

IV PLASTICS-END USER PROFILE

As stated, the Plastics industry comprises 3,340 companies of which some 3,000 are plastics processors, while the remaining include 125 manufacturers, 50 distributors of machinery and equipment for the plastics industry, 10 producers of machinery and equipment, 30 recycling companies and 15 primary petrochemical producers. These companies are primarily located in the Mexico City area (60%) and the surrounding area in the State of Mexico (20%) followed by Monterrey (8%), Guadalajara (6%) and Puebla (3%).

The plastics manufacturing industry currently has some 20,000 machinery-equipment installed with the majority being used for processing by injection and extrusion processes.

PRODUCTION

Within the plastics processing industry the large majority of companies use injection and extrusion processes, and these areas are reported to have excess installed capacity and not expected to register high growth rates in the future. On the other hand, specialty-products and other more sophisticated processes should offer excellent opportunities in the future since there is a deficit of production in these areas. Following is a table on companies by type of process. Potential sales are higher for Canadian suppliers in all but the first two.

PLASTIC MANUFACTURERS BY TYPE OF PROCESS

<u>Process</u>	<u># of Companies</u>	<u>%</u>
Injection	1050	35.0
Extrusion	900	30.0
Blowing	450	15.0
Laminating	180	6.0
Rotational Molding	105	3.5
Foaming	90	3.0
Compression	60	2.0
Thermoforming	45	1.5
Coating	45	1.5
Calendering	30	1.0
Sealing	15	0.5
Metalizing	9	0.3
Electro-chroming	6	0.2
Decorating	6	0.2
Finishing	6	0.2
RIM	3	0.1