

of the above in the Cangrejera complex. For the Pajaritos complex, the oil monopoly has the license and production process from McKee and Lummus for ethylene; and for vinyl chloride from Shell, Monsanto-Scientific Design and B.F. Goodrich-Badger. At the Cosoleacaque complex PEMEX uses production processes for ammonia from British Petroleum and methanol from Gulf Oil, among other companies.

Approximately 5,000 local firms manufacture equipment and materials for the Mexican petroleum industry. Additionally, many international suppliers to PEMEX have a distributor and/or representative in Mexico considered by PEMEX as a local supplier.

International companies which produce chemicals and petrochemicals, and are represented in Mexico through joint-ventures with local companies, include:

International company

Mexican subsidiary

Akso N.V. (Holland)
 American Cyanamid (U.S.)
 BASF (Germany)
 B.F. Goodrich (U.S.)
 Borden (U.S.)
 Celanese (U.S.)
 Du Pont de Nemours (U.S.)
 DSM N.V. (Holland)
 Monsanto (U.S.)
 Petrofina (Great Britain)
 Phillips Petroleum (U.S.)
 Polisar (Canada)
 Reichhold Chemicals (U.S.)
 Rhone Poulenc (France)
 Standard Oil (U.S.).

Tanatex Mexicana S.A. de C.V.
 Cyanamid de México S.A.
 BASF de México S.A.
 Polycyd S.A.
 Química Borden S.A.
 Celanese Mexicana S.A.
 Du Pont S.A.

 Monsanto Comercial S.A.

 Phillips Química S.A.
 Hules Mexicanos S.A.
 Reichhold Química México S.A.
 Fran Química S.A. de C.V.
 Cía. Nacional de Abrasivos

4. BEST SALES PROSPECTS

In general, imported equipment prospects are best for technologically sophisticated equipment. Based on foreign trade statistics and on publications by PEMEX, following is a list of items traditionally imported by PEMEX. The order followed is in terms of estimated value as published by PEMEX in its purchasing program for 1990:

- 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;
- Cars and trucks;
- Compressors;