

Multinational autoparts firms are among the most modern producers, and therefore most likely to buy NC equipment. For example, *Grupo Unicorp*, formerly known as *Spicer de México*, is a major customer. Multinational corporations in the autoparts sector are also known to supply their Mexican plants with used NC equipment from their plants in other countries.

Some autoparts exporters in Mexico have joint ventures with automobile manufacturers. For example, General Motors operates its own parts plants but also has investments in Mexican autoparts companies including *Aralmex* and *Condumex*. Ford has several joint ventures with Mexican autoparts firms. Volkswagen and Nissan have close links with *Bocar* and *Nipomex*, companies in which Mexicans own a majority of the shares.

Mexico has around 200 companies that manufacture plastic autoparts. Among the largest are *DESC*, *Grupo Industrial Saltillo*, *Bayer de México*, *Compañía Industrial Quezada*, *Eagle Auto Partes*, *HCPP Mexicana*, *Industrias Resistol*, *Plásticos Alfa* and *Grupo IMSA*.

Currently, most of the OEM manufacturers are large importers of plastic parts, but some have plans for expanding domestic production, either directly, or through joint ventures with Mexican companies.

HAND TOOLS

There is little data available covering the hand tools industry, because there is no separate association for this industry in Mexico. There are many Mexican companies which serve as representatives and distributors of tools, but very few companies that manufacture in Mexico. The larger Mexican producers include the following:

- Black and Decker
- *Máquinas y Herramientas Proal*
- *Alpha Taquetes*
- *Urrea Herramientas Profesionales*
- *Herramientas Snap-On de México*
- *Industria de Herramientas Accesorios y Refacciones*

Black and Decker is the leading company in the hand tools industry. The company exports extensively, and has therefore benefitted from the devaluation. As a result, it continues to import numerically-controlled (NC) tools at pre-devaluation levels and may increase imports in the future. A Black and Decker representative stated that exports in 1996 are expected to increase by between 40 and 70 percent over 1994 levels.