

The largest construction companies are the most important buyers of imported construction materials. They are likely to purchase the most sophisticated products and the widest variety of materials. In recent years their influence over purchasing decisions has grown as the role of government has changed. Traditionally, the federal and state governments functioned as general contractors for public works projects, but increasingly, private sector contractors are taking over total project responsibility.

The largest construction companies are highly diversified. They provide engineering and contracting services and also produce many of the building materials they use. It is not uncommon for them to create separate divisions to manufacture products in high demand. This makes them ideal candidates for technology alliances or other joint ventures with Canadian producers.

THE MEXICAN CONSTRUCTION INDUSTRY, 1992

Size Class (U.S. \$ millions)	Number of Companies	Percentage of Companies	Value of Production (U.S. \$ millions)	Percentage of Production
up to 1	14,527	80.49	3,500	32
1 to 3.3	2,609	14.46	900	8
3.3 to 6.7	614	3.40	500	5
over 6.7	299	1.66	6,100	55
Total	18,049	100	11,000	100

Source: Arq. Raúl Díaz Gómez (Ed.). *Revista Mexicana de la Construcción*. Cámara Nacional de la Industria de la Construcción (CNIC), Mexican Construction Association. No. 467, December 1993. p. 25.

MEXICO'S TOP CONSTRUCTION COMPANIES

Rank	Company	1992 Revenue (U.S. millions)	Main Location	No. of employees
1	<i>Ingenieros Civiles Asociados (ICA) Sociedad Controladora S.A. de C.V.</i>	1,600	D.F.	38,000
2	<i>Grupo Bufete Industrial S.A. de C.V.</i>	340	D.F.	10,600
3	<i>Compañía Contratista Nacional S.A. de C.V.</i>	160	D.F.	4,200
4	<i>Grupo Contelmex</i>	94	D.F.	600
5	<i>Desarrollo Monarca S.A. de C.V.</i>	93	D.F.	1,100
6	<i>Construcciones y Canalizaciones S.A. de C.V.</i>	68	State of Mexico	1,760
7	<i>Grupo Calpan S.A. de C.V.</i>	53	D.F.	—
8	<i>Constructor y Perforadora Latina S.A. de C.V.</i>	51	D.F.	439
9	<i>Ingenieros y Contratistas S.A. de C.V.</i>	48	D.F.	2,500
10	<i>FYPASA Construcciones S.A. de C.V.</i>	48	D.F.	490

Source: Ing. Luis E. Borro Camperque, D.F. (Ed.). *Informe Anual 1993*. Obras, Vol. XXI, No. 249, September 1993. p. 54.

