

CUSTOMERS

FABRIC MANUFACTURERS

According to officials of the *Cámara Nacional de la Industria Textil (CANAINTEX)*, National Chamber of the Textile Industry, Mexican fabric manufacturers are the largest direct importers of fabric. These manufacturers tend to distribute their own products and sell directly to end users. They import fabrics to round out their product lines.

Fabric manufacturers also purchase imported yarn for their spinning, weaving and knitting operations. In 1993, Mexico imported yarn from Canada worth about US \$2.4 million, about 18 percent of Canada's textile exports. Virtually all of this yarn was made from artificial fibre.

YARN MANUFACTURERS

Yarn manufacturers import fibre for their spinning operations. In many cases, yarn manufacture is done by fabric manufacturers who have integrated-spinning operations. A large proportion of Canada's textile exports are destined to these customers. In 1993, more than 40 percent of Canadian textile exports to Mexico were in the form of fibre. This included fibre valued at US \$5.4 million. Almost all of these sales involved synthetic products. Mexican yarn producers are heavily dependent on imports for such fibres as nylon, rayon and polypropylene.

CANADIAN JOINT VENTURE: CONSOLTEX

This Montreal-based company acquired *Fafytext*, which is a polypropylene-based textile company with four plants in Mexico. The operations are fully integrated from polypropylene yarn through weaving, cutting, sewing and printing.

CONSUMPTION AND IMPORTS OF SYNTHETIC FIBRES, 1993

Product	Apparent consumption (tonnes)	Import penetration (percentage)
polyester filament	57,436	12.9
polyester staple	95,874	6.0
nylon filament	24,635	8.6
nylon staple	2,066	52.7
acrílica staple	85,070	2.1
polypropylene	25,297	79.6
rayon filament	1,684	28.7
rayon staple	10,112	100.0
acetate filament	3,871	0.5
acetate staple	5,096	1.5

Source: *Cámara Nacional de la Industria Textil (CANAINTEX)*, National Chamber of the Textile Industry, *Memoria Estadística*, 1994, p. 13.