

Mexican Preferences for Water-Related Products, Equipment, Services

It is of vital importance to be able to understand to what extent the products that are being used in the Mexican market are bought from local companies or imported from abroad. This decision is a function of perceived minimum quality needed, price, availability, and other factors. Below is a cross section of the products that are used in the market, and how we see their buying tendencies.

Imported Product Preference	Both	Domestic Product Preference
GIS & SCADA Automation and Controls Equipment Wastewater/Reuse Equipment Treatment Plant Facilities Data Management Systems CIS & Meters Well Drilling Systems Chemicals Desalination Equipment Rain Water Reclamation	Analyzers & Manometers Filtration Equipment & Media Treatment Plant Systems Tanks Leak Detection Equipment Laboratory & Sampling Equipment Process Equipment Aerators & Diffusers Compressors & Blowers Disinfection Systems Consulting Pumps & Valves Storm/Rain Drainage Solutions	Contractors & Construction Services Pipe/Water Distribution Equipment Sludge Handling Systems Gates & Flumes Metal Fabrication Needs Chemical Feed Equipment Corrosion & Cathodic Protection/Control Equipment Chlorine Coatings & Linings Sewer/Collection Systems & Equipment Traditional Treatment Options

This chart provides a feel for the foreign products and equipment that are the most likely to find a market in Mexico, those that foreign companies are most likely going to struggle to sell because of domestic competition and their advantages, and those where there is an important domestic presence but still viable opportunities for higher end foreign products.

The Mexican public and private water sectors require a variety of types of products, equipment, and technologies to deal with current and future needs. However, while the Mexican water sector is trying to become more sophisticated in its strategies and approaches, it is still behind in many of the developments and trends in the United States. As a result, it is important to be able to identify which products and technologies are right for the market at this time, and which are more likely to be successfully introduced in the market in the future when the infrastructure, revenue, and the commitment to improvements is at another level. This is something that LGA Consulting helps

clients to understand and future editions of the Quarterly Mexico Water Report will deal with this issue.