

Processing equipment such as columns, heat exchangers, air coolers, reactors, bins and recipients;  
Railroad and marine transportation equipment;  
Measuring and control instruments, such as analyzers, flow meters, testing and pressure instruments, chromatographers, security valves, displacer level instruments;  
Telecommunications equipment;  
Steam and gas turbines;  
Connections and accessories for pipes, mostly carbon steel;  
internal combustion engines;  
Electrical equipment such as motors, generators, transformers and control panels;  
Fire fighting and other security equipment;  
Repair and spare parts for the above items.

## 5. END USER PROFILE

Virtually all purchases of oil and gas field equipment are made by the national oil monopoly PEMEX, a decentralized public agency owned directly by the State. Its activities include exploration, production and marketing of crude oil, refining of gasoline and oil products. PEMEX is also the sole producer of basic petrochemicals. Among Fortune's "500 Largest International Companies", PEMEX is ranked as the number 36 corporation in the world as measured by its sales of \$14.2 billion dollars during 1989. It is the largest enterprise in Latin-America and employs over 100,000 people

Technically, PEMEX falls under the direction of the Secretariat of Energy and Parastate Industries (SEMIP), which is roughly equivalent to Canada's Department of Energy, Mines and Resources. SEMIP is principally, but not exclusively, responsible for overall management of the oil sector. It oversees oil pricing and marketing policy and the general development of the sector. The minister of SEMIP acts as the formal chairman of PEMEX's board of directors. PEMEX itself is headed by a Director General and seven Sub-directors for the departments of projects and construction; primary production; industrial transformation; commercial; finance; technical administration; and planning and coordination.

In 1989, PEMEX operated 82 exploration and development wells of an average depth of 3,657.5 meters, 129 plants in nine refinery centers and 106 plants in 20 petrochemical centers. It has built over 13,000 kilometers of roads and 59,000 kilometers of pipelines. It operates 21 port installations and has the largest fleet in the country with 213 ships, 35 of which are tankers and have a total cargo capacity of 7.5 million barrels. In addition, PEMEX has 1,347 tank trucks, 1,505 rail tank cars, 90 storage and distribution installations, 37 helicopters in the Marine zone and 33 more in the rest of the country and 21 airplanes. PEMEX's microwave network is equivalent to approximately 40% of the federal network operated by the Secretariat of Communications and Transportation. PEMEX also offers medical services to its 253,000 workers and their families through 168 facilities including hospitals, clinics and medical offices (2).

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2. Data on PEMEX are mostly based on "Memoria de Labores 1989", PEMEX, Mexico.