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According to the Trade Secretariat (SECOFI), Mexican motor vehicle manufacturers assembled a total of 305,592 cars and trucks during the first quarter of the year, the most motor vehicles produced in Mexico during any January-March quarter. The SECOFI statistics, published in late April, showed that the total output for the first quarter of the year was 27% higher than during the same period in 1995. It also represented an increase of 7.4% from the January-March period in 1994. The SECOFI report was an encouraging sign for the Mexican motor vehicle industry because the increased output translated into more sales, both on the domestic market and in exports.

According to SECOFI, domestic sales of cars and trucks increased by 24% during January-March. Similar statistics released by the automobile industry association (Asociacion Mexicana de la Industria Automotriz, AMIA) in late April have reaffirmed the SECOFI report. According to the AMIA, Mexico's auto assembly plants sold more than 71,000 cars and trucks at the wholesale level in the first quarter of the year. The total included 42,000 passenger cars, an increase of 18% from January-March of 1995. Truck sales surpassed 29,000 units, an increase of 40% from the same time last year. The increase in domestic sales was greatly boosted by the government's decision to eliminate the sales tax on new cars (impuesto sobre automóviles nuevos, ISAN).

In addition, the government instituted new tax exemptions, which allowed businesses to deduct the cost of motor vehicles purchased for business purposes. As for individual firms, Chrysler continued to report the best performance among car companies. Chrysler increased its sales from about 6,900 in the first quarter of 1995 to more than 16,500 units in January-March of this year. Volkswagen, General Motors, and Ford also reported modest increases. Nissan's sales, however, declined by about 2% in the first quarter. According to SECOFI, the recovery of the domestic automobile market was also reflected in an increase in imports. Almost 14,000 foreign cars and trucks were imported in January-March, a 65% jump relative to the first quarter of 1995. (Sources: Reforma, 04/25/96, La Jornada, 04/30/96)

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