

There are too many plastics producers in Mexico to list here, but the main industry associations produce directories providing contact information. While there are many family-owned companies in the Mexican plastics sector, few of them are in the forefront of the industry. Most leading companies are part of large multinationals or are integrated into a network of alliances between Mexican and foreign firms. The following firms are among the most important:

- *Duroplast*, a large privately-owned company, has two joint ventures. One is with Prince Corp., an American company, and the other with *Iberofon Plásticos*, a Spanish company.
- *International Professional*, a large manufacturer and processor, is privately-owned and part of the Mexican group, *Industrias Plásticas Máximo*.
- *Reich*, the largest Mexican recycler, was originally a family-owned group which is now moving toward professional management.
- *Celanese Mexicana (Celmex)* is part of Hoechst Group of Germany. In Mexico it owns *Comtex*, *Univex*, *Derivados Macroquímicos*, *Novacel*, and *Sales del Bajío*.
- *Empaques Plásticos Industriales (EPISA)*, is a large manufacturer of industrial plastic packaging material. In Mexico, this privately-owned company has very little competition and buys more than two-thirds of its raw material from *PEMEX*. There are no international firms competing in the Mexican industrial plastic packaging industry, thus *EPISA* enjoys a virtual monopoly. On the other hand, it faces strong buyer groups in more than ten Mexican industries.

Some of the other firms which have notable operations in Mexico are: BASF, DuPont, Eastman, Na Ya, ICI, Shell, Plastivex and *Bocar*. These companies are processors, producers, and manufacturers of plastics and resins.

*BASF Mexicana* operations depend entirely on BASF U.S.A. They are well-known in Mexico for their high level of service. The company provides clients with technical support and training to make them more productive, thus making them better customers in the long run. BASF is also a distributor of Sengel plastic-making machinery, one of Husky's major competitors.

The United States is by far the most important supplier of plastics products, enjoying an 87 percent import market share in 1994. Germany, Brazil and France are the other significant competitors. Canada supplied about 1 percent of the import market in that year.

Canadian firms are not well-known in the plastics market. Industry participants interviewed for this profile mentioned NOVACOR as an important supplier of catalysts, anti-rust treatment and ultraviolet blocking additives. Big 'O' was mentioned as having made a brief and unsuccessful appearance in the Mexican market.