 672                               | 12.0                      |
| 1985              | 760                               | 13.1                      |
| 1986              | 890                               | 17.1                      |
| 1987              | 1,125                             | 26.4                      |
| 1988              | 1,396                             | 24.1                      |
| 1989              | 1,467                             | 5.1                       |
| 1990              | 1,707                             | 16.4                      |
| 1991 <sup>b</sup> | 1,925                             | 12.8                      |

**Appendix III  
Maquiladora Operations**

| Food             |                |                         | Textiles and apparel |                |                         | Footwear and leather goods |                |                         |
|------------------|----------------|-------------------------|----------------------|----------------|-------------------------|----------------------------|----------------|-------------------------|
| Number of plants | Percent change | Percent of total plants | Number of plants     | Percent change | Percent of total plants | Number of plants           | Percent change | Percent of total plants |
| 12               | •              | 1.9                     | 117                  | •              | 18.9                    | 21                         | •              | 3.4                     |
| 9                | (25.0)         | 1.5                     | 117                  | 0              | 19.3                    | 19                         | (9.5)          | 3.1                     |
| 9                | 0              | 1.5                     | 107                  | (8.6)          | 18.3                    | 21                         | 10.5           | 3.6                     |
| 9                | 0              | 1.5                     | 94                   | (12.2)         | 15.7                    | 27                         | 28.6           | 4.5                     |
| 10               | 11.1           | 1.5                     | 101                  | 7.5            | 15.0                    | 35                         | 29.6           | 5.2                     |
| 12               | 20.0           | 1.6                     | 108                  | 6.9            | 14.2                    | 36                         | 2.9            | 4.7                     |
| 14               | 16.7           | 1.6                     | 130                  | 20.4           | 14.6                    | 37                         | 2.8            | 4.2                     |
| 15               | 7.1            | 1.3                     | 168                  | 29.2           | 14.9                    | 38                         | 2.7            | 3.4                     |
| 18               | 20.0           | 1.3                     | 201                  | 19.6           | 14.4                    | 48                         | 26.3           | 3.4                     |
| 23               | 27.8           | 1.6                     | 218                  | 8.5            | 14.9                    | 45                         | (6.3)          | 3.1                     |
| 40               | 73.9           | 2.3                     | 264                  | 21.1           | 15.5                    | 46                         | 2.2            | 2.7                     |
| 47               | 17.5           | 2.4                     | 308                  | 16.7           | 16.0                    | 51                         | 10.9           | 2.7                     |

(continued)

---

**Appendix III  
Maquiladora Operations**

---

| <b>Year</b>       | <b>Furniture and wood/metal products</b> |                       |                                |
|-------------------|--|-----------------------|--------------------------------|
|                   | <b>Number of plants</b>                  | <b>Percent change</b> | <b>Percent of total plants</b> |
| 1980              | 59                                       | •                     | 9.5                            |
| 1981              | 54                                       | (8.5)                 | 8.9                            |
| 1982              | 52                                       | (3.7)                 | 8.9                            |
| 1983              | 62                                       | 19.2                  | 10.3                           |
| 1984              | 70                                       | 12.9                  | 10.4                           |
| 1985              | 74                                       | 5.7                   | 9.7                            |
| 1986              | 91                                       | 23.0                  | 10.2                           |
| 1987              | 129                                      | 41.8                  | 11.5                           |
| 1988              | 173                                      | 34.1                  | 12.4                           |
| 1989              | 174                                      | 0.6                   | 11.9                           |
| 1990              | 214                                      | 23.0                  | 12.5                           |
| 1991 <sup>b</sup> | 254                                      | 18.7                  | 13.2                           |



**Appendix III  
Maquiladora Operations**

| Transportation equipment |                |                         | Nonelectric machinery and tools |                |                         | Electrical machinery, equipment and parts, and electronics |                |                         |
|--------------------------|----------------|-------------------------|---------------------------------|----------------|-------------------------|--|----------------|-------------------------|
| Number of plants         | Percent change | Percent of total plants | Number of plants                | Percent change | Percent of total plants | Number of plants   | Percent change | Percent of total plants |
| 53                       | •              | 8.6                     | 16                              | •              | 2.6                     | 66   | •              | 10.7                    |
| 44                       | (17.0)         | 7.3                     | 15                              | (6.3)          | 2.5                     | 67   | 1.5            | 11.1                    |
| 44                       | 0              | 7.5                     | 13                              | (13.3)         | 2.2                     | 64   | (4.5)          | 10.9                    |
| 47                       | 6.8            | 7.8                     | 13                              | 0              | 2.2                     | 63   | (1.6)          | 10.5                    |
| 51                       | 8.5            | 7.6                     | 16                              | 23.1           | 2.4                     | 73   | 15.9           | 10.9                    |
| 63                       | 23.5           | 8.3                     | 21                              | 31.3           | 2.8                     | 81   | 11.0           | 10.7                    |
| 79                       | 25.4           | 8.9                     | 25                              | 19.1           | 2.8                     | 88   | 8.6            | 9.9                     |
| 107                      | 35.4           | 9.5                     | 26                              | 4.0            | 2.3                     | 90   | 2.3            | 8.0                     |
| 130                      | 21.5           | 9.3                     | 31                              | 19.2           | 2.2                     | 100  | 11.1           | 7.2                     |
| 131                      | 0.8            | 8.9                     | 34                              | 9.7            | 2.3                     | 110  | 10.0           | 7.5                     |
| 146                      | 11.5           | 8.6                     | 33                              | (2.9)          | 1.9                     | 99   | (10.0)         | 5.8                     |
| 158                      | 8.2            | 8.2                     | 36                              | 9.1            | 1.9                     | 107  | 8.1            | 5.6                     |

(continued)

---

**Appendix III  
Maquiladora Operations**

---

| <b>Year</b>       | <b>Electrical material and accessories, and electronics</b> |                       |                                |
|-------------------|---|-----------------------|--------------------------------|
|                   | <b>Number of plants</b>                                     | <b>Percent change</b> | <b>Percent of total plants</b> |
| 1980              | 157   | •                     | 25.3                           |
| 1981              | 163   | 3.8                   | 26.9                           |
| 1982              | 159   | (2.5)                 | 27.2                           |
| 1983              | 161   | 1.3                   | 26.8                           |
| 1984              | 171   | 6.2                   | 25.5                           |
| 1985              | 193   | 12.9                  | 25.4                           |
| 1986              | 214   | 10.9                  | 24.0                           |
| 1987              | 248   | 15.9                  | 22.0                           |
| 1988              | 311   | 25.4                  | 22.3                           |
| 1989              | 310   | (0.3)                 | 21.1                           |
| 1990              | 366   | 18.1                  | 21.4                           |
| 1991 <sup>b</sup> | 389   | 6.3                   | 20.2                           |

**Appendix III  
Maquiladora Operations**

| Toys and sporting goods |                |                         | Services         |                |                         | Other manufacturing industries <sup>a</sup> |                |                         |
|-------------------------|----------------|-------------------------|------------------|----------------|-------------------------|---|----------------|-------------------------|
| Number of plants        | Percent change | Percent of total plants | Number of plants | Percent change | Percent of total plants | Number of plants                            | Percent change | Percent of total plants |
| 21                      | •              | 3.4                     | 31               | •              | 5.0                     | 67  | •              | 10.8                    |
| 23                      | 9.5            | 3.8                     | 26               | (16.1)         | 4.3                     | 68  | 1.5            | 11.2                    |
| 22                      | (4.4)          | 3.8                     | 25               | (3.9)          | 4.3                     | 69  | 1.5            | 11.8                    |
| 23                      | 4.6            | 3.8                     | 26               | 4.0            | 4.3                     | 75  | 8.7            | 12.5                    |
| 26                      | 13.0           | 3.9                     | 28               | 7.7            | 4.2                     | 91  | 21.3           | 13.5                    |
| 26                      | 0              | 3.4                     | 38               | 35.7           | 5.0                     | 108   | 18.7           | 14.2                    |
| 27                      | 3.9            | 3.0                     | 47               | 23.7           | 5.3                     | 138   | 27.8           | 15.5                    |
| 28                      | 3.7            | 2.5                     | 49               | 4.3            | 4.4                     | 227   | 64.5           | 20.2                    |
| 28                      | 0              | 2.0                     | 60               | 22.5           | 4.3                     | 296   | 30.4           | 21.2                    |
| 26                      | (7.1)          | 1.8                     | 61               | 1.7            | 4.2                     | 335   | 13.2           | 22.8                    |
| 26                      | 0              | 1.5                     | 73               | 19.7           | 4.3                     | 400   | 19.4           | 23.4                    |
| 28                      | 7.7            | 1.5                     | 90               | 23.3           | 4.7                     | 457   | 14.3           | 23.7                    |

Notes: Industry and sector totals based on the sum of the monthly average number of maquiladoras divided by 12. Figures for 1989 and 1990 have been revised; 1987 and 1988 data are in the process of being revised.

The electrical machinery, equipment and parts, and electronics sectors include the production of telecommunications products and office equipment.

<sup>a</sup>Production of chemical products accounts for the following number of plants in the "other manufacturing industries" category for 1980 through 1991: 6; 6; 0; 0; 4; 3; 5; 21; 36; 46; 72; and 92, respectively.

<sup>b</sup>Preliminary figures.

Source: Compiled from data obtained from Mexico's Instituto Nacional de Estadística, Geografía e Informática (INEGI).

**Appendix III  
Maquiladora Operations**

**Table III.3: Mexico's Maquiladora  
Employment, Total and by Sector,  
1980-1991**

| <b>Year</b>       | <b>Maquiladora Industry</b> |                           |
|-------------------|-----------------------------|---------------------------|
|                   | <b>Total</b>                | <b>Percent<br/>change</b> |
| 1980              | 119,546                     | •                         |
| 1981              | 130,973                     | 9.6                       |
| 1982              | 127,048                     | (3.0)                     |
| 1983              | 150,867                     | 18.8                      |
| 1984              | 199,684                     | 32.4                      |
| 1985              | 211,968                     | 6.2                       |
| 1986              | 249,833                     | 17.9                      |
| 1987              | 305,253                     | 22.2                      |
| 1988              | 369,489                     | 21.0                      |
| 1989              | 418,533                     | 13.3                      |
| 1990              | 447,606                     | 7.0                       |
| 1991 <sup>b</sup> | 467,454                     | 4.4                       |

**Appendix III  
Maquiladora Operations**

| Food   |                |                  | Textiles and apparel |                |                  | Footwear and leather goods |                |                  |
|--------|----------------|------------------|----------------------|----------------|------------------|----------------------------|----------------|------------------|
| Amount | Percent change | Percent of total | Amount               | Percent change | Percent of total | Amount                     | Percent change | Percent of total |
| 1,393  | •              | 1.2              | 17,570               | •              | 14.7             | 1,787                      | •              | 1.5              |
| 1,572  | 12.9           | 1.2              | 18,054               | 2.8            | 13.8             | 1,821                      | 1.9            | 1.4              |
| 1,618  | 2.9            | 1.3              | 15,002               | (16.9)         | 11.8             | 2,043                      | 12.2           | 1.6              |
| 1,898  | 17.3           | 1.3              | 16,212               | 8.1            | 10.8             | 2,779                      | 36.0           | 1.8              |
| 1,753  | (7.6)          | 0.9              | 19,885               | 22.7           | 10.0             | 3,933                      | 41.5           | 2.0              |
| 1,855  | 5.8            | 0.9              | 21,473               | 8.0            | 10.1             | 4,531                      | 15.2           | 2.1              |
| 2,185  | 17.8           | 0.9              | 25,311               | 17.9           | 10.1             | 4,551                      | 0.4            | 1.8              |
| 2,464  | 12.8           | 0.8              | 30,273               | 19.6           | 9.9              | 5,283                      | 16.1           | 1.7              |
| 3,442  | 39.7           | 0.9              | 34,707               | 14.7           | 9.4              | 6,445                      | 22.0           | 1.7              |
| 4,177  | 21.4           | 1.0              | 38,367               | 10.6           | 9.2              | 7,972                      | 23.7           | 1.9              |
| 7,789  | 86.5           | 1.7              | 41,191               | 7.4            | 9.2              | 7,171                      | (10.1)         | 1.6              |
| 7,789  | 0              | 1.7              | 45,726               | 11.0           | 9.8              | 7,289                      | 1.7            | 1.6              |

(continued)

---

**Appendix III  
Maquiladora Operations**

---

| <b>Year</b>       | <b>Furniture and wood/metal products</b> |                       |                         |
|-------------------|--|-----------------------|-------------------------|
|                   | <b>Amount</b>                            | <b>Percent change</b> | <b>Percent of total</b> |
| 1980              | 3,230                                    | •                     | 2.7                     |
| 1981              | 3,319                                    | 2.8                   | 2.5                     |
| 1982              | 3,077                                    | (7.3)                 | 2.4                     |
| 1983              | 4,888                                    | 58.9                  | 3.2                     |
| 1984              | 6,201                                    | 26.9                  | 3.1                     |
| 1985              | 6,522                                    | 5.2                   | 3.1                     |
| 1986              | 9,632                                    | 47.7                  | 3.9                     |
| 1987              | 14,349                                   | 49.0                  | 4.7                     |
| 1988              | 17,770                                   | 23.8                  | 4.8                     |
| 1989              | 19,708                                   | 10.9                  | 4.7                     |
| 1990              | 23,821                                   | 20.9                  | 5.3                     |
| 1991 <sup>b</sup> | 26,528                                   | 11.4                  | 5.7                     |

**Appendix III  
Maquiladora Operations**

| Transportation equipment |                |                  | Nonelectric machinery and tools |                |                  | Electrical machinery, equipment and parts, and electronics |                |                  |
|--------------------------|----------------|------------------|---------------------------------|----------------|------------------|--|----------------|------------------|
| Amount                   | Percent change | Percent of total | Amount                          | Percent change | Percent of total | Amount   | Percent change | Percent of total |
| 7,500                    | •              | 6.3              | 1,834                           | •              | 1.5              | 29,774   | •              | 24.9             |
| 10,999                   | 46.7           | 8.4              | 1,402                           | (23.6)         | 1.1              | 33,396   | 12.2           | 25.5             |
| 12,288                   | 11.7           | 9.7              | 1,327                           | (5.4)          | 1.0              | 33,137   | (0.8)          | 26.1             |
| 19,594                   | 59.5           | 13.0             | 1,514                           | 14.1           | 1.0              | 36,770   | 11.0           | 24.4             |
| 29,378                   | 49.9           | 14.7             | 2,154                           | 42.3           | 1.1              | 47,572   | 29.4           | 23.8             |
| 40,145                   | 36.7           | 18.9             | 2,386                           | 10.8           | 1.1              | 43,776   | (8.0)          | 20.7             |
| 49,048                   | 22.2           | 19.6             | 3,253                           | 36.3           | 1.3              | 49,230   | 12.5           | 19.7             |
| 59,278                   | 20.9           | 19.4             | 3,787                           | 16.4           | 1.2              | 50,792   | 3.2            | 16.6             |
| 74,381                   | 25.5           | 20.1             | 4,878                           | 28.8           | 1.3              | 56,853   | 11.9           | 15.4             |
| 89,281                   | 20.0           | 21.3             | 5,691                           | 16.7           | 1.4              | 61,485   | 8.2            | 14.7             |
| 97,632                   | 9.4            | 21.8             | 4,953                           | (13.0)         | 1.1              | 51,631   | (16.0)         | 11.5             |
| 111,956                  | 14.7           | 24.0             | 4,894                           | (1.2)          | 1.1              | 49,267   | (4.6)          | 10.5             |

(continued)

---

**Appendix III  
Maquiladora Operations**

---

| <b>Year</b>       | <b>Electrical material and accessories, and electronics</b> |                       |                         |
|-------------------|---|-----------------------|-------------------------|
|                   | <b>Amount</b>   | <b>Percent change</b> | <b>Percent of total</b> |
| 1980              | 39,627  | •                     | 33.2                    |
| 1981              | 42,791  | 8.0                   | 32.7                    |
| 1982              | 40,979  | (4.2)                 | 32.3                    |
| 1983              | 45,920  | 12.1                  | 30.4                    |
| 1984              | 60,948  | 32.7                  | 30.5                    |
| 1985              | 57,083  | (6.3)                 | 26.9                    |
| 1986              | 63,851  | 11.9                  | 25.6                    |
| 1987              | 79,050  | 23.8                  | 25.9                    |
| 1988              | 95,700  | 21.1                  | 25.9                    |
| 1989              | 100,441   | 5.0                   | 24.0                    |
| 1990              | 113,386   | 12.9                  | 25.3                    |
| 1991 <sup>D</sup> | 112,540   | (0.8)                 | 24.1                    |



**Appendix III  
Maquiladora Operations**

| Toys and sporting goods |                |                  | Services |                |                  | Other manufacturing industries <sup>a</sup> |                |                  |
|-------------------------|----------------|------------------|----------|----------------|------------------|---|----------------|------------------|
| Amount                  | Percent change | Percent of total | Amount   | Percent change | Percent of total | Amount                                      | Percent change | Percent of total |
| 2,803                   | •              | 2.3              | 6,047    | •              | 5.1              | 7,981                                       | •              | 6.7              |
| 2,666                   | (4.9)          | 2.0              | 6,787    | 12.2           | 5.2              | 8,166                                       | 2.3            | 6.2              |
| 2,565                   | (3.8)          | 2.0              | 7,390    | 8.9            | 5.8              | 7,622                                       | (6.7)          | 6.0              |
| 3,477                   | 35.6           | 2.3              | 9,411    | 27.4           | 6.2              | 8,404                                       | 10.3           | 5.6              |
| 6,172                   | 77.5           | 3.1              | 10,562   | 12.2           | 5.3              | 11,126                                      | 32.4           | 5.6              |
| 7,265                   | 17.7           | 3.4              | 12,936   | 22.5           | 6.1              | 13,996                                      | 25.8           | 6.6              |
| 7,110                   | (2.1)          | 2.9              | 16,031   | 23.9           | 6.4              | 19,631                                      | 40.3           | 7.9              |
| 9,470                   | 33.2           | 3.1              | 15,625   | (2.5)          | 5.1              | 34,882                                      | 77.7           | 11.4             |
| 11,443                  | 20.8           | 3.1              | 15,938   | 2.0            | 4.3              | 47,932                                      | 37.4           | 13.0             |
| 12,003                  | 4.9            | 2.9              | 18,063   | 13.3           | 4.3              | 61,345                                      | 28.0           | 14.7             |
| 10,483                  | (12.7)         | 2.3              | 18,891   | 4.6            | 4.2              | 70,658                                      | 15.2           | 15.8             |
| 7,451                   | (28.9)         | 1.6              | 22,334   | 18.2           | 4.8              | 71,680                                      | 1.5            | 15.3             |

Notes: Industry and sector totals based on the sum of the monthly average number of employees divided by 12. Figures for 1989 and 1990 have been revised; 1987 and 1988 data are in the process of being revised.

The electrical machinery, equipment and parts, and electronics sectors include the production of telecommunications products and office equipment.

<sup>a</sup>Production of chemical products accounts for the following number of employees in the "other manufacturing industries" category for 1980 through 1991: 129; 143; 0; 0; 272; 92; 275; 911; 1,520; 2,696; 6,680; and 7,560, respectively.

<sup>b</sup>Preliminary figures.

Source: Compiled from data obtained from INEGI.

**Appendix III  
Maquiladora Operations**

**Table III.4: Production in Mexico's Maquiladora Industry, 1980-1991**

Pesos in millions

| Year              | Value added     |                 |                 |                                      |                                |              |
|-------------------|-----------------|-----------------|-----------------|--------------------------------------|--------------------------------|--------------|
|                   | Imported inputs | Aggregate total | National inputs | Wages, salaries, and fringe benefits | Diverse expenses and utilities | Export value |
|                   | Total           |                 |                 |                                      |                                | Total        |
| 1980              | 40,095.7        | 17,728.8        | 697.0           | 10,497.7                             | 6,534.1                        | 57,824.5     |
| 1981              | 54,679.4        | 23,957.0        | 707.5           | 14,644.1                             | 8,605.4                        | 78,636.4     |
| 1982              | 108,928.2       | 46,587.7        | 1,417.9         | 24,519.7                             | 20,650.1                       | 155,515.9    |
| 1983              | 344,782.9       | 99,521.2        | 4,536.0         | 46,928.0                             | 48,057.2                       | 444,304.1    |
| 1984              | 629,299.6       | 194,756.6       | 8,470.9         | 100,705.9                            | 85,579.8                       | 824,056.2    |
| 1985              | 980,548.9       | 325,249.7       | 8,890.7         | 167,665.4                            | 148,693.6                      | 1,305,798.6  |
| 1986              | 2,653,200.0     | 792,017.9       | 31,171.2        | 359,971.9                            | 400,874.8                      | 3,445,217.9  |
| 1987              | 7,588,323.3     | 2,235,149.6     | 118,405.9       | 1,036,957.8                          | 1,079,785.9                    | 9,823,472.9  |
| 1988              | 17,582,455.0    | 5,263,925.0     | 297,032.0       | 2,569,026.0                          | 2,397,867.0                    | 22,846,380.0 |
| 1989              | 22,913,026.0    | 7,350,229.0     | 361,008.0       | 3,740,163.0                          | 3,249,058.0                    | 30,263,255.0 |
| 1990              | 28,818,501.0    | 9,949,380.0     | 512,764.0       | 5,098,991.0                          | 4,337,625.0                    | 38,767,881.0 |
| 1991 <sup>a</sup> | 35,316,545.0    | 12,426,001.0    | 664,374.0       | 6,422,156.0                          | 5,339,471.0                    | 47,742,546.0 |

Note: Since 1980, Mexico's annual average market exchange rate has devalued from 22.9511 pesos to 3,016.1593 pesos per U.S. dollar.

<sup>a</sup>Preliminary figures.

Source: Compiled from data obtained from INEGI.

**Appendix III  
Maquiladora Operations**

**Table III.5: Structure of Ownership in the Maquiladora Industry by Country and Sector**

| Sector   | Number of firms | 100% Mexican | 100% U.S.  | Majority ownership |            | 50% Mexican 50% U.S. | Japanese <sup>a</sup> | Other countries <sup>b</sup> |
|--|-----------------|--------------|------------|--------------------|------------|----------------------|-----------------------|------------------------------|
|  |                 |              |            | Mexican            | U.S.       |                      |                       |                              |
| Food   | 67              | 31           | 18         | 5                  | 9          | 1                    | 2                     | 1 (1)                        |
| Textiles and apparel                                       | 513             | 364          | 82         | 25                 | 23         | 1                    | 1                     | 17 (2)                       |
| Footwear and leather goods                                 | 75              | 38           | 20         | 2                  | 9          | 2                    | •                     | 3 (3)                        |
| Furniture and wood/metal products                          | 417             | 187          | 113        | 40                 | 63         | 1                    | 4                     | 10 (4)                       |
| Chemical products  | 156             | 52           | 52         | 15                 | 25         | 1                    | 7                     | 4 (5)                        |
| Transportation equipment                                   | 192             | 48           | 101        | 8                  | 23         | •                    | 5                     | 7 (6)                        |
| Nonelectric machinery and tools                            | 34              | 10           | 17         | 1                  | 3          | •                    | 2                     | 1 (7)                        |
| Electrical machinery, equipment and parts, and electronics | 41              | 7            | 21         | 2                  | 8          | •                    | •                     | 3 (8)                        |
| Electrical material and accessories, and electronics       | 509             | 135          | 211        | 22                 | 100        | 3                    | 23                    | 15 (9)                       |
| Toys and sporting goods                                    | 61              | 24           | 21         | 4                  | 10         | •                    | 1                     | 1 (10)                       |
| Other manufacturing industries                             | 333             | 117          | 138        | 17                 | 43         | 4                    | 5                     | 9 (11)                       |
| Services   | 124             | 63           | 40         | 1                  | 17         | 1                    | 2                     | •                            |
| <b>Total</b>   | <b>2,522</b>    | <b>1,076</b> | <b>834</b> | <b>142</b>         | <b>333</b> | <b>14</b>            | <b>52</b>             | <b>71</b>                    |
| Relative participation (in percent)                        | 100.00          | 42.66        | 33.07      | 5.63               | 13.20      | 0.56                 | 2.06                  | 2.82                         |

Legend  
U.S. = United States

Note: Information based on maquiladora programs registered through January 1992.

<sup>a</sup>These businesses include minor Japanese participation and/or 100-percent Japanese ownership.

<sup>b</sup>This category includes minor participation, major participation, or 100-percent participation of the following countries: (1) Germany; (2) Korea-3; Argentina-2; Canada-2; Taiwan-2; Philippines, Switzerland, Bahamas, Panama, Ireland, Belize, Hong Kong, Germany; (3) France, Netherlands, Panama; (4) Canada-2; Lebanon-2; Cayman Islands, England, Hong Kong, Germany, Panama, Spain; (5) Canada, Panama, Switzerland, Turkey; (6) Germany-2; Netherlands-2; Canada, Korea, Panama; (7) Canada; (8) Netherlands-2; Korea; (9) Panama-4; France-4; Korea-2; Netherlands-2; England, Germany, Virgin Islands; (10) Switzerland; (11) Canada-2; Belize, China, Germany, Italy, Netherlands, Panama, Taiwan.

Source: SECOFI.

# Top 50 Companies, Importers, Exporters, and Maquiladoras in Mexico

**Table IV.1: Top 50 Mexican Firms in  
1990**

| Rank |      | Company                            | Principal Industry             |
|------|------|------------------------------------|--------------------------------|
| 1990 | 1989 |                                    |                                |
| 1    | 1    | Petroleos Mexicanos                | Petroleum                      |
| 2    | 3    | Telefonos de Mexico                | Communications                 |
| 3    | 2    | General Motors de Mexico           | Automotive                     |
| 4    | N.F. | Chrysler de Mexico                 | Automotive                     |
| 5    | 5    | Volkswagen de Mexico               | Automotive                     |
| 6    | 8    | CIA Mexicana de Aviacion           | Transportation                 |
| 7    | 7    | Ferrocarriles Nacionales de Mexico | Transportation                 |
| 8    | 9    | Hylsa                              | Iron and steel                 |
| 9    | 10   | Celanese Mexicana                  | Petrochemical                  |
| 10   | 12   | IBM de Mexico                      | Electronics                    |
| 11   | 11   | CIA Nestle                         | Food                           |
| 12   | N.F. | Kimberly-Clark de Mexico           | Paper and cardboard            |
| 13   | 13   | MET-MEX Peñoles                    | Mining                         |
| 14   | 17   | Cerveceria Cuauhtemoc              | Beverage                       |
| 15   | 18   | Grupo Nacional Provincial          | Insurance                      |
| 16   | 25   | Tiendas de Descuento Sultana       | Trade                          |
| 17   | 16   | Cigarrera La Moderna               | Tobacco                        |
| 18   | N.F. | Nacional de Drogas                 | Trade                          |
| 19   | 15   | American Express Company (Mexico)  | Financial services             |
| 20   | 20   | Industrial Minera Mexico           | Mining                         |
| 21   | 24   | Mexicana de Cobre                  | Mining                         |
| 22   | 30   | Cigarros la Tabacalera Mex         | Tobacco                        |
| 23   | 23   | Transportacion Maritima Mexicana   | Transportation                 |
| 24   | 35   | Teleindustria Ericsson             | Electronics                    |
| 25   | 28   | Fabrica de Jabon La Corona         | Soap, detergent, and cosmetics |
| 26   | 21   | Cobre de Mexico [and subsidiaries] | Nonferrous metal               |
| 27   | 34   | Cementos Mexicanos                 | Cement                         |
| 28   | 22   | Aseguradora Mexicana               | Insurance                      |
| 29   | N.F. | Arrendadora Internacional          | Financial services             |
| 30   | 33   | DuPont                             | Petrochemical                  |

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| Total sales<br>(pesos in trillions) |                                | Total assets<br>(pesos in trillions) |                                | Number of<br>employees | Composition of capital (in percent) |                                  |                            |                              |
|-------------------------------------|--------------------------------|--------------------------------------|--------------------------------|------------------------|-------------------------------------|----------------------------------|----------------------------|------------------------------|
| 1990                                | Percent<br>change<br>from 1989 | 1990                                 | Percent<br>change<br>from 1989 |                        | Public<br>Investment                | Mexican<br>private<br>Investment | Foreign<br>Investment      | Origin of foreign<br>capital |
| 53.115                              | 43.2                           | 132.506                              | 18.5                           | N.D.                   | 100.0                               | •                                | • No foreign capital       |                              |
| 10.693                              | 44.4                           | 27.132                               | 17.6                           | 49,912                 | 30.9                                | 59.1                             | 10.0 United States, France |                              |
| 7.039                               | 28.7                           | 5.198                                | 22.7                           | 58,838                 | •                                   | •                                | 100.0 United States        |                              |
| 6.532                               | 10.1                           | 3.142                                | 13.6                           | 13,887                 | •                                   | 0.1                              | 99.9 United States         |                              |
| 5.001                               | 65.4                           | 3.044                                | 27.7                           | 19,739                 | •                                   | •                                | 100.0 Germany              |                              |
| 2.819                               | 49.8                           | 2.336                                | 18.2                           | 11,409                 | •                                   | 100.0                            | • No foreign capital       |                              |
| 2.573                               | (9.1)                          | 26.807                               | (1.6)                          | 83,290                 | 100.0                               | •                                | • No foreign capital       |                              |
| 2.397                               | (7.2)                          | 3.069                                | (35.3)                         | 5,880                  | •                                   | 96.0                             | 4.0 United States          |                              |
| 2.365                               | 33.2                           | 2.888                                | 14.6                           | 8,995                  | •                                   | 60.0                             | 40.0 United States         |                              |
| 2.338                               | 43.4                           | 0.965                                | 27.6                           | 2,026                  | •                                   | •                                | 100.0 United States        |                              |
| 2.311                               | 39.0                           | 1.332                                | 82.9                           | 5,708                  | •                                   | •                                | 100.0 Switzerland          |                              |
| 2.248                               | (3.6)                          | 2.319                                | (4.7)                          | 4,454                  | •                                   | 55.0                             | 45.0 United States         |                              |
| 1.891                               | (12.3)                         | 1.719                                | (20.9)                         | 2,783                  | •                                   | 100.0                            | • No foreign capital       |                              |
| 1.644                               | (0.8)                          | 2.105                                | (2.6)                          | 4,599                  | •                                   | 100.0                            | • No foreign capital       |                              |
| 1.452                               | 32.5                           | 2.479                                | 21.6                           | 2,988                  | •                                   | 100.0                            | • No foreign capital       |                              |
| 1.379                               | 13.0                           | 0.620                                | 1.6                            | 7,300                  | •                                   | 100.0                            | • No foreign capital       |                              |
| 1.279                               | 9.7                            | 0.780                                | 20.4                           | 2,706                  | •                                   | 100.0                            | • No foreign capital       |                              |
| 1.272                               | 5.5                            | 0.238                                | 9.5                            | 3,521                  | •                                   | 100.0                            | • No foreign capital       |                              |
| 1.257                               | 4.4                            | 0.672                                | 22.2                           | 1,079                  | •                                   | •                                | 100.0 United States        |                              |
| 1.209                               | (13.7)                         | 1.951                                | (69.4)                         | 9,141                  | •                                   | 100.0                            | • No foreign capital       |                              |
| 1.176                               | (5.5)                          | 5.556                                | 0.4                            | 3,711                  | •                                   | 100.0                            | • No foreign capital       |                              |
| 1.054                               | (1.1)                          | 0.707                                | 17.7                           | 2,348                  | •                                   | 71.3                             | 28.7 United States         |                              |
| 1.035                               | 6.4                            | 1.091                                | 32.0                           | •                      | 5.0                                 | 95.0                             | • No foreign capital       |                              |
| 1.007                               | 70.2                           | 0.905                                | 46.4                           | 2,778                  | •                                   | 28.0                             | 72.0 Sweden                |                              |
| 1.002                               | 21.8                           | 0.543                                | 59.8                           | 2,980                  | •                                   | 100.0                            | • No foreign capital       |                              |
| 0.935                               | 0.3                            | 0.273                                | (1.5)                          | 791                    | 100.0                               | •                                | • No foreign capital       |                              |
| 0.934                               | 11.2                           | 2.128                                | 3.2                            | 3,632                  | •                                   | 100.0                            | • No foreign capital       |                              |
| 0.934                               | 1.9                            | 2.243                                | 7.0                            | 1,881                  | 100.0                               | •                                | • No foreign capital       |                              |
| 0.898                               | 280.5                          | 1.398                                | 165.3                          | 133                    | 60.0                                | •                                | 40.0 France                |                              |
| 0.867                               | 41.1                           | 0.528                                | 42.7                           | 1,956                  | •                                   | •                                | 100.0 United States        |                              |

(continued)

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| <b>Rank</b> |             | <b>Company</b>                      | <b>Principal Industry</b>        |
|-------------|-------------|-------------------------------------|----------------------------------|
| <b>1990</b> | <b>1989</b> |                                     |                                  |
| 31          | N.F.        | Productora e Importadora de Papel   | Paper and cardboard              |
| 32          | 37          | Seguros Monterrey                   | Insurance                        |
| 33          | 36          | Cervecería Moctezuma                | Beverage                         |
| 34          | 32          | Anderson Clayton & Company          | Food                             |
| 35          | 48          | Industria de Telecomunicacion       | Electronics                      |
| 36          | 43          | Xerox Mexicana                      | Electric machinery and equipment |
| 37          | 38          | Renault Industrias Mexicanas        | Autoparts                        |
| 38          | N.F.        | Industrias Resistol                 | Petrochemical                    |
| 39          | N.F.        | Nacional de Cobre                   | Nonferrous metal                 |
| 40          | 84          | Siemens                             | Electric machinery and equipment |
| 41          | 44          | Petrocel                            | Petrochemical                    |
| 42          | N.F.        | Grupo Troika                        | Beverage                         |
| 43          | 46          | Ciba Geigy Mexicana                 | Chemical                         |
| 44          | 53          | Cementos Tolteca                    | Cement                           |
| 45          | 42          | Hewlett Packard de Mexico           | Electronics                      |
| 46          | N.F.        | Herdez                              | Food                             |
| 47          | 51          | Kodak Mexicana                      | Trade                            |
| 48          | 49          | CIA Hulera Euzkadi                  | Rubber products                  |
| 49          | 50          | Ganaderos Productores de Leche Pura | Food                             |
| 50          | 58          | El Palacio de Hierro                | Trade                            |

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| Total sales<br>(pesos in trillions) |                                | Total assets<br>(pesos in trillions) |                                | Number of<br>employees | Composition of capital (In percent) |                                  |                       | Origin of foreign<br>capital |
|-------------------------------------|--------------------------------|--------------------------------------|--------------------------------|------------------------|-------------------------------------|----------------------------------|-----------------------|------------------------------|
| 1990                                | Percent<br>change<br>from 1989 | 1990                                 | Percent<br>change<br>from 1989 |                        | Public<br>investment                | Mexican<br>private<br>investment | Foreign<br>investment |                              |
| 0.834                               | (6.4)                          | 0.439                                | 9.6                            | 544                    | 99.9                                | 0.1                              | • No foreign capital  |                              |
| 0.788                               | 40.3                           | 1.445                                | 55.8                           | 2,270                  | •                                   | 100.0                            | • No foreign capital  |                              |
| 0.787                               | (2.3)                          | 1.479                                | (5.5)                          | 3,658                  | •                                   | 100.0                            | • No foreign capital  |                              |
| 0.773                               | 25.1                           | 0.720                                | 124.4                          | 3,127                  | •                                   | •                                | 100.0 United States   |                              |
| 0.738                               | 20.7                           | 0.345                                | 16.2                           | 291                    | •                                   | 100.0                            | • No foreign capital  |                              |
| 0.713                               | 47.4                           | 0.514                                | 65.8                           | 3,826                  | •                                   | •                                | 100.0 United States   |                              |
| 0.650                               | 17.1                           | 1.046                                | 7.4                            | 1,114                  | •                                   | •                                | 100.0 France          |                              |
| 0.646                               | 12.4                           | 0.651                                | (9.6)                          | 2,244                  | •                                   | 100.0                            | • No foreign capital  |                              |
| 0.624                               | (12.2)                         | 0.395                                | 11.2                           | 1,085                  | •                                   | 100.0                            | • No foreign capital  |                              |
| 0.595                               | 30.7                           | 0.314                                | 22.4                           | 2,020                  | •                                   | •                                | 100.0 Germany         |                              |
| 0.590                               | (12.4)                         | 1.653                                | 9.0                            | 638                    | N.D.                                | N.D.                             | N.D. N.D.             |                              |
| 0.587                               | 78.6                           | 0.495                                | 4.6                            | N.D.                   | •                                   | 100.0                            | • No foreign capital  |                              |
| 0.585                               | 27.9                           | 0.667                                | 44.2                           | 2,308                  | •                                   | •                                | 100.0 Switzerland     |                              |
| 0.580                               | 16.8                           | 2.017                                | 13.0                           | 1,455                  | •                                   | 70.0                             | 30.0 United Kingdom   |                              |
| 0.574                               | 18.3                           | 0.382                                | 32.5                           | 920                    | •                                   | •                                | 100.0 United States   |                              |
| 0.567                               | 6.6                            | 0.322                                | 3.5                            | 3,171                  | •                                   | 100.0                            | • No foreign capital  |                              |
| 0.559                               | 34.7                           | 0.292                                | 31.2                           | 405                    | •                                   | •                                | 100.0 United States   |                              |
| 0.556                               | (3.8)                          | 0.549                                | (3.3)                          | 2,830                  | •                                   | 65.0                             | 35.0 United States    |                              |
| 0.547                               | 31.2                           | 0.118                                | 55.3                           | 1,490                  | •                                   | 100.0                            | • No foreign capital  |                              |
| 0.547                               | 54.6                           | 0.673                                | 24.0                           | N.D.                   | •                                   | 100.0                            | • No foreign capital  |                              |

**Legend**

N.F. = Spanish for "no figuraron." Companies with this key did not participate in the 1989 survey.  
N.D. = Spanish for "no disponible," or not available.

Notes: Excerpts reprinted with permission from the publisher.

Mexico's 1989 and 1990 average market exchange rates were 2,483.3770 and 2,838.3572 pesos per U.S. dollar, respectively.

Source: "Las 500 empresas mas importantes de Mexico," Expansion, Vol. 23, no. 572 (Aug. 21, 1991).

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

**Table IV.2: Top 50 Mexican Importers  
in 1990**

| <b>Rank</b> |             | <b>Importer</b>                   | <b>Principal Industry</b>            |
|-------------|-------------|-----------------------------------|--------------------------------------|
| <b>1990</b> | <b>1989</b> |                                   |                                      |
| 1           | N.F.        | Chrysler de Mexico                | Automotive                           |
| 2           | 2           | Petroleos Mexicanos               | Petroleum                            |
| 3           | 1           | General Motors de Mexico          | Automotive                           |
| 4           | 4           | Volkswagen de Mexico              | Automotive                           |
| 5           | 5           | Teleindustria Ericsson            | Electronics                          |
| 6           | N.F.        | Kimberly-Clark de Mexico          | Paper and cardboard                  |
| 7           | N.F.        | Renault Industrias Mexicanas      | Autoparts                            |
| 8           | 7           | Aseguradora Mexicana              | Insurance                            |
| 9           | 8           | Hewlett Packard de Mexico         | Electronics                          |
| 10          | 13          | Fabricas Monterrey                | Metallic products                    |
| 11          | 19          | Celanese Mexicana                 | Petrochemical                        |
| 12          | 10          | Ciba Geigy Mexicana               | Chemical                             |
| 13          | 11          | Industrias John Deere             | Agricultural machinery and equipment |
| 14          | 21          | DuPont                            | Petrochemical                        |
| 15          | 14          | Fabrica de Jabon La Corona        | Soap, detergents, and cosmetics      |
| 16          | 30          | Xerox Mexicana                    | Electric machinery and equipment     |
| 17          | 27          | Kodak Mexicana                    | Trade                                |
| 18          | 25          | Aluminio [and subsidiaries]       | Nonferrous metal                     |
| 19          | 17          | Industria de Telecomunicacion     | Electronics                          |
| 20          | 26          | Cummins                           | Autoparts                            |
| 21          | N.F.        | Grupo Hytt                        | Textile                              |
| 22          | 32          | Poliolles                         | Petrochemical                        |
| 23          | N.F.        | Productora e Importadora de Papel | Paper and cardboard                  |
| 24          | 44          | Bayer de Mexico                   | Chemical                             |
| 25          | 61          | Central de Industrias             | Autoparts                            |
| 26          | 41          | Empaques de Carton Titan          | Paper and cardboard                  |



**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| Imports (pesos in trillions) |       |                | Total sales (pesos in trillions) |        |                | Imports as a percentage of total sales |      | Principal product imported          | Principal origin of imported product |
|------------------------------|-------|----------------|----------------------------------|--------|----------------|--|------|-------------------------------------|--------------------------------------|
| 1990                         | 1989  | Percent change | 1990                             | 1989   | Percent change | 1990                                   | 1989 |                                     |                                      |
| 3.152                        | 2.171 | 45.2           | 6.532                            | 5.930  | 10.2           | 48.3                                   | 36.6 | Autoparts                           | United States                        |
| 2.729                        | 1.963 | 39.0           | 53.115                           | 37.077 | 43.3           | 5.1                                    | 5.3  | Petroleum products                  | United States                        |
| 2.573                        | 2.184 | 17.8           | 7.039                            | 5.467  | 28.8           | 36.6                                   | 40.0 | Automotive parts and components     | United States<br>Canada              |
| 1.959                        | 1.416 | 38.4           | 5.001                            | 3.023  | 65.4           | 39.2                                   | 46.8 | Assembly material                   | Germany                              |
| 0.549                        | 0.338 | 62.2           | 1.007                            | 0.591  | 70.2           | 54.5                                   | 57.2 | Telecommunications equipment        | Sweden                               |
| 0.473                        | 0.421 | 12.3           | 2.248                            | 2.335  | (3.7)          | 21.0                                   | 18.0 | Cellulose (timber)                  | United States                        |
| 0.333                        | 0.428 | (22.1)         | 0.650                            | 0.555  | 17.1           | 51.3                                   | 77.1 | Engine parts                        | France                               |
| 0.299                        | 0.305 | (2.0)          | 0.934                            | 0.916  | 1.9            | 32.0                                   | 33.2 | Insurance                           | N.D.                                 |
| 0.285                        | 0.268 | 6.3            | 0.574                            | 0.485  | 18.4           | 49.8                                   | 55.4 | Computer parts                      | United States                        |
| 0.263                        | 0.180 | 46.1           | 0.518                            | 0.482  | 7.5            | 50.7                                   | 37.3 | Machinery                           | United States<br>Japan               |
| 0.237                        | 0.159 | 49.0           | 2.365                            | 1.775  | 33.3           | 10.0                                   | 9.0  | AlphaCellulose <sup>a</sup>         | United States                        |
| 0.230                        | 0.195 | 18.3           | 0.585                            | 0.457  | 28.0           | 39.4                                   | 42.6 | Voltindol <sup>a</sup>              | Switzerland                          |
| 0.227                        | 0.194 | 17.0           | 0.420                            | 0.364  | 15.5           | 54.0                                   | 53.3 | Agricultural machinery parts        | United States<br>Europe              |
| 0.222                        | 0.154 | 44.7           | 0.867                            | 0.614  | 41.2           | 25.7                                   | 25.0 | Raw materials                       | United States<br>Australia           |
| 0.222                        | 0.179 | 24.3           | 1.002                            | 0.822  | 21.8           | 22.2                                   | 21.8 | Oleaginous seeds                    | United States                        |
| 0.210                        | 0.114 | 83.7           | 0.713                            | 0.483  | 47.5           | 29.4                                   | 23.6 | Subassembly material                | United States<br>Brazil              |
| 0.188                        | 0.080 | 134.3          | 0.559                            | 0.415  | 34.7           | 33.6                                   | 19.3 | Photographic film                   | United States<br>Brazil              |
| 0.154                        | 0.132 | 16.6           | 0.429                            | 0.351  | 22.2           | 35.8                                   | 37.5 | Aluminum oxide (paste compound)     | United States<br>Europe              |
| 0.147                        | 0.202 | (27.2)         | 0.738                            | 0.611  | 20.7           | 19.9                                   | 33.0 | Electronic components               | United States<br>Europe              |
| 0.135                        | 0.128 | 6.1            | 0.291                            | 0.364  | (20.0)         | 46.6                                   | 35.1 | Engine parts                        | United States                        |
| 0.134                        | N.D.  | •              | 0.447                            | 0.340  | 31.7           | 29.9                                   | •    | Cotton machinery parts              | N.D.                                 |
| 0.123                        | 0.147 | (16.1)         | 0.397                            | 0.470  | (15.4)         | 31.0                                   | 31.2 | Propylene oxide                     | United States                        |
| 0.123                        | 0.041 | 201.0          | 0.834                            | 0.892  | (6.5)          | 14.7                                   | 4.6  | Cellulose (wood chips)              | United States                        |
| 0.116                        | 0.065 | 76.5           | 0.393                            | 0.292  | 34.7           | 29.4                                   | 22.4 | Agrochemicals, Veterin <sup>a</sup> | United States<br>Germany             |
| 0.108                        | 0.043 | 149.3          | 0.280                            | 0.164  | 71.2           | 38.7                                   | 26.6 | Fabric, steel                       | United States                        |
| 0.107                        | 0.088 | 21.3           | 0.426                            | 0.506  | (15.9)         | 25.1                                   | 17.4 | Paper and waste                     | United States                        |

(continued)

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| <b>Rank</b> |             | <b>Importer</b>                    | <b>Principal Industry</b>           |
|-------------|-------------|------------------------------------|-------------------------------------|
| <b>1990</b> | <b>1989</b> |                                    |                                     |
| 27          | 37          | Mexicana de Cobre                  | Mining                              |
| 28          | 29          | Grupo Primex                       | Petrochemical                       |
| 29          | N.F.        | CIA Minera Autlan                  | Mining                              |
| 30          | 47          | BASF Mexicana                      | Chemical                            |
| 31          | 42          | Tiendas de Descuento Sultana       | Trade                               |
| 32          | 66          | Celulosa de Chihuahua              | Paper and cardboard                 |
| 33          | 43          | Industrias Negromex                | Rubber products                     |
| 34          | 38          | Quimica Hoechst de Mexico          | Chemical                            |
| 35          | N.F.        | Industrias Resistol                | Petrochemical                       |
| 36          | 23          | Telefonos de Mexico                | Communications                      |
| 37          | 33          | Anderson Clayton & Company         | Food                                |
| 38          | 50          | Cobre de Mexico [and subsidiaries] | Nonferrous metal                    |
| 39          | N.F.        | Compubur                           | Electronics                         |
| 40          | 53          | Metalsa [and subsidiaries]         | Autoparts                           |
| 41          | 62          | Hidromex                           | Nonelectric machinery and equipment |
| 42          | 35          | Met-Mex Peñoles                    | Mining                              |
| 43          | N.F.        | Mextrac                            | Construction                        |
| 44          | 83          | Minera Carbonifera Rio Escondido   | Mining                              |
| 45          | 56          | Motores Perkins                    | Autoparts                           |
| 46          | N.F.        | Cartones Ponderosa                 | Paper and cardboard                 |
| 47          | 141         | Galvak                             | Nonferrous metal                    |
| 48          | N.F.        | AES Printaform                     | Electronics                         |
| 49          | 52          | Hylsa                              | Iron and steel                      |
| 50          | 39          | Industria Automotriz               | Autoparts                           |

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| Imports (pesos in trillions) |       |                | Total sales (pesos in trillions) |       |                | Imports as a percentage of total sales |      | Principal product imported    | Principal origin of imported product |
|------------------------------|-------|----------------|----------------------------------|-------|----------------|--|------|-------------------------------|--------------------------------------|
| 1990                         | 1989  | Percent change | 1990                             | 1989  | Percent change | 1990                                   | 1989 |                               |                                      |
| 0.106                        | 0.103 | 2.8            | 1.176                            | 1.245 | (5.6)          | 9.0                                    | 8.3  | Mining equipment parts        | United States                        |
| 0.103                        | 0.115 | (10.4)         | 0.404                            | 0.487 | (17.1)         | 25.6                                   | 23.7 | Chloride monomer              | United States                        |
| 0.102                        | 0.075 | 36.9           | 0.373                            | 0.316 | 18.2           | 27.4                                   | 23.7 | Manganese                     | Australia                            |
| 0.096                        | 0.059 | 63.6           | 0.350                            | 0.259 | 34.9           | 27.4                                   | 22.6 | Raw materials                 | Germany                              |
| 0.092                        | 0.088 | 5.0            | 1.379                            | 1.220 | 13.0           | 6.7                                    | 7.2  | Apparel and gifts             | United States                        |
| 0.091                        | 0.037 | 143.5          | 0.248                            | 0.198 | 25.4           | 36.7                                   | 18.9 | Chemicals and wood            | United States                        |
| 0.089                        | 0.066 | 34.7           | 0.254                            | 0.193 | 31.2           | 35.0                                   | 34.1 | Butadiene                     | United States                        |
| 0.089                        | 0.072 | 23.4           | 0.384                            | 0.319 | 20.4           | 23.1                                   | 22.5 | Agrochemicals                 | Germany                              |
| 0.086                        | 0.070 | 22.2           | 0.646                            | 0.575 | 12.4           | 13.3                                   | 12.3 | Estirene monomer              | United States                        |
| 0.083                        | 0.079 | 5.2            | 10.693                           | 7.403 | 44.4           | 0.8                                    | 1.1  | Telephone equipment           | United States                        |
| 0.080                        | N.D.  | •              | 0.773                            | 0.617 | 25.2           | 10.3                                   | •    | •                             | N.D.                                 |
| 0.077                        | 0.053 | 45.1           | 0.935                            | 0.932 | 0.4            | 8.2                                    | 5.7  | Copper scraps                 | United States                        |
| 0.074                        | 0.071 | 4.7            | 0.157                            | 0.109 | 44.0           | 47.4                                   | 65.2 | Integrated circuits           | United States                        |
| 0.072                        | 0.052 | 36.8           | 0.286                            | 0.232 | 23.1           | 25.0                                   | 22.5 | Steel                         | United States                        |
| 0.070                        | •     | •              | 0.113                            | 0.066 | 69.4           | 61.8                                   | •    | Automatic cashiers            | United States                        |
| 0.068                        | 0.098 | (30.9)         | 1.891                            | 2.157 | (12.3)         | 3.6                                    | 4.6  | Reactors, replacements        | United States<br>Europe              |
| 0.067                        | 0.039 | 74.3           | 0.156                            | 0.100 | 56.6           | 43.2                                   | 38.8 | Motor graders                 | United States                        |
| 0.066                        | 0.026 | 153.8          | 0.405                            | 0.268 | 51.5           | 16.3                                   | 9.8  | Parts and machinery           | United States                        |
| 0.064                        | 0.068 | (6.8)          | 0.198                            | 0.207 | (4.0)          | 32.2                                   | 33.1 | Monoblocks and heads          | United Kingdom                       |
| 0.062                        | 0.047 | 31.8           | 0.191                            | 0.175 | 9.2            | 32.6                                   | 27.0 | Cellulose and fibers (timber) | United States                        |
| 0.062                        | 0.013 | 363.1          | 0.336                            | 0.292 | 15.0           | 18.4                                   | 4.6  | Black shingles                | United States                        |
| 0.062                        | 0.044 | 40.4           | 0.118                            | 0.087 | 36.1           | 52.0                                   | 50.5 | Electronics                   | Asia                                 |
| 0.061                        | 0.074 | (17.4)         | 2.397                            | 2.585 | (7.3)          | 2.5                                    | 2.9  | Scrap iron                    | United States                        |
| 0.060                        | 0.070 | (14.3)         | 0.179                            | 0.165 | 8.9            | 33.6                                   | 42.7 | Steel                         | United States<br>Japan               |

---

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

---

Legend

N.F. = Spanish for "no figuraron." Companies with this key did not participate in the 1989 survey.  
N.D. = Spanish for "no disponible," or not available.

Notes: Excerpts reprinted with permission from the publisher.

Mexico's 1989 and 1990 average market exchange rates were 2,483.3770 and 2,838.3572 pesos per U.S. dollar, respectively.

\*Registered trademark name.

Source: "Las Importadoras mas importantes de Mexico," Expansion, Vol. 23, no. 575 (Oct. 2, 1991).

---

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

---

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

**Table IV.3: Top 50 Mexican Exporters  
in 1990**

| Rank |      | Exporter                         | Principal Industry               |
|------|------|----------------------------------|----------------------------------|
| 1990 | 1989 |                                  |                                  |
| 1    | 1    | Petroleos Mexicanos              | Petroleum                        |
| 2    | 2    | General Motors de Mexico         | Automotive                       |
| 3    | N.F. | Chrysler de Mexico               | Automotive                       |
| 4    | 4    | Telefonos de Mexico              | Communications                   |
| 5    | 5    | Volkswagen de Mexico             | Automotive                       |
| 6    | 6    | CIA Mexicana de Aviacion         | Transportation                   |
| 7    | 8    | Met-Mex Peñoles                  | Mining                           |
| 8    | 7    | IBM de Mexico                    | Electronics                      |
| 9    | 9    | Industrial Minera Mexico         | Mining                           |
| 10   | 13   | Mexicana de Cobre                | Mining                           |
| 11   | 10   | Renault Industrias Mexicanas     | Autoparts                        |
| 12   | 15   | Celanese Mexicana                | Petrochemical                    |
| 13   | 12   | Petrocel                         | Petrochemical                    |
| 14   | 21   | Hewlett Packard de Mexico        | Electronics                      |
| 15   | 20   | Transportacion Maritima Mexicana | Transportation                   |
| 16   | 22   | Cifunsa                          | Autoparts                        |
| 17   | 25   | Xerox Mexicana                   | Electric machinery and equipment |
| 18   | 11   | DuPont                           | Petrochemical                    |
| 19   | N.F. | CIA Minera Autlan                | Mining                           |
| 20   | 19   | Exportadora de Sal               | Mining                           |
| 21   | 23   | Tereftalatos Mexicanos           | Petrochemical                    |
| 22   | 27   | Fibras Quimicas                  | Synthetic fibers and resins      |

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| Exports (pesos in trillions) |        |                | Total sales (pesos in trillions) |        |                | Exports as a percentage of total sales |       | Principal product exported         | Principal destination of exported product |
|------------------------------|--------|----------------|----------------------------------|--------|----------------|--|-------|------------------------------------|---|
| 1990                         | 1989   | Percent change | 1990                             | 1989   | Percent change | 1990                                   | 1989  |                                    |   |
| 27.168                       | 18.608 | 46.0           | 53.115                           | 37.077 | 43.3           | 51.2                                   | 50.2  | Crude oil                          | United States<br>Spain                    |
| 3.817                        | 3.336  | 14.4           | 7.039                            | 5.467  | 28.8           | 54.2                                   | 61.0  | Motors, engines                    | United States<br>Canada<br>Japan          |
| 3.295                        | 2.229  | 47.8           | 6.532                            | 5.930  | 10.2           | 50.4                                   | 37.6  | Vehicles                           | United States                             |
| 1.907                        | 1.868  | 2.1            | 10.693                           | 7.403  | 44.4           | 17.8                                   | 25.2  | International long distance calls  | United States                             |
| 1.718                        | 1.150  | 49.5           | 5.001                            | 3.023  | 65.4           | 34.4                                   | 38.0  | Engines, spare parts, and vehicles | United States<br>Canada<br>Germany        |
| 1.647                        | 1.053  | 56.4           | 2.819                            | 1.881  | 49.8           | 58.4                                   | 56.0  | Transportation of passengers       | United States                             |
| 1.229                        | 1.240  | (0.9)          | 1.891                            | 2.157  | (12.3)         | 65.0                                   | 57.5  | Silver, lead, zinc                 | United States<br>Europe<br>Asia           |
| 1.203                        | 0.933  | 28.9           | 2.338                            | 1.630  | 43.4           | 51.5                                   | 57.3  | Personal computers                 | United States<br>Canada<br>Asia           |
| 0.755                        | 0.841  | (10.3)         | 1.209                            | 1.401  | (13.8)         | 62.5                                   | 60.1  | Silver                             | United States                             |
| 0.682                        | 0.623  | 9.6            | 1.176                            | 1.245  | (5.6)          | 58.0                                   | 50.0  | Electrode copper coating           | United States<br>Belgium                  |
| 0.650                        | 0.555  | 17.1           | 0.650                            | 0.555  | 17.1           | 100.0                                  | 100.0 | Motors                             | France                                    |
| 0.477                        | 0.323  | 47.9           | 2.365                            | 1.775  | 33.3           | 20.2                                   | 18.2  | Polyester textiles                 | Latin America                             |
| 0.431                        | 0.502  | (14.1)         | 0.590                            | 0.674  | (12.4)         | 73.1                                   | 74.5  | •                                  | N.D.                                      |
| 0.379                        | 0.246  | 54.0           | 0.574                            | 0.485  | 18.4           | 66.0                                   | 50.7  | Personal computers                 | United States<br>Canada<br>Latin America  |
| 0.326                        | 0.290  | 12.3           | 1.035                            | 0.972  | 6.5            | 31.5                                   | 29.9  | Cargo transport service            | United States<br>Japan                    |
| 0.279                        | 0.312  | (10.7)         | 0.419                            | 0.466  | (10.2)         | 66.7                                   | 67.1  | Automotive parts                   | United States                             |
| 0.225                        | 0.145  | 55.2           | 0.713                            | 0.483  | 47.5           | 31.5                                   | 29.9  | Equipment                          | United States<br>Canada<br>Latin America  |
| 0.219                        | 0.144  | 52.4           | 0.867                            | 0.614  | 41.2           | 25.3                                   | 23.5  | Titanium dioxide                   | Europe<br>Latin America<br>Asia           |
| 0.218                        | 0.199  | 9.5            | 0.373                            | 0.316  | 18.2           | 58.5                                   | 63.2  | Ferromanganese                     | United States                             |
| 0.198                        | 0.164  | 21.3           | 0.204                            | 0.168  | 21.3           | 97.1                                   | 97.1  | Salt                               | Japan                                     |
| 0.165                        | 0.218  | (24.2)         | 0.433                            | 0.519  | (16.6)         | 38.1                                   | 42.0  | •                                  | N.D.                                      |
| 0.162                        | 0.173  | (6.1)          | 0.514                            | 0.573  | (10.2)         | 31.6                                   | 30.2  | •                                  | N.D.                                      |

(continued)

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| <b>Rank</b> |             |                                   |                             |
|-------------|-------------|-----------------------------------|-----------------------------|
| <b>1990</b> | <b>1989</b> | <b>Exporter</b>                   | <b>Principal Industry</b>   |
| 23          | 48          | Central de Industrias             | Autoparts                   |
| 24          | N.F.        | Kimberly-Clark de Mexico          | Paper and cardboard         |
| 25          | 31          | Hylsa                             | Iron and steel              |
| 26          | N.F.        | Compubur                          | Electronics                 |
| 27          | 32          | Quimica del Rey                   | Chemical                    |
| 28          | 38          | Industrias Negromex               | Rubber products             |
| 29          | N.F.        | Industrias Resistol               | Petrochemical               |
| 30          | N.F.        | Sistema Argos                     | Beverage                    |
| 31          | 28          | Cummins                           | Autoparts                   |
| 32          | 45          | Quimica Fluor                     | Chemical                    |
| 33          | N.F.        | Grupo Hytt                        | Textile                     |
| 34          | 50          | Alimentos de Veracruz             | Food                        |
| 35          | 47          | Celulosa de Chihuahua             | Paper and cardboard         |
| 36          | 41          | Cerveceria Cuauhtemoc             | Beverage                    |
| 37          | 29          | Grupo Primex                      | Petrochemical               |
| 38          | 30          | Minera Real de Angeles            | Mining                      |
| 39          | 51          | Pyosa                             | Chemical                    |
| 40          | 49          | Poliolles                         | Petrochemical               |
| 41          | 67          | Ciba Geigy Mexicana               | Chemical                    |
| 42          | 54          | Cerveceria Moctezuma              | Beverage                    |
| 43          | N.F.        | Productora e Importadora de Papel | Paper and cardboard         |
| 44          | 63          | Nylon de Mexico                   | Synthetic fibers and resins |
| 45          | N.F.        | Tremec Trading Company            | Trade                       |
| 46          | 36          | CIA Minera Las Cuevas             | Mining                      |
| 47          | N.F.        | Hermes Comercio Exterior          | Trade                       |
| 48          | N.F.        | Grupo Bioquimex                   | Chemical                    |
| 49          | 143         | Aseguradora Mexicana              | Insurance                   |
| 50          | N.F.        | Tapetes Luxor                     | Textile                     |



**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| Exports (pesos in trillions) |       |                | Total sales (pesos in trillions) |       |                | Exports as a percentage of total sales |      | Principal product exported                      | Principal destination of exported product |
|------------------------------|-------|----------------|----------------------------------|-------|----------------|--|------|---|---|
| 1990                         | 1989  | Percent change | 1990                             | 1989  | Percent change | 1990                                   | 1989 |   |   |
| 0.137                        | 0.090 | 52.5           | 0.280                            | 0.164 | 71.2           | 49.0                                   | 55.0 | Seats   | United States                             |
| 0.135                        | 0.263 | (48.8)         | 2.248                            | 2.335 | (3.7)          | 6.0                                    | 11.3 | Toilet paper                                    | United States                             |
| 0.135                        | 0.145 | (7.3)          | 2.397                            | 2.585 | (7.3)          | 5.6                                    | 5.6  | Galvanized sheet metal                          | United States                             |
| 0.119                        | 0.084 | 42.0           | 0.157                            | 0.109 | 44.0           | 75.8                                   | 76.8 | •   | N.D.                                      |
| 0.111                        | 0.131 | (15.0)         | 0.261                            | 0.284 | (8.0)          | 42.5                                   | 46.1 | Sodium sulfate                                  | Europe<br>Austria<br>Venezuela            |
| 0.110                        | 0.069 | 58.3           | 0.254                            | 0.193 | 31.2           | 43.2                                   | 35.9 | Synthetic rubber                                | United States                             |
| 0.094                        | 0.082 | 15.0           | 0.646                            | 0.575 | 12.4           | 14.5                                   | 14.2 | Shatterproof glass                              | United States                             |
| 0.092                        | 0.014 | 568.1          | 0.320                            | 0.275 | 16.5           | 28.6                                   | 5.0  | Bottled refreshments                            | United States                             |
| 0.086                        | 0.110 | (21.6)         | 0.291                            | 0.364 | (20.0)         | 29.7                                   | 30.3 | Cylinder heads                                  | United States                             |
| 0.082                        | 0.059 | 37.8           | 0.199                            | 0.228 | (12.7)         | 41.2                                   | 26.1 | Hydrofluoric acid                               | United States                             |
| 0.082                        | N.D.  | •              | 0.447                            | 0.340 | 31.7           | 18.3                                   | •    | Fabric  | United States<br>Canada<br>Europe         |
| 0.081                        | 0.053 | 52.6           | 0.110                            | 0.058 | 89.8           | 73.2                                   | 91.1 | Orange juice                                    | United States                             |
| 0.080                        | 0.024 | 227.6          | 0.248                            | 0.198 | 25.4           | 32.1                                   | 12.3 | Cellulose (timber)                              | Asia, Italy                               |
| 0.079                        | 0.064 | 23.4           | 1.644                            | 1.659 | (0.9)          | 4.8                                    | 3.9  | Beer  | United States                             |
| 0.079                        | 0.148 | (46.9)         | 0.404                            | 0.487 | (17.1)         | 19.5                                   | 30.4 | Vinyl resins                                    | United States<br>United Kingdom<br>Asia   |
| 0.075                        | 0.054 | 38.8           | 0.307                            | 0.324 | (5.1)          | 24.3                                   | 16.6 | Concentrated zinc                               | Switzerland                               |
| 0.073                        | 0.071 | 2.6            | 0.229                            | 0.245 | (6.7)          | 32.0                                   | 29.1 | Lead oxide                                      | Japan                                     |
| 0.069                        | 0.070 | (0.6)          | 0.397                            | 0.470 | (15.4)         | 17.5                                   | 14.9 | Ethylene glycol                                 | United States                             |
| 0.068                        | 0.034 | 97.5           | 0.585                            | 0.457 | 27.9           | 11.7                                   | 7.6  | Voltaren, <sup>a</sup><br>Tegretol <sup>b</sup> | United States<br>Switzerland<br>Japan     |
| 0.066                        | 0.041 | 60.0           | 0.787                            | 0.806 | (2.4)          | 8.4                                    | 5.1  | Beer  | United States                             |
| 0.066                        | 0.073 | (9.2)          | 0.834                            | 0.892 | (6.5)          | 7.9                                    | 8.1  | •   | Venezuela<br>Brazil                       |
| 0.065                        | 0.051 | 27.7           | 0.372                            | 0.393 | (5.2)          | 17.3                                   | 12.9 | •   | N.D.                                      |
| 0.061                        | 0.054 | 13.3           | 0.140                            | 0.161 | (12.7)         | 43.6                                   | 33.6 | •   | N.D.                                      |
| 0.060                        | 0.073 | (18.6)         | 0.070                            | 0.081 | (14.4)         | 85.6                                   | 90.0 | Fluoride  | United States<br>Canada, Europe           |
| 0.059                        | 0.007 | 697.8          | 0.082                            | 0.010 | 748.1          | 72.0                                   | 76.6 | Boilers, steel                                  | United States                             |
| 0.054                        | 0.046 | 16.7           | 0.075                            | 0.073 | 3.5            | 71.2                                   | 63.2 | Bio-red chromophil                              | United States<br>Europe, Japan            |

(continued)

---

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

---

**Legend**

N.F. = Spanish for "no figuraron." Companies with this key did not participate in the 1989 survey.  
N.D. = Spanish for "no disponible," or not available.

Notes: Excerpts reprinted with permission from the publisher.

Mexico's 1989 and 1990 average market exchange rates were 2,483.3770 and 2,838.3572 pesos per U.S. dollar, respectively.

\*Registered trademark name.

Source: "Las Exportadoras mas importantes de Mexico," Expansion, Vol. 23, no. 575 (Oct. 2, 1991).

---

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

---

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

**Table IV.4: Top 50 Mexican  
Maquiladoras in 1990**

| <b>Maquiladora</b>                           | <b>Industry<sup>a</sup></b> |
|--|-----------------------------|
| Deltronicos de Matamoros                     | 8                           |
| Maquilas Teta Kawi                           | 6                           |
| Videotec de Mexico                           | 8                           |
| SIA Electronica de Baja California           | 8                           |
| Matsushita Industrial de Baja California     | 9                           |
| Conductores y Componentes Electricos         | 9                           |
| Componentes Mecanicos de Matamoros           | 6                           |
| Ensambladora de Matamoros                    | 8                           |
| Hitachi Consumer Products de Mexico          | 8                           |
| Turbo Tecnologia de Reparaciones             | 8                           |
| Fisher Price de Mexico                       | 10                          |
| Sistemas Electricos y Computadores           | 6                           |
| Diesel Recon de Mexico                       | 6                           |
| Emermex                                      | 9                           |
| Rimir  | 6                           |
| Datacom de Mexico                            | 9                           |
| Mexhon                                       | 8                           |
| L-N Safety Glass                             | 6                           |
| Garrett Productos Automotrices               | 6                           |
| Ensambladores Electronicos de Mexico         | 9                           |
| Juguetreces                                  | 10                          |
| Componentes Tecnicos de Baja California      | 8                           |
| Skil de Mexico                               | 8                           |
| Productos de Control                         | 8                           |
| Proctor Silex                                | 9                           |
| Componentes de Reynosa                       | 9                           |
| PPH Industrial                               | 9                           |
| CP Clare Mexicana                            | 9                           |
| Electronica Internacional de Baja California | 9                           |

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| Total exports<br>(pesos in<br>millions) | Export value<br>added (pesos in<br>millions) | Principal product of<br>importation                     | Destination                                 | Number of<br>employees | Composition of<br>capital (In percent) |         |
|---|--|---|---|------------------------|--|---------|
|   |  |   |   |                        | Foreign                                | Mexican |
| 2,364,510.2                             | 99,510.7                                     | Automotive radios and plastic parts                     | Indiana                                     | 4,354                  | 100.0                                  | •       |
| 974,400.0                               | 14,400.0                                     | Automotive harnesses                                    | United States                               | 1,297                  | •                                      | 100.0   |
| 772,006.8                               | N.D.   | Color televisions                                       | N.D.  | 1,500                  | N.D.                                   | N.D.    |
| 447,684.8                               | 36,964.8                                     | Refrigerators, televisions, batteries, and videos       | California                                  | 2,640                  | 100.0                                  | •       |
| 376,626.0                               | 24,883.6                                     | Color television units, chassis, subassemblies          | Illinois                                    | 1,359                  | 100.0                                  | •       |
| 313,171.3                               | 94,574.6                                     | Cable and plastic components                            | Ohio  | 3,151                  | 100.0                                  | •       |
| 307,673.7                               | 86,214.9                                     | Dashboards, steering wheels, and visors                 | Texas                                       | 2,985                  | 100.0                                  | •       |
| 288,089.5                               | 74,689.9                                     | Television converters                                   | United States                               | 785                    | 100.0                                  | •       |
| 264,713.6                               | 1,225.7                                      | Television sets and cabinets                            | California                                  | 600                    | 100.0                                  | •       |
| 211,564.8                               | 3,797.7                                      | Gas turbine Saturno, <sup>b</sup> Centauro <sup>b</sup> | California                                  | 110                    | 100.0                                  | •       |
| 201,489.2                               | 77,640.3                                     | Plastic and fabric toys                                 | United States                               | 2,213                  | N.D.                                   | N.D.    |
| 132,249.3                               | 30,005.3                                     | Solenoids, sensors, switches                            | Anderson, Indiana                           | 1,310                  | 100.0                                  | •       |
| 123,271.4                               | 16,379.7                                     | Injectors, combustion pumps                             | Tennessee                                   | 557                    | 100.0                                  | •       |
| 122,762.1                               | 15,604.8                                     | Power supplies, subassemblies                           | California                                  | 419                    | 100.0                                  | •       |
| 119,928.5                               | 78,647.3                                     | Covers, polyurethane moldings                           | United States                               | 1,196                  | 100.0                                  | •       |
| 117,494.3                               | 17,578.8                                     | Modular circuits, harnesses                             | United States                               | 964                    | 100.0                                  | •       |
| 109,525.5                               | 12,303.0                                     | Gas valves, relays                                      | California                                  | 9,696                  | 100.0                                  | •       |
| 107,430.4                               | 32,229.1                                     | Windshields, windows                                    | Japan, California, Ohio                     | 657                    | 100.0                                  | N.D.    |
| 103,711.7                               | 35,541.2                                     | Turbo chargers, interchangers                           | California                                  | 235                    | 100.0                                  | •       |
| 94,844.3                                | 17,310.4                                     | Electronic articles                                     | California                                  | 972                    | 100.0                                  | •       |
| 83,441.9                                | 24,144.9                                     | Toys  | California                                  | 772                    | 100.0                                  | •       |
| 73,348.4                                | 5,840.9                                      | Rechargeable batteries                                  | United States                               | 408                    | 100.0                                  | •       |
| 72,806.1                                | 3,039.8                                      | Screwdriver, power drill                                | Netherlands<br>Switzerland<br>United States | 216                    | 100.0                                  | •       |
| 71,359.4                                | 35,253.3                                     | Industrial power supplies, bobbins                      | Indiana                                     | 561                    | 100.0                                  | •       |
| 68,014.6                                | 12,547.6                                     | Thermostats   | North Carolina                              | 763                    | 100.0                                  | •       |
| 65,622.6                                | 4,410.0                                      | Control boxes for refrigerators                         | United States                               | 173                    | 100.0                                  | •       |
| 63,789.6                                | 9,939.9                                      | Telephone fuses, switches                               | United States                               | 326                    | •                                      | 100.0   |
| 57,574.3                                | 14,686.2                                     | Relays, power suppressors                               | United States,<br>Belgium, Switzerland      | 144                    | 100.0                                  | •       |
| 57,549.9                                | 9,489.5                                      | Cables, connections, and circuits                       | California<br>Ohio                          | 372                    | •                                      | 100.0   |

(continued)

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| <b>Maquiladora</b>                                  | <b>Industry*</b> |
|---|------------------|
| Plamex  | 9                |
| Dura de Mexico                                      | 6                |
| Canon Business Machines de Mexico                   | 8                |
| Mabamex   | 10               |
| Industrias Tres Estados                             | 6                |
| TDK de Mexico                                       | 8                |
| Productos de Atencion de Salud de Mexico            | 11               |
| Electronica Dale de Mexico                          | 8                |
| Promedico de Juarez                                 | 11               |
| Transmex Internacional                              | 9                |
| Calzado Deportivo de Reynosa                        | 3                |
| Wellmex   | 2                |
| Eagle Allen Executive Automobiles                   | 6                |
| Matsushita Electronic Components de Baja California | 9                |
| Walbro de Mexico                                    | 6                |
| Ensambladora de Componentes Electron                | 11               |
| Calmar-Willer del Norte                             | 11               |
| ACS Internacional                                   | 8                |
| Ensamblados Magneticos                              | 8                |
| Littelfuse  | 8                |
| Switch Luz  | 8                |

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

| Total exports<br>(pesos in<br>millions) | Export value<br>added (pesos in<br>millions) | Principal product of<br>importation            | Destination                           | Number of<br>employees | Composition of<br>capital (in percent) |         |
|---|--|--|---------------------------------------|------------------------|--|---------|
|   |  |  |                                       |                        | Foreign                                | Mexican |
| 57,329.5                                | 12,404.0                                     | Microphone-earphone                            | California                            | 549                    | 96.0                                   | 4.0     |
| 55,593.6                                | 3,550.0                                      | Suspension arm, elevator                       | Michigan                              | 65                     | 100.0                                  | •       |
| 49,422.5                                | 10,818.4                                     | Typewriters, integrated circuits               | California                            | 644                    | 100.0                                  | •       |
| 43,432.6                                | 43,432.6                                     | Plastic toys                                   | California<br>Texas                   | 1,580                  | 100.0                                  | •       |
| 42,183.0                                | 2,770.4                                      | Blinds, harnesses, personal<br>computer boards | United States                         | 654                    | •                                      | 100.0   |
| 37,946.2                                | 18,408.7                                     | Bobbins and magnets                            | United States                         | 698                    | 100.0                                  | •       |
| 33,002.4                                | 6,863.1                                      | Plastic hospital products                      | United States                         | 263                    | 100.0                                  | •       |
| 31,457.3                                | 23,934.2                                     | Resistors and inductors                        | Nebraska                              | 1,165                  | 100.0                                  | •       |
| 29,375.4                                | 10,067.8                                     | Surgical glove packaging                       | California<br>Texas<br>Illinois       | 484                    | 100.0                                  | •       |
| 28,569.8                                | 1,360.5                                      | Printed circuit boards                         | California                            | 108                    | 98.0                                   | 2.0     |
| 27,214.0                                | 6,118.1                                      | Upper-parts for tennis shoes                   | United States                         | 946                    | 100.0                                  | •       |
| 26,700.6                                | 3,191.1                                      | Industrial gloves                              | Tennessee                             | 181                    | 100.0                                  | •       |
| 26,187.0                                | 5,350.4                                      | Executive limousines, carriages                | Texas                                 | 97                     | 40.0                                   | 60.0    |
| 25,341.9                                | 2,724.8                                      | Tuners and converters                          | United States                         | 534                    | 100.0                                  | •       |
| 24,819.5                                | 7,947.9                                      | Engine carburetors                             | United States, Canada<br>Italy        | 364                    | 100.0                                  | •       |
| 21,535.5                                | 5,826.6                                      | Disposable dialysis products                   | Colorado                              | 193                    | N.D.                                   | N.D.    |
| 21,185.5                                | 3,373.4                                      | Sprayer with trigger                           | United States<br>Germany<br>Australia | N.D.                   | 49.0                                   | 51.0    |
| 20,720.5                                | 4,616.2                                      | Telephone cables                               | United States, Puerto<br>Rico, Canada | 689                    | 100.0                                  | •       |
| 20,428.0                                | N.D.   | Magnetic heads for personal<br>computers       | California                            | 178                    | N.D.                                   | N.D.    |
| 20,248.0                                | 3,437.0                                      | Fuses, switches                                | Illinois                              | 378                    | N.D.                                   | N.D.    |
| 18,521.3                                | 4,979.7                                      | Printed circuit boards, switches               | California                            | 259                    | 99.3                                   | 0.7     |

---

**Appendix IV  
Top 50 Companies, Importers, Exporters,  
and Maquiladoras in Mexico**

---

**Legend**

N.D. = Spanish for "no disponible," or not available.

Notes: Excerpts reprinted with permission from the publisher.

Mexico's 1990 average market exchange rate was 2,838.3572 pesos per U.S. dollar.

\*Numbers in cells refer to these industries: 1 = Food products; 2 = textiles and apparel; 3 = footwear and leather goods; 4 = furniture and wood/metal products; 5 = chemical products; 6 = transportation equipment; 7 = nonelectric machinery and tools; 8 = electrical machinery, equipment and parts, and electronics; 9 = electrical material and accessories, and electronics; 10 = toys and sporting goods; 11 = other manufacturing industries; 12 = services.

<sup>b</sup>Registered trademark name.

Source: "Las Maquiladoras mas importantes de Mexico," Expansion, Vol. 23, no. 577 (Oct. 30, 1991).



---

# Major Contributors to This Report

---

General Government  
Division, Washington,  
D.C.

Curtis F. Turnbow, Assistant Director  
William J. Gorman, Evaluator-in-Charge  
Judith K. Knepper, Senior Evaluator

---

National Security and  
International Affairs  
Division, Washington,  
D.C.

Bruce L. Kutnick, Senior Economist



---

**United States  
General Accounting Office  
Washington, D.C. 20548**

**Official Business  
Penalty for Private Use \$300**

**First-Class Mail  
Postage & Fees Paid  
GAO  
Permit No. G100**

---

---

**Ordering Information**

**The first copy of each GAO report and testimony is free. Additional copies are \$2 each. Orders should be sent to the following address, accompanied by a check or money order made out to the Superintendent of Documents, when necessary. Orders for 100 or more copies to be mailed to a single address are discounted 25 percent.**

**U.S. General Accounting Office  
P.O. Box 6015  
Gaithersburg, MD 20877**

**Orders may also be placed by calling (202)275-6241.**