

The top ten Mexican construction companies are shown in the table below. Other important construction companies include *Gutsa Construcciones*, *TRIBASA*, *Grupo Mexicano de Desarrollo*, and *Grupo Protexa*.

Many of the larger construction companies have some experience in joint venturing with American and European firms. Small and medium-sized companies are less likely to have this background, but many have both the need and the motivation to enter into partnerships.

MAJOR IMPORTERS AMONG MEXICO'S CONSTRUCTION COMPANIES, 1992

U.S. \$MILLIONS

Construction Company	Revenue	Key Imported Products	1992 Imports	Origin
<i>Ingenieros Civiles Asociados (ICA)</i>	1,600	Machinery and technical assistance	30.0	U.S.A.
<i>Compañía Contratista Nacional S.A. de C.V.</i>	140	Machinery	9.0	U.S.A.
<i>FYPASA Construcciones S.A. de C.V.</i>	48	Hydraulic and electric materials	4.8	U.S.A.
<i>Server Construcciones</i>	15	Heavy equipment	4.0	U.S.A.
<i>Maíz Edificaciones</i>	16	Ceramic, electrical materials and furniture	2.3	U.S.A.
<i>Bosnor S.A. de C.V.</i>	11	Spare parts, valves, steel plates	1.3	U.S.A., France
<i>Degremont de México</i>	15	Dryers (for earth)	1.0	France
<i>Copachisa Constructora</i>	16	Electrical fixtures and finishing products (decorative)	0.6	U.S.A.
<i>Constructora Ruíz Allende</i>	1.8	Prefab warehouses	0.5	U.S.A.

Source: Ing. Luis E. Borro Camperque, D.F. (Ed.). *Informe Anual 1993. Obras*, Vol. XXI, No. 249, September 1993. p. 56.

PURCHASING PROCEDURES

Interviews with representatives in the purchasing department of industry leader *Ingenieros Civiles Asociados (ICA)* provide insights into the purchasing practices of large construction companies in Mexico.

ICA divides its construction activities into three divisions:

- heavy construction: dams, roads, bridges, airports;
- urban construction: commercial centres, housing; and
- *ICA Fluor Daniel*: a joint venture involving industrial plants and turnkey energy projects.

