

Steel line pipe, mostly seamless;
Chemical substances;
Drilling tools and equipment;
Valves, particularly gate and control;
Process plant parts;
Hoists and cranes;
Drilling bits;
Electric motors;
Pumps, particularly centrifugal and reciprocating;
Storage tanks;
Compressors;
Pollution control equipment.
Processing equipment such as columns, heat exchangers, air coolers, reactors, bins and recipients;
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 industrial security equipment;
Repair and spare parts for the above items.

5. END USER PROFILE

The State, by constitutional decree, maintains exclusive ownership control over petroleum, hydrocarbons and basic petrochemicals. Therefore, virtually all purchases of oil and gas field equipment have been 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, while it is the largest Mexican firm as measured by its sales of \$19.3 billion dollars during 1991. It is also the largest enterprise in Latin-America employing at its peak over 210,000, now about 120,000, with further cuts and spin-offs of PEMEX departments to come.

Technically, PEMEX falls under the direction of the Secretariat of Energy and Parastate Industries (SEMIP) and its Secretary or Minister, 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 has undergone reorganization along lines of authority for the past several years in order to make the firm more