

The few Canadian companies that have pursued the Mexican market are well-regarded and even considered leaders in their area of expertise. On the other hand, Mexican buyers commented on the general lack of visible presence and follow-up on the part of Canadian companies in Mexico. They prefer to deal with American and European companies with demonstrated staying power in the local market.

MAJOR SUPPLIERS OF PLASTIC RESINS

Altaresin	Kimex
Amoco	K.J. Quinn
BASF	Mobil Polymers
Bayer	Monsanto Chemical Co.
BF Goodrich	Nacional de Resinas
Borden	PEMEX
Borg-Warner Chemicals	Phillips Petroleum
Celanese	Plastiglas
Chevron Chemical	Plexchem International
Ciba Geigy	Policyd
Cyanamid	Polidesa
Dayton Chemicals	Polimar
Dow Chemicals	Polímeros de México
Du Pont de Nemours	Polioles
EGC Corp.	Poliresinas Huettenes Albertus
Egon Meyer	Química Hércules
Fenoquimia	Rebesa Química
Fuller	Reichhold Chemicals
Grupo Primex	Resinas de México
Himont	Resinas Sintéticas
Indelpro	Rohm & Haas
Industria Química Delgar	Shell
Industrias Resistal	Simon

Source: Department of Foreign Affairs and International Trade (DFAIT), 1993 and interviews, 1995.