

Aralmex, a Mexican auto part company that exports snobbers and with the Condumex group, which exports harnesses and rings.

Ford, on the other hand, is involved in important projects with Mexican auto part firms that export security glasses, motor heads and plastic parts, all of which take place in intra firm trade. In Volkswagen and Nissan there is a close link with firms such as Bocar and Nipomex, both with a majority of Mexican capital.

There is also an important volume of exports carried out by the auto part firms themselves, either directly or indirectly. A common denominator for the majority of exports of the auto parts industry is the use of high technology in their production. In the case of products with high dynamism and technological complexity, the patents and the linkage to foreign auto parts firms are important elements in the feasibility of the project.

The technological association with foreign companies, either through capital or technical consulting, is present in practically all exporting firms. Such a relationship helps the firms in reaching an internal renovation and it enhances their competitiveness. A second characteristic, which is also common to the exporting activities of the auto parts industry is its concentration in a small number of firms and in many cases in only one firm which exports the product. Table 5 shows the most important products exported by the Mexican auto parts industry.

TABLE 5
MAIN EXPORTED AUTO PARTS EXCLUDING MOTORS IN 1988.
(thousands of dollars)

Assorted automobile body parts	101,409
Safety glasses	79,501
Assorted parts for engines	58,915
Laminated springs	44,735
Titanium bioxide pigments	4,493
Assorted parts for automobiles	38,586
Parts for brakes and servobrakes	32,300
Pneumatic tires for buses & trucks	25,099
Pneumatic tires for cars	16,737
Cables for spark plugs	12,464
Transaxles	11,619
Brakes	10,809
Parts for cells	9,060
TOTAL	482,727

The most important exporting firms to Canada are the following: Carplastic, which exports body parts; Vitroflex, safety glass; Rassini, laminated springs; Nacional de Conductores Eléctricos, cables for voltages between 80-1000V; Nematik, assorted parts for engines; Industria Automotriz, assorted body parts; Tebo, brakes