

regional buyers will be allowed to buy directly from suppliers beginning in 1997. Currently, a large proportion of purchases are made by the *Pemex* purchasing office in Houston, Texas following a complex hierarchy of acquisition recommendations.

Canadian suppliers must confront a lack of name recognition, combined with an American market share in the order of 90 percent. Early contact is recommended, so that buyers will be familiar with Canadian technologies before key decisions are made.

## **NATIONAL AUTONOMOUS UNIVERSITY OF MEXICO**

In Mexico, "autonomous" institutions are the most prestigious and well-equipped of the public universities. They receive funding from government, but control their own spending. They also raise money by selling technical services to private companies. *Universidad Nacional Autónoma de México (UNAM)*, National Autonomous University of Mexico, officials have elected to spend a large proportion of their funds on scientific disciplines.

This institution prefers to deal directly with foreign companies rather than local agents and distributors. Most of its suppliers are located in the United States, and US sales are facilitated by a university purchasing office in Houston, Texas. On the other hand, budgets are very tight because of the devaluation, and Canadian suppliers could succeed with more cost-effective solutions.

*UNAM* purchases mainly through public tenders. Specifications are published in the *Diario Oficial*. Compared with some other public institutions, *UNAM's* public bidding process is generally considered to be fair and transparent.

## **OCEAN PORT TENDERS**

The *Coordinación General de Puertos y Marina Mercante (CGPyMM)*, General Coordinator for the Ports and the Merchant Navy, is the government agency responsible for ocean port privatizations. Separate public companies called *Administraciones de Puertos Integrales (APIs)*, integrated port authorities, have already been created for each port. Each *API* will concession the operation of individual terminals, with more than one terminal in some ports. It is now granting 20-year concessions to operate and manage the terminals. These are comprehensive concessions for the expansion, modernization and operation of all terminal facilities. In most cases, foreign participation is limited to 49 percent.