

stor
CA1
EA
92R21
ENG

Storage
CA1 EA 92R21 ENG
Report on the construction industry
in Mexico. --
43265193

b2484924(E)

SEPTEMBER 1992

**REPORT ON THE
CONSTRUCTION INDUSTRY
IN MEXICO**

Dept. of External Affairs
Min. des Affaires extérieures

JUN 16 1993
JUN 16 1993

RETURN TO DEPARTMENTAL LIBRARY
RETOURNER A LA BIBLIOTHEQUE DU MINISTERE

43-265-193

TABLE OF CONTENTS

- I.- BASIC CRITERIA.
- II.- INTRODUCTION.
- III.- CONCLUSIONS.
- IV.- PRIVATIZATION.
- V.- CONTRACTORS INDIVIDUAL INFORMATION.
- VI.- CONTRACTORS' BROCHURES.
- VII.- QUICK REFERENCE TABLES.
- VIII.- TABLE OF ABBREVIATIONS.
- IX.- ATTACHMENTS.

II.-

INTRODUCTION

1. THE INDUSTRY EXPECTS CAPITAL WORKS IN THE PUBLIC SECTOR ONLY. FROM NOW UNTIL THE YEAR 2000 IN EXCESS OF 15. BILLION U.S.D., A MAJOR PORTION OF THIS EXPENDITURE MUST BE PROVIDED FROM OUTSIDE SOURCES.

2. MAJOR AREAS FOR THESE CAPITAL WORKS ARE:
 - a) PETROLEOS MEXICANOS (PEMEX).
 - b) SECRETARIA DE COMUNICACIONES Y TRASPORTES (SCT).
 - c) COMISION FEDERAL DE ELECTRICIDAD (CFE).
 - d) COMISION NACIONAL DE AGUA (CNA).
 - e) SECRETARIA DE DESARROLLO URBANO Y ECOLOGIA (SEDESOL).
 - f) SEVERAL STATE & MUNICIPAL WATER/WASTE WATER PROJECTS.
 - g) PRIVATIZATION OF D.D.F. WATER DISTRIBUTION/COLLECTION SYSTEM.
 - h) MAJOR LOW COST HOUSING DEVELOPMENTS.

3. THE CONSTRUCTION INDUSTRY IN MEXICO HAS THE PHYSICAL PLANT AND CORPORATE STRUCTURE TO ADEQUATELY EXECUTE THIS MASSIVE CAPITAL PROGRAM.

4. THE INDUSTRY REQUIRES ASSOCIATIONS/JOINT VENTURE PARTNERS WHO HAVE THE MIDDLE & UPPER MANAGEMENT TO ORGANIZE & FINANCE THESE PROJECTS WHICH ARE, FOR THE INDUSTRY, ON A TURNKEY BASIS AND IN THE CASE OF HIGHWAYS & PORTS, ON A TAKE OVER OWNERSHIP BASIS.

...II.-

5. DURING THE SURVEY, WHICH WAS CONDUCTED ON A PERSONAL BASIS WITH SENIOR EXECUTIVES OF EACH COMPANY REPORTED. THE FOLLOWING SPECIFIC DIRECT REQUESTS WERE MADE: (NUMBERS REFER TO CONTRACTOR NUMBER).
2. CONSTRUCTORA Y EDIFICADORA. - ENGINEERING DESIGN -HIGH-WAY BRIDGES.
3. CONSTRUCTORA ESTRELLA. - WATER/WASTE WATER, OPERATING MANAGEMENT.
5. INGENIERIA ELECTRICA. - ELECTRICAL SUPPLY - LITE COMMERCIAL.
7. GRUPO BUFETE. - JOINT VENTURE O/S PROJECTS -SPECIAL INTEREST IN CANADIAN COAL.
8. GRUPO AXIS. - JOINT VENTURE INVESTOR IN PRESSURE VESSEL FABRICATION AND PLANT.
13. RASILLO CONSTRUCCIONES. - TECHNICAL ASSOCIATION WITH CANADIAN CONTRACTOR.
15. DESARROLLO Y CONSTRUCCIONES. - WATER/WASTE WATER TURNKEY FINANCING.
18. TH CONSTRUCCIONES. - MANUFACTURERS AGENT-CIVIL EQUIPMENT.

... II.-

- 19. CONSTRUCCIONES PESADAS. - HIGHWAY CONTRACTOR WITH FINANCING.
- 21. GRUPO DISA. - GENERAL JOINT VENTURE IN AND OUTSIDE MEXICO.
- 23. FOSTER WHEELER MEXICANA. - IMMEDIATE ENERGY, ENGINEERING FIRM.
- 24. GRUPO CONTELMEX. - NEEDS FIBER OPTICS EXPERTISE. CONDUIT TUNNELING EXPERTISE.
- 25. ATISA ATKINS. - ASSOCIATION WITH MINING / MINING ENGINEERING / METALLURGICAL.
- 27. GRUPO FENOVESA. - SEEKS MAJOR INVESTOR FOR DISNEYWORLD, JUAREZ. 50 MILLION IN PLACE, 70 REQUIRED.
- 28. PLANEACION Y PROYECTOS. (ENGINEERING) - REQUIRES PERSONNEL IMMEDIATELY AND MAJOR ENGINEERING FIRM WITH PETRO-CHEMICAL EXPERTISE.
- 29. URBANIZACIONES Y ASFALTOS. - REQUIRES PREFABRICATED HOUSING. WISHES TO BUILT JOINT VENTURE PLANT IN MEXICO TO PRODUCE THIS UNITS.

III.-

CONCLUSIONS

SOLID JOINT VENTURE ASSOCIATIONS PRESENT A REAL POTENTIAL FOR CANADIAN ENGINEERING AND ENGINEERING CONSTRUCTION COMPANIES IN MEXICO.

IT SHOULD BE NOTED THAT MOST MAJOR COMPANIES ARE MORE DIVERSIFIED IN THEIR ACTIVITIES THAT THE SPECIALIZED COMPANIES IN CANADA.

AS AN EXAMPLE, A MAJOR CIVIL CONTRACTOR WILL BE SELF SUPPORTING WITH HIS OWN EQUIPMENT, AGGREGATES, CONCRETE PLANTS, MIXERS ETC., RATHER THAN RELY ON SUPPLIERS OF SAY, REDI-MIX.

MOST MAJOR HOTELS, TOURIST DEVELOPMENTS ARE OWNED IN THE MAJORITY BY THE CONTRACTOR WHO BUILT THEM.

V.-

CONTRACTORS

INDIVIDUAL

INFORMATION.

IV.-

PRIVATIZATION

FOUR MAJOR PUBLIC SECTORS ARE BEING PRIVATIZED;

- 1) HIGHWAYS, TOLL ROADS (S.C.T.).
- 2) WATER AND WASTE WATER UTILITIES (SEVERAL NOW IN OPERATION).
- 3) POWER GENERATION (C.F.E.).
- 4) PORTS AND PORT OPERATION (RECENT).

ANTICIPATED:

- 1) FERROCARRILES NACIONALES DE MEXICO (F.N.M.)
- 2) PETROLEOS MEXICANOS (PEMEX) -PARTIAL.

FONDO NACIONAL AL TURISMO (FONATUR).

CONTINUING MAJOR DEVELOPMENTS IN THE TOURISM SECTOR ARE EXPECTED FOR THE NEXT TEN YEARS IN BOTH COASTAL AND INTERIOR AREAS.

DOING BUSINESS IN MEXICO.

A BOOKLET "DOING BUSINESS IN MEXICO" PREPARED BY BRYAN GONZALEZ VARGAS & GONZALEZ BAZ, ATTORNEYS IS PROVIDED FOR INFORMATION PURPOSES. IT IS STRONGLY ADVISED THAT THOSE COMPANIES CONSIDERED JOINT VENTURE ASSOCIATIONS IN MEXICO BECOME VERY FAMILIAR WITH ALL THE LEGALITIES, INCLUDING THE TAX LAW.

CONTRACTOR DATA SHEET

NAME: ANSALDO DE MEXICO, S.A. DE C.V.
 ADDRESS: ROUSSEAU 14-40. COL. ANZUREZ, MEXICO, D.F.
 TEL/FAX: (525) 254-4844 FAX 254-4291
 CONTACT: ING HUMBERTO BRENTI, ASSISTANT GENERAL DIRECTOR.
 (SPEAKS ENGLISH).
 OWNERSHIP: 100% BROCHURE ON FILE: YES
 ANNUAL SALES: TOTAL: 7 BILLION USD EMPLOYEES: 70 ADM.+ ENG.
 IN MEXICO: 12-15 MILLION.

PRIME AREA OF EXPERTISE:

IN MEXICO, POWER GENERATION (C.F.E.), TRANSPORTATION, RAILROAD, STEEL MILL, CEMENT PLANT. (ENERGY-TRANSPORTATION).

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

- STRONG INTEREST IN CANADIAN ASSOCIATION
1. POWER.
 2. TRANSPORTATION (RAIL).
 3. HEAVY INDUSTRY.

GENERAL DESCRIPTION:

LARGE MULTINATIONAL ITALIAN CONTRACTOR, BROCHURE DESCRIBES ACTIVITIES, MAINLY ITALY, EUROPE, LATIN AMERICA AND NORTH AMERICA.

COMMENTS:

COMPANY HAS RECENTLY HAD A TOTAL REORGANIZATION IN MEXICO, PARTICULARLY IN THE ADMINISTRATION SECTION. RECENTLY COMPLETE MAJOR TRANSMISSION LINE FOR C.F.E. - MEXICO - QUERETARO. WORKS CLOSELY WITH C.F.E., FERROCARRILES NACIONALES (F.N.M.) STEEL + CEMENT INDUSTRY AND AUTO INDUSTRY.

STRONG INCREASE IN ACTIVITY EXPECTED FOR THIS COMPANY.

CONTRACTOR DATA SHEET

NAME: CONSTRUCTORA Y EDIFICADORA MEXICANA S.A. DE C.V.
ADDRESS: GOB. MELCHOR MUZQUIZ # 15 MEXICO 11850, D.F.
TEL/FAX: (525) 277-2372 FAX 271-7361
CONTACT: ING. GONZALO GOUT. / PRESIDENT (SPEAKS ENGLISH).

OWNERSHIP: SOLE PROPIETOR. **BROCHURE ON FILE:** NO
ANNUAL SALES: 60 MILLION U.S.D. **EMPLOYEES:** 70 ADMIN+ENG.
+2000 CONST.

PRIME AREA OF EXPERTISE:

HEAVY CIVIL CONTRACTOR, HIGHWAY, BRIDGES, REFINERY
WORK.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

PRIMARILY INTERESTED IN AN ASSOCIATION WITH AN
ENGINEERING OR ENGINEERING CONSTRUCTION FIRM WHO HAS MAJOR
STRUCTURAL EXPERTISE - BRIDGES.

GENERAL DESCRIPTION:

A LONG ESTABLISHED CONSTRUCTION COMPANY OF THE OLD
SCHOOL. A LARGE PERCENTAGE OF THEIR WORK IS NEGOTIATED, JOINT
VENTURES WITH THE GAVIOTA GROUP WHICH CONSISTS OF CIVIL ING. VICTOR
GAMBA, GAVIOTA AND CONSTRUCTORA ESTRELLA.

COMMENTS:

RECOMMEND AN ASSOCIATION FOR WORK IN MEXICO. LOW
BIDDER ON MEXICO-GUADALAJARA AUTOPISTA (HIGHWAY), (1.3 BILLION)
CONTRACT AWARDED TO I.C.A.

CONTRACTOR DATA SHEET

NAME: CONSTRUCTORA ESTRELLA, S.A. DE C.V.
 (PART OF GAVIOTA GROUP)

ADDRESS: RIO MIXCOAC #30 OTE. MEXICO 03240 D.F.

TEL/FAX: (525) 524-7098 FAX 524-6225

CONTACT: ING. MANUEL GRAUE G. / GERENTE GENERAL.
 (SPEAKS ENGLISH).

OWNERSHIP: GAVIOTA (PRIVATE) **BROCHURE ON FILE:** YES

ANNUAL SALES: 20 MILLION USD **EMPLOYEES:** +/- 500

PRIME AREA OF EXPERTISE:
 SOFT GROUND TUNNEL MACHINE FOR HIGHWAY SUBWAY, WATER
 + SEWER TUNNELS.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:
 TUNNEL CONTRACTORS.
 IRRIGATION (AGRICULTURE).

GENERAL DESCRIPTION:
 INDEPENDENT CONTRACTOR, WORKS VERY LITTLE OUTSIDE
 THE GAVIOTA GROUP. DESIGNED AND BUILT THE T.B.M. FOR SOFT GROUND
 BORING MACHINE COST \$ 5-6 MILLION. HAS 2 MACHINES 4m & 6m ENGAGED
 IN TUNNEL WORK FOR D.D.F. WORLD BANK IRRIGATION PROJECTS IN THE
 STATES OF MICHOACAN, HIDALGO, DURANGO.

COMMENTS:
 TUNNEL BORING MACHINE AND ESTRELLA EXPERTISE SHOULD
 HAVE APPLICATION IN TORONTO/MONTREAL.
 ANXIOUS TO PARTICIPATE IN THE PRIVATIZATION OF
 D.D.F. WATER SYSTEM - CLOSELY ASSOCIATED WITH CITY OF MEXICO WORKS
 DEPARTMENT.

CONTRACTOR DATA SHEET

NAME: INGENIERIA DE ESTUDIOS ESPECIALES, S.A. DE C.V.
ADDRESS: SAN MARCOS #130 TLALPAN 14000 MEXICO, D.F.
TEL/FAX: (525) 655-5200 FAX 679-4583
CONTACT: ING. RODOLFO ALDAPE G. / GTE DE DESARROLLO DE
NUEVOS PROYECTOS (SOME ENGLISH).
OWNERSHIP: PRIVATE (EMPLOYEES SR.) **BROCHURE ON FILE:** YES
ANNUAL SALES: 150 MILLION U.S.D. **EMPLOYEES:** 350 ING.
4,000 CONST.

PRIME AREA OF EXPERTISE:

PRINCIPAL ENGINEERING CONTRACTOR TO THE AUTOMOTIVE
INDUSTRY. CHEMICAL AND PETROCHEMICAL INDUSTRIES.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

WATER AND WASTE WATER, ENVIRONMENT. HAS WORKING
AGREEMENTS WITH STAYTON SYSTEMS INC. MISSISSAGUA, ONT.

GENERAL DESCRIPTION:

AGGRESSIVE, WELL ORGANIZED ENGINEERING CONSTRUCTION
COMPANY: PRIMARILY INVOLVED IN NON-GOVERNMENT PROJECTS. SEE
BROCHURE -COMPLETE DESCRIPTION OF COMPANY'S ACTIVITIES.

COMMENTS:

CURRENT JOINT VENTURE WITH FLOUR-DANIEL
(VOLKSWAGEN), WALBRIDGE, BLACK+BEECH. STATED THAT THERE IS A
REQUIREMENT IN MEXICO FOR 87 MAJOR WASTE WATER TREATMENT PLANTS.

CONTRACTOR DATA SHEET

NAME: ASOCIADOS INGENIERIA ELECTRICA Y SERVICIOS, SA CV.
ADDRESS: NORTE 48-A #5416 MEXICO 07860, D.F.
TEL/FAX: (525) 537-3563 FAX 537-6078
CONTACT: CP. ALEJANDRO ALBARRAN / GERENTE GENERAL.
(SOME ENGLISH).
OWNERSHIP: FAMILY BUSINESS **BROCHURE ON FILE:** NO
ANNUAL SALES: 2 - 3 MILLION USD **EMPLOYEES:** 50 TECH.
50 CONST.

PRIME AREA OF EXPERTISE:

COMMERCIAL ELECTRICAL SUB-CONTRACTOR, (IN HOUSE
ENGINEERING CAPABILITY).

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

REQUIRES A SOURCE OF ELECTRICAL COMPONENTS, SUPPLY
(WAREHOUSE) IN CANADA.

GENERAL DESCRIPTION:

ELECTRICAL CONTRACTOR, COMMERCIAL, BANKS HOTELS,
SHOPPING CENTERS, ETC.

COMMENTS:

PREPARED BID FOR GRUPO MEXICANA ON TOLUCA WASTE
WATER TREATMENT PROJECT - TOTAL CONTRACT 130 MILLION.

CONTRACTOR DATA SHEET

NAME: IMPULSORA INDUSTRIAL DE INGENIERIA, S.A. DE C.V.
ADDRESS: ACAPULCO #36 9º PISO. 06700 MEXICO, D.F.
TEL/FAX: (525) 211-0025 FAX 286-9467
CONTACT: ING. EDUARDO BOSQUES LASTRA / DIRECTOR GENERAL
(SOME ENGLISH).
OWNERSHIP: PRIVATE. **BROCHURE ON FILE:** YES
ANNUAL SALES: 5-6 MILL. USD ENG FEES. **EMPLOYEES:** 120 ENG.
60 FOREIGN.

PRIME AREA OF EXPERTISE:

ENGINEERING COMPANY -PEMEX, C.F.E., F.N.M., SIDERMEX
(FOUNDRY), VOLKSWAGEN.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

INTERESTED IN POWER, REFINERY ENGINEERING EXPERTISE.

GENERAL DESCRIPTION:

MULTI-DISCIPLINE INTERNATIONAL / NATIONAL ENGINEERING COMPANY, WORKED COSTA RICA, EL SALVADOR, GUATEMALA, PANAMA (FREEZONE).

MAJOR ENGINEER FOR C.F.E., PEMEX (TANK DESIGN)
VESSEL LOADING (FUEL).

COMMENTS:

HAD AN ASSOCIATION WITH LAVOLIN, BUT LAVOLIN WITHDREW. WAS AWARE OF THE FIRST ATLANTIC CANADA TRADE MISSION. HAS ASSOCIATION WITH DUTCH PETROLEUM ENGINEERING COMPANY.

CONTRACTOR DATA SHEET

NAME: BUFETE INDUSTRIAL
ADDRESS: MORAS 850 COL. DEL VALLE 03100 MEXICO, D.F.
TEL/FAX: (525) 658-4413 FAX 659-3555
CONTACT: ING JUAN ALBERTO ZEPEDA N. / V.P. INTERNATIONAL.
 (SPEAKS ENGLISH).
OWNERSHIP: PRIV. (25% M.W. KELLOGG) BROCHURE ON FILE: YES
ANNUAL SALES: 800 MILLION USD PLUS **EMPLOYEES:** 20000 EMPLOY.
 2200 ENG.

PRIME AREA OF EXPERTISE:

40% PEMEX, 25% C.F.E., MULTI DISCIPLINE, HEAVY INDUSTRIAL ENGINEERING CONTRACTOR.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

MAJOR INTEREST IN CANADIAN MINING (B.C. COAL PARTICULARLY). JOINT VENTURES FOR OVERSEAS PROJECTS.

GENERAL DESCRIPTION:

BUFETE IS THE THIRD LARGEST ENGINEERING CONSTRUCTION COMPANY IN MEXICO. INTERNATIONAL INVOLVEMENT IN CHILE, ARGENTINA, CUBA, MALAYSIA, RUSSIA, BULGARIA, SPAIN, SAUDI ARABIA AND RECENTLY INVESTIGATING WORK IN CHINA. COMPLETED PROJECTS IN MOST LATIN AMERICAN COUNTRIES. HAS ASSOCIATION WITH M.W. KELLOGG ON OVER SEAS WORK.

COMMENTS:

HAS JOINT VENTURES WITH BECHTEL/PROTEXA (MONTERREY), I.C.A., DUPONT ENGINEERS WORK IN BUFETE OFFICES, BUFETE DOES ALL OF DUPONT'S WORK IN MEXICO.

CONTRACTOR DATA SHEET

NAME: GRUPO AXIS, S.A. DE C.V.
ADDRESS: HOMERO #229-JS MEXICO 11560 D.F.
TEL/FAX: (525) 254-1555 FAX 203-7283
CONTACT: ING. JUAN CARLOS INFANTE / PRESIDENT (ENGLISH).
OWNERSHIP: PRIVATE **BROCHURE ON FILE:** Y E S
ANNUAL SALES: 40 MILLION U.S.D. **EMPLOYEES:** 1000

PRIME AREA OF EXPERTISE:

REPRESENTATIVE/MANUFACTURER OF FOSTER WHEELER, MAJOR CLIENTS ARE PEMEX AND C.F.E.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

DESIRES TO FORM AN ASSOCIATION WITH A CANADIAN COMPANY IN MEXICO AND WILL CONSIDER INVESTMENT. INDUSTRIAL WATER AND WASTE WATER SYSTEMS.

GENERAL DESCRIPTION:

THE COMPANY'S MAJOR AREA OF ENDEAVOR IS THE ENGINEERING, MANUFACTURE, SUPPLY AND INSTALLATION OF FOSTER WHEELER BOILERS AND ASSOCIATED EQUIPMENT.

SOLE MANUFACTURER OF PRESSURE VESSEL HEADS IN MEXICO.

COMMENTS:

IMPORTERS OF FRENCH WINES, COGNAC AND CHAMPAGNE. HAS ASSOCIATION WITH I.C.A., BROWN + ROOT. RECOMMENDED AS GOOD POTENTIAL JOINT VENTURE PARTNER.

CONTRACTOR DATA SHEET

NAME: GRUPO MEXICANA DE DESARROLLO

ADDRESS: CULIACAN #108 COL. CONDESA MEXICO 06170, D.F.

TEL/FAX: (525) 272-1867 FAX 272-1627

CONTACT: ING. ENRIQUE JIMENES E. / GEN. DIRECTOR (ENGLISH)
 ING. HECTOR COBARRUBIAS / GEN. DIR. + CHIEF (")

OWNERSHIP: CRESCENCIO BALLESTEROS **BROCHURE ON FILE:** YES

ANNUAL SALES: 600 MILLION USD **EMPLOYEES:** 25,000

PRIME AREA OF EXPERTISE:

HIGHWAY [AUTOPISTA] (CONSTRUCTION - CONCESSION OPERATOR) TOURIST DEVELOPMENT, PORT DEVELOPMENT.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

DESIRES ASSOCIATION WITH ENVIRONMENTAL, INFRASTRUCTURE FIRM.

GENERAL DESCRIPTION:

MULTI DISCIPLINE HEAVY CONSTRUCTION COMPANY, MAJOR PLAYER IN THE HIGHWAY [AUTOPISTA] CONSTRUCTION/CONCESSION PROGRAM. 1/3 JOINT VENTURE PARTNER WITH I.C.A. AND TRIBASA ON THE CUERNAVACA-ACAPULCO AUTOPISTA - THEY WILL BE THE OPERATOR. LARGE PARTICIPANT ALSO ON THE PRIVATIZATION OF WATER & WASTE WATER SYSTEMS FOR TOWNS & MUNICIPALITIES.

COMMENTS:

- OWNER & OPERATOR OF TELCOM, ONE OF SEVEN CELLULAR SYSTEMS.
- " " OF CANCUN WATER SYSTEM.
- " " OF ACAPULCO IXTAPA ZIHUAT. WATER SYSTEM.
- " " OF LA TINAJA COSOLEACAQUE AUTOPISTA.
- " " OF CORDOBA VERACRUZ AUTOPISTA.
- " " OF VIADUCTO A PUNTA DIAMANTE AUTOPISTA.
- " " OF ATLACOMULCO MARAVATIO AUTOPISTA.
- " " OF GUADALAJARA COLIMA AUTOPISTA.
- " " OF CUERNAVACA ACAPULCO AUTOPISTA.
- " " OF MEXICO TOLUCA AUTOPISTA.

CONTRACTOR DATA SHEET

NAME: *CONSTRUCTORA Y URBANIZADORA ARA, S.A. DE C.V.*
ADDRESS: *INSURGENTES SUR #286-201 MEXICO 06760 D.F.*
TEL/FAX: *(525) 584-7447 FAX 584-7890*

CONTACT: *ARQ. ALFONSO ZERMEÑO D. / TECHNICAL DIR. (N/ENG.)*
ARQ. RAFAEL GARCIA T. / COORDINATOR (SOME ENG.)

OWNERSHIP: *PRIVATE* **BROCHURE ON FILE:** *YES*

ANNUAL SALES: *50 MILLION USD* **EMPLOYEES:** *350 ENG/TECH.*
2000 CONST.

PRIME AREA OF EXPERTISE:

BUILDING COMMERCIAL, HOUSING DEVELOPMENT,
ENGINEERING/CONSTRUCTION FIRM.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

ASSOCIATION WITH MEDIUM SIZE WATER/WASTE ENGINEERING
COMPANY.

GENERAL DESCRIPTION:

MEDIUM SIZE INDEPENDENT ENGINEERING DEVELOPER,
CONSTRUCTION COMPANY, COMMERCIAL BUILDING, RESIDENTIAL HOUSING.

COMMENTS:

EXCELLENT ASSOCIATION POSSIBILITY FOR MIDDLE SIZE URBAN
ENGINEERING COUNTRY.

CONTRACTOR DATA SHEET

NAME: TRITURADOS BASALTICOS Y DERIVADOS (TRIBASA)
ADDRESS: BOSQUE DE CIRUELOS 130-2 LOMAS, 11700 MEXICO, D.F.
TEL/FAX: (525) 596-5633 FAX 596-5252
CONTACT: ING. JORGE CABEZUT BOO / VICEPRESIDENT (ENGLISH).
OWNERSHIP: PRIVATE **BROCHURE ON FILE:** YES
ANNUAL SALES: 100 MILLION USD PLUS **EMPLOYEES:** 10,000

PRIME AREA OF EXPERTISE:

MAJOR SUPPLIER OF CONCRETE & CONCRETE PRODUCTS.
PRODUCER OF AGGREGATES & ASPHALT.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

MINOR ASSOCIATION POSSIBLE WITH THIS COMPANY ON
MEXICAN CONTRACT.

GENERAL DESCRIPTION:

1/3 JOINT VENTURE PARTNER ON CUERNAVACA-ACAPULCO
AUTOPISTA. SIMILAR OPERATION TO STANDARD PAVING. ONLY PRODUCER IN
SOUTH OF MEXICO OF JERSEY BARRIER (HIGHWAY DIVIDER).

COMMENTS:

OLD, WELL ESTABLISHED COMPANY.

CONTRACTOR DATA SHEET

NAME: GRUPO APYCSA / GRUPO ARISTOS
ADDRESS: INSURGENTES SUR #421-C-208 MEXICO 06170, D.F.
TEL/FAX: (525) 574-8077 FAX 584-1156
CONTACT: ING. ALFREDO ROMERO / (NO ENGLISH)
LIC. SERGIO DE LA FUENTE / (NO ENGLISH)
OWNERSHIP: PRIVATE BROCHURE ON FILE: YES (2)
ANNUAL SALES: N/A EMPLOYEES: 5000 PLUS

PRIME AREA OF EXPERTISE:

HIGHWAY, BRIDGE CONSTRUCTION, HOTEL RESORT
CONSTRUCTION.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

TOURIST/RESORT DEVELOPMENT

GENERAL DESCRIPTION:

OLD ESTABLISHED CONSTRUCTION COMPANY. OWNERS AND OPERATORS OF THE ARISTOS HOTEL CHAIN. COMMERCIAL BUILDING CONTRACTOR, MAJOR CIVIL CONTRACTOR IN THE D.D.F. AREA NOT INVOLVED WITH THE PRIVATIZATION. CONSTRUCTION AND OPERATION OF HIGHWAY CONCESSIONS.

COMMENTS:

SOLID HIGHWAY [AUTOPISTA], COMMERCIAL BUILDING CONTRACTOR. MINOR TOURIST DEVELOPER. UNABLE TO COMPLETE INTERVIEW.

CONTRACTOR DATA SHEET

NAME: RASILLO CONSTRUCCIONES, S.A. DE C.V.
ADDRESS: CUAUHEMOC #801-A SAN LUIS POTOSI, S.L.P. MEXICO
TEL/FAX: (5248) 17-5520 FAX 20-2422
CONTACT: ING. JESUS RASILLO A. / GERENTE GRAL. (NO ENGLISH)

OWNERSHIP: PRIVATE BROCHURE ON FILE: NO
ANNUAL SALES: 3 MILLION U.S.D. EMPLOYEES: 50

PRIME AREA OF EXPERTISE:

PEMEX, C.F.E., RAILROAD, WITHIN THE STATE.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

WATER AND WASTE WATER, ENVIRONMENTAL, HIGHWAY,
IRRIGATION (WORLD BANK PROJECTS).

GENERAL DESCRIPTION:

MEDIUM SIZE INFRASTRUCTURE CONTRACTOR, ACTS BOTH AS
GENERAL AND SUB-CONTRACTOR DEPENDING ON MAGNITUDE OF PROJECT.

COMMENTS:

ING. RASILLO AVILA IS VERY ACTIVE IN THE "CAMARA",
CONSTRUCTION ASSOCIATION, IS AN EXCELLENT CONTACT FOR ANY PROJECT
OR ASSOCIATION WITH OTHER CONTRACTORS IN THE STATE OF SAN LUIS
POTOSI.

CONTRACTOR DATA SHEET

NAME: CONSTRUCTORA ARRAYALES CASTRO, S.A. DE C.V.
ADDRESS: LERDO 717 COL. MITRAS NORTE MONTERREY, N.L. MEXICO
TEL/FAX: (5283) 73-3701 FAX 73-7101
CONTACT: ING. ENRIQUE H. ARRAYALES / GERENTE GENERAL.
(ENGLISH).
OWNERSHIP: PRIVATE **BROCHURE ON FILE:** NO
ANNUAL SALES: 3 MILLION USD **EMPLOYEES:** 120

PRIME AREA OF EXPERTISE:

PIPELINE SUB-CONTRACTOR (PETROLEUM) PEMEX'S
MECHANICAL CONTRACTOR, C.F.E. (LARGE TRANSMISSION MAIN PROCESS
PIPING).

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

RECOMMENDS, CO-INVESTS IN INDUSTRIAL PARKS.

GENERAL DESCRIPTION:

MAJOR CLIENTS ARE PEMEX, C.F.E. HYLSA (STEEL),
VITROMEX (GLASS), LINDE, UNION CARBIDE, KIMBERLY CLARK. CURRENTLY
IN JOINT VENTURE ON \$120 MILLION C.F.E. EXPANSION.

COMMENTS:

EXCELLENT CONTACT IN MONTERREY FOR INDUSTRIAL PLANT
CONSTRUCTION. GOOD KNOWLEDGE OF LOCAL ACTIVITY.

CONTRACTOR DATA SHEET

NAME: DESARROLLO Y CONSTRUCCIONES URBANAS, S.A.
ADDRESS: PARICUTIN 390 COL. ROMA, MONTERREY, N.L.; MEXICO
TEL/FAX: (5283) 58-4858 58-3560 FAX 58-4200
CONTACT: ING. JUAN ANTONIO BALLI G. / GERENTE GENERAL
(NO ENGLISH / SON'S SPEAKS ENGLISH).
OWNERSHIP: PRIVATE. **BROCHURE ON FILE:** YES
ANNUAL SALES: 20 MILLION U.S.D. **EMPLOYEES:** 400 +

PRIME AREA OF EXPERTISE:

WATER & WASTE WATER.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

WITH COMPANIES IN WATER & WASTE WATER TECHNOLOGY,
EQUIPMENT LEASING, FINANCING.

GENERAL DESCRIPTION:

VERY WELL ESTABLISHED CONTRACTOR, ACTIVE MEMBER OF
"CAMARA" CONSTRUCTION ASSOCIATION. MAINLY CIVIL WORK IN ALL
INFRASTRUCTURE PROJECTS. GOOD ENGINEERING CAPABILITY.

COMMENTS:

HAS HAD MANY JOINT VENTURES DISCUSSIONS WITH U.S.
CONTRACTORS PRESENTLY EXECUTING A 30 MILLION USD SAWAGE CONTRACT.
ALSO, PRESENTLY PREQUALIFY FOR 100 MILLION USD WATER & WASTE WATER
PROJECT (WORLD BANK) FOR MONTERREY. (JOINT VENTURE WITH McDONALD
KANSAS CITY) 8000 CU. METERS/SECOND. POLITICALLY WELL POSITIONED.

CONTRACTOR DATA SHEET

NAME: MAZUKY DISEÑO Y EDIFICACION, S.A. DE C.V.
ADDRESS: MILAN 224 FRACC. SANTA FE, MONTERREY, N.L., MEXICO
TEL/FAX: (5283) 77-8818 77-7750 FAX 34-3897
CONTACT: ARQ. ALFREDO GONZALEZ SALINAS (NO ENGLISH).
OWNERSHIP: FAMILY **BROCHURE ON FILE:** YES
ANNUAL SALES: 2-3 MILLION U.S.D. **EMPLOYEES:** 25 ADM./ENG.
500 CONST.

PRIME AREA OF EXPERTISE:

MEDIUM SIZE HOUSING DEVELOPER.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

EQUIPMENT SUPPLIER, PROJECT FINANCING.

GENERAL DESCRIPTION:

SMALL INFRASTRUCTURE CONTRACTOR, HOUSING DEVELOPER.

COMMENTS:

NOT RECOMMENDED FOR JOINT VENTURE ASSOCIATION,
COMPANY HAS SERIOUS FINANCIAL PROJECTS.

CONTRACTOR DATA SHEET

NAME: GRUPO PROTEXA
ADDRESS: CARRETERA MTY-SALTILLO, MONTERREY, N.L., MEXICO
TEL/FAX: (5283) 36-3030 FAX 36-3047
CONTACT: ING. HUMBERTO I. ARMENTA / COM. DIRECTOR.
 (ENGLISH).
OWNERSHIP: LOBO BROTHERS **BROCHURE ON FILE:** YES
ANNUAL SALES: 1 BILLION U.S.D. **EMPLOYEES:** 15,000 PLUS

PRIME AREA OF EXPERTISE:

TOTAL TURNKEY (OWNERSHIP), OFFSHORE DRILLING PLATFORMS. CONSTRUCTION, TRANSPORTATION, ELECTRONIC, INDUSTRIAL, TOURISM, REAL ESTATE, CAPITAL GOOD & SERVICES, TELECOMMUNICATION (OPERATOR OF ONE OF THE CELLULAR SYSTEMS) THERE ARE SEVEN CELLULAR SYSTEMS IN MEXICO.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

INTERESTED IN JOINT VENTURES TOTAL TURNKEY ON A PROJECT TO PROJECT BASIS.

GENERAL DESCRIPTION:

SECOND LARGEST MULTI-DISCIPLINE-MULTINATIONAL CONSTRUCTION COMPANY IN MEXICO WITH MAIN OFFICES IN MONTERREY AND MEXICO. FOREIGN OFFICES IN COLOMBIA & ARGENTINA. LARGEST PEMEX OFFSHORE CONTRACTOR. (SEE BROCHURES).

COMMENTS:

IS A JOINT VENTURE PARTNER (40%) WITH BECHTEL CORP. ON THE CURRENT PEMEX INSPECTION PROGRAM.

CONTRACTOR DATA SHEET

NAME: TH CONSTRUCCIONES, S.A. DE C.V.
ADDRESS: CERRADA CUAUHTEMOC 13 COL. HIDALGO TLALPAN,
MEXICO, D.F.
TEL/FAX: (525) 524-0073 606-0760
CONTACT: LIC. RICARDO TERAN / CONST. MANAGER (N.ENG.)
LIC. F. HINTERHOLZER / SALES MANAGER (ENGLISH)
OWNERSHIP: FAMILY (2) **BROCHURE ON FILE:** YES
ANNUAL SALES: 1-2 MILL. U.S.D. **EMPLOYEES:** +/-50

PRIME AREA OF EXPERTISE:

- 1.- INTERIOR FINISHING CONTRACTOR WINDOWS, DOOR, CABINETS.
- 2.- MANUFACTURERS, REPRESENTATIVE, COMMODITIES DEALER.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

TAKE MINOR PART IN JOINT VENTURE AS REPRESENTATIVE (MEXICO) PARTICULAR INTEREST IN HIGHWAY CONSTRUCTION EQUIPMENT, ENVIRONMENT EQUIPMENT, POSSIBLE FOOD INDUSTRY, DEALS IN POWDERED MILK AND RICE.

GENERAL DESCRIPTION:

A YOUNG AGGRESSIVE CONSTRUCTION COMPANY, WELL ACQUAINTED WITH PRESENT STATE OF THE INDUSTRY, RECENTLY COMPLETED A PROJECT WITH I.C.A. AS A SUB-CONTRACTOR ON A MAJOR CONCESSION TOLL ROAD.

COMMENTS:

AGGRESSIVE EQUIPMENT MANUFACTURERS REPRESENTATIVE, HINTERHOLZER FAMILY REPRESENTS SUMITOMO BANK IN MEXICO.

CONTRACTOR DATA SHEET

NAME: CONSTRUCCIONES PESADAS, S.A. DE C.V. "GRUPO COIN"
ADDRESS: DANTE 26-BIS 10&20 PISO 11570 MEXICO, D.F.
TEL/FAX: (525) 203-1154 203-1214 FAX 280-4240
CONTACT: ING. LEON REIMERS K. / GENERAL DIRECTOR. (ENGLISH)
(COSTA RICAN)
OWNERSHIP: PRIVATE (PART OF GROUP) BROCHURE ON FILE: YES
ANNUAL SALES: 80 MILLION U.S.D. EMPLOYEES: 4,000

PRIME AREA OF EXPERTISE:

HEAVY CIVIL CONTRACTOR, S.C.T., C.F.E. (DAMS).

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

JOINT VENTURES ON INTERNATIONAL FINANCED (PARTIAL)
PROJECTS.

GENERAL DESCRIPTION:

PART OF A HEAVY CIVIL ENGINEERING CONSTRUCTION,
(GRUPO COIN) ESTABLISHED IN 1974. COMPLETED HOTEL DEVELOPMENT IN
ISRAEL. MINOR PROJECT IN COSTA RICA.

COMMENTS:

PRESENT JOINT VENTURE WITH I.C.A. ON MAJOR C.F.E.
POWER DAM. MAJOR INTEREST IN COSTA RICA: COFFEE / SUGAR
PLANTATIONS / TOURIST DEVELOPMENT.

CONTRACTOR DATA SHEET

NAME: DUCTOS Y MANUFACTURAS, S.A. DE C.V.
ADDRESS: PARQUE DE LOS REMEDIOS 9 NAUCALPAN, EDO. MEXICO
TEL/FAX: (525) 576-6475 FAX 576-4029
CONTACT: C.P. ALEJANDRO CERVANTES / GTE. COMPRAS (ENGLISH)

OWNERSHIP: PRIVATE **BROCHURE ON FILE:** NO
ANNUAL SALES: 3 MILLION U.S.D. **EMPLOYEES:** 14 ENG./ADMIN.
50 CONSTR.

PRIME AREA OF EXPERTISE:

FABRICATOR OF INDUSTRIAL PIPING, HYDRAULIC SYSTEMS,
DRAINAGE & SEWAGE.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

INTEREST IN PIPELINE MECHANICAL CONTRACTORS WITH
REFINERY EXPERTISE AND PARTIAL FINANCING CAPABILITY.

GENERAL DESCRIPTION:

MEDIUM SIZE INDUSTRIAL PIPE FABRICATOR / INSTALLER.

COMMENTS:

LIMITED PROJECT CAPACITY - SOME REORGANIZATION.

CONTRACTOR DATA SHEET

NAME: DESARROLLO DE INGENIERIA, S.A. DE C.V.
ADDRESS: PABLO DE LA LLAVE #110 MEXICO 04730 D.F.
TEL/FAX: (525) 665-4888 FAX 665-6069
CONTACT: ARQ. INGNACIO GOMEZ G./ SUB-DIRECTOR. (ENGLISH)
OWNERSHIP: GUILLERMO BALLESTEROS **BROCHURE ON FILE:** YES
ANNUAL SALES: 100 MILLION U.S.D. **EMPLOYEES:** 7,800

PRIME AREA OF EXPERTISE:

PEMEX, REFINERIES, (BUILDERS OF PEMEX TOWER).

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

VERY INTERESTED IN JOINT VENTURES IN OR OUT-SIDE OF MEXICO. PRESENTLY HAS JOINT VENTURE WITH BIWATER (ENGLAND), CONCESSION ON PUERTO VALLARTA'S WATER SYSTEM (8-10 YEARS).

GENERAL DESCRIPTION:

SOLID, MID-SIZE CONSTRUCTION COMPANY ENGAGED IN ALL THE MAJOR SECTORS OF THE CONSTRUCTION INDUSTRY. THIS ORGANIZATION IS PREPARED FOR EXPANSION BOTH IN & OUT OF MEXICO. SEE BROCHURE.

COMMENTS:

COMPANY IS A SPLIT FROM GRUPO MEXICANA. CURRENTLY HAS 15 PROJECTS, CAN HANDLE 40-50. VISITED CANADIAN EMBASSY FOR INFORMATION ON CANADIAN CONTRACTORS. MAJOR SHAREHOLDERS OF BANCA SERFIN. HAS BEEN INVITED TO MAKE A PROPOSAL ON A 500 MILLION COAL GASIFICATION PLANT IN IRAQ. ALSO, ASKED TO PARTICIPATE IN A SIMILAR 750,000,000 PROJECT IN CHICAGO.

CONTRACTOR DATA SHEET

NAME: GUERRA, S.A. DE C.V.
ADDRESS: GENERAL MENDEZ #19 11830 MEXICO, D.F.
TEL/FAX: (525) 271-2400 FAX 515-0086
CONTACT: ING. GUSTAVO ACEVEDO L. / GENERAL MANAGER
(SOME ENGLISH)
OWNERSHIP: PRIVATE **BROCHURE ON FILE:** YES
ANNUAL SALES: 7 MILLION U.S.D. **EMPLOYEES:** 100
(EQUIPMENT RENTAL)

PRIME AREA OF EXPERTISE:

HIGHWAY & ROAD BUILDER.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

INTERESTED IN HIGHWAY MAINTENANCE CONTRACTS FINANCED
BY OUTSIDE SOURCES. -NOT A PROSPECT FOR MAJOR JOINT VENTURE-.

GENERAL DESCRIPTION:

COMPANY REDUCED TO EQUIPMENT RENTAL ONLY.

COMMENTS:

OLD ESTABLISHED COMPANY, MAJOR ROADBUILDER, WILL NOT
PARTICIPATE IN CONCESSIONS. COMPANY HAS GONE FROM 200 KM OF
HIGHWAY PER YEAR IN 1986 TO 6 KM THIS YEAR.

CONTRACTOR DATA SHEET

NAME: *FOSTER WHEELER MEXICANA, S.A. DE C.V.*
ADDRESS: *LOPE DE VEGA #117-40 MEXICO 11560 D.F.*
TEL/FAX: *(525) 531-9364 FAX 254-7030*
CONTACT: *ING. ADAN HERRERA R. / GERENTE GENERAL. (ENGLISH).*
ING. AXEL DE GANTE I. / GTE. COMERCIAL. (ENGLISH).
OWNERSHIP: *PRIVATE* **BROCHURE ON FILE:** *NO*
ANNUAL SALES: *SEE NO 8 GRUPO AXIS* **EMPLOYEES:** *N/A*

PRIME AREA OF EXPERTISE:

DESIGN, ENGINEERING OF BOILERS, INDUSTRIAL WATER & WASTE WATER SYSTEM AND RELATED ENGINEERING FIELDS.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

REQUESTED INFORMATION ON A CANADIAN ENGINEERING FIRM WITH EXPERTISE IN THE ENERGY SECTOR AS IT RELATES TO THE INDUSTRIAL WATER & WASTE WATER INDUSTRY PARTICULARLY -BOILERS- AND RELATED SYSTEMS.

GENERAL DESCRIPTION:

SIMILAR ENGINEERING COMPANY TO FOSTER WHEELER U.S.A./CANADA.

COMMENTS:

CURRENTLY INSTALLING A 1075 TON/HR BOILER SYSTEM AT PEMEX.

CONTRACTOR DATA SHEET

NAME: GRUPO CONTELMEX
ADDRESS: LIVERPOOL #72-A 06600 MEXICO, D.F.
TEL/FAX: (525) 627-5600 FAX 511-8138
CONTACT: ING. LUIS GERARDO FONSECA G. / SUB DIRECTOR
 (ENGLISH).
OWNERSHIP: 100% TELMEX. **BROCHURE ON FILE:** NO
ANNUAL SALES: N/A **EMPLOYEES:** N/A
PRIME AREA OF EXPERTISE:

+/- EMPLOYS APPROX. 80 SUB-CONTRACTORS DOING ALL
 TELMEX INSTALLATIONS IN SOUTHERN MEXICO.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

INTERESTED IN ASSOCIATION WITH COMPANY WITH
 EXPERTISE IN FIBRE OPTICS. ALSO, ADVANCED EQUIPMENT -NOTE- ALL
 ASSOCIATIONS / JOINT VENTURES MUST HAVE TELMEX APPROVAL, NEEDS NEW
TRENCHING TECHNOLOGY.

GENERAL DESCRIPTION:

AS WELL AS OUTSIDE TELEPHONE SYSTEM, THEY ALSO DO
 COMMERCIAL / INDUSTRIAL BUILDING INSTALLATIONS-WORKING TOWARD
 MECHANIZATION VERSUS INTENSE LABOR.

COMMENTS:

HAS CURRENT ASSOCIATION WITH NORTHERN TELECOM, AT&T
 AND SOUTHERN BELL NORTH WESTERN BELL. THERE ARE 3 COMPANIES SUCH
 AS CONTELMEX, ALL OWNED BY TELMEX WHO DO ALL THE CONSTRUCTION /
 INSTALLATION WORK FOR THE TELEPHONE COMPANY. (THE OTHER 2 ARE
 SIXSA AND TELECO). SIXSA'S AREA IS THE NORTH-WEST, TELECO'S
 CENTRAL AND NORTH-EAST. THERE ARE NO PRIVATE TELEPHONE
 INSTALLATION CONTRACTORS IN MEXICO, IT MUST BE OWNED BY TELMEX OR
 THEIR WHOLLY OWNED SUB CONTRACTORS (3) WITH THEIR EQUIPMENT
 (OWNED), THERE IS NO BUSINESS (OWNER) EQUIPMENT - LEGALLY- -NOTE-
 ALL FAX MACHINES (OWNERS) IN MEXICO MUST BE INSTALLED ON A
 COMMERCIAL LINE (MINIMUM CHARGE - 3 MINUTES +/- 15,000 PESOS -ONE
 LINE ON ONE PAGE).

CONTRACTOR DATA SHEET

NAME: ATISA ATKINS, S.A. DE C.V.
ADDRESS: BAHIA DE CORRIENTES #77 MEXICO 11300 D.F.
TEL/FAX: (525) 250-8211 FAX 254-0980
CONTACT: DR. MIGUEL VERDUZCO./DIRECTOR (OWNER) NOT INTERV.
 ING. SALVADOR ESCOVAR / TECHN. DIR. (SOME ENGLISH)
OWNERSHIP: 10% W.S. ATKINS BROCHURE ON FILE: YES
 90% SENIOR EMPLOYEES
ANNUAL SALES: N/A **EMPLOYEES:** 15 ADM.
 55 ENG./TECH

PRIME AREA OF EXPERTISE:

MINING / METALLURGICAL ENGINEERS / PROJECT MANAGERS, TRANSPORTATION, SYSTEMS ENGINEERS.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

WILL JOINT VENTURE WITH COMPANY WHO ARE ALIGNED IN SIMILAR FIELDS OF ENDEAVOR.

GENERAL DESCRIPTION:

MAJOR CLIENT ARE SIDERMEX (STEEL), SICARTSA (LAZARO CARDENAS) FOUNDRY. -SEE BROCHURE.

COMMENTS:

10% FOREIGN OWNERSHIP - W.S. ATKINS. SIMILAR ORGANIZATION TO HATCH ASSOCIATES (TORONTO).

CONTRACTOR DATA SHEET

NAME: CONTROL Y APLICACIONES MEX. SA CV "GRUPO CAE"
ADDRESS: CALLE 2 #5 ALCE BLANCO NAUCALPAN EDO. MEXICO 53370
TEL/FAX: (525) 359-0124 FAX 359-0049
CONTACT: ING. GERARDO CAMACHO R. / COMM. MGR. (ENGLISH)

OWNERSHIP: PARTIAL SPAIN MAJORITY BROCHURE ON FILE: YES
 PRIVATE MEXICO.
ANNUAL SALES: 20 MILLION U.S.D. EMPLOYEES: 2,000 PLUS

PRIME AREA OF EXPERTISE:

QUALIFIED CONSTRUCTOR OF NUCLEAR POWER PLANTS.
 ELECTRICAL/INSTRUMENTATION CONTRACTOR.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

DOES NOT PARTICIPATE WITH I.C.A. / PROTEXA.
 REQUIRES TECHNICAL EXPERTISE WITH CANADIAN COMPANY IN THEIR FIELD,
 ALSO PROJECT FINANCING. -VERY ANXIOUS TO FORM LONG TERM
 RELATIONSHIP -IS ACTIVELY SEEKING A PARTNER.

GENERAL DESCRIPTION:

THIS COMPANY'S MAJOR CLIENTS ARE ELECTRICAL SECTOR
 50% PETRO 40% INDUSTRIAL 10% HAS JOINT VENTURE WITH BROWN BOVARI,
 JOHN BROWN, FOSTER WHEELER-IBERIA, WESTINGHOUSE.

COMMENTS:

CONTACTED CANADIAN EMBASSY 3 MONTHS AGO FOR
 INFORMATION. IS IN COMPETITION WITH BECHTEL ON MERIDA'S POWER
 PROJECT. CURRENTLY BUILDING TWO -500,000 BARRELS PETROLEUM TANKS
 AT TABASCO. BIDDING PROJECT IN MIDDLE EAST. -MAJOR CONTRACTOR TO
 PEMEX, C.F.E. -HAS SEVERAL CONTRACTS IN PROGRESS WITH PEMEX AND
 C.F.E.

CONTRACTOR DATA SHEET

NAME: CONSTRUCTORA Y ARRENDADORA FENOVESA, S.A. DE C.V.
ADDRESS: HOMERO #229-72 COL. POLANCO MEXICO 11570 D.F.
TEL/FAX: (525) 254-5990 FAX 531-9912
CONTACT: LIC. ANTONIO FERRER N. / DIRECTOR (ENGLISH)
 PREVIOUSLY I.C.A., INFRA, GRUPO MEXICANA
OWNERSHIP: PRIVATE BROCHURE ON FILE: YES
ANNUAL SALES: 120 MILL. U.S.D. EMPLOYEES: 5000 PLUS
 '93 FORECAST 250 MILL USD

PRIME AREA OF EXPERTISE:

HEAVY CIVIL / COMMERCIAL CONTRACTOR, MAJOR CLIENTS ARE C.F.E., PEMEX, FONATUR, S.C.T., MEDIUM CONTRACTOR TO MINING INDUSTRY.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

WANTS TO CONCENTRATE ON RAILROAD, HOTELS, ENVIRONMENTAL SECTORS, VERY LITTLE OR NO COMPETITION.

GENERAL DESCRIPTION:

FENOVESA IS THE 25TH, LARGEST CONTRACTOR IN MEXICO. HAS OVERSEAS EXPERIENCE, PANAMA (TOCUMEN AIRPORT), NICARAGUA. SEE BROCHURE.

COMMENTS:

NEEDS JOINT VENTURE PARTNER (HAS 50 MILLION FROM FRENCH PARTNER 70 MILL. REQUIRED) FOR PARQUE VIA MEXICO (DISNEY WORLD) IN JUAREZ. HAS RECENTLY ENTERED A JOINT VENTURE AGREEMENT WITH ECOLOGY ENVIRONMENTAL, INC. BUILDING NEW MELIA HOTEL -REFORMA- \$80,000,000. COMPLETED 80KM OF RAIL/BRIDGES FOR F.N.M. BUILDS ALL MACDONALDS, BURGER KINGS, FRIDAYS, HYATT MELIA HOTELS. NOT A NAFTA SUPPORTER -AFTER 2 YEARS- BAD FOR MEXICO. U.S./CANADA BAD INFLUENCE ON MEXICO'S CULTURE.

CONTRACTOR DATA SHEET

NAME: PLANEACION Y PROYECTOS, S.A. DE C.V.
ADDRESS: BLVD. M. AVILA CAMACHO #40-90 MEXICO 53390 D.F.
TEL/FAX: (525) 395-7948 FAX 395-4865
CONTACT: ING. GUILLERMO BARNERTCHE D./DIRECTOR. (ENGLISH)
OWNERSHIP: PRIVATE **BROCHURE ON FILE:** YES
ANNUAL SALES: N/A **EMPLOYEES:** 485 ENG/TECH.
 400 SUB-CONT.

PRIME AREA OF EXPERTISE:

WATER & WASTE WATER 60%, URBAN DEVELOPMENT 20%
 C.F.E. / PEMEX 20%.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

DESIRES A WORKING ASSOCIATION WITH A LARGE PETRO
 CHEMICAL ENGINEERING CONSTRUCTION FIRM. -AS SOON AS POSSIBLE- NEEDS
 TOP AND MIDDLE ENGINEERING MANAGEMENT PERSONNEL.

GENERAL DESCRIPTION:

LARGE ENGINEERING/CONSTRUCTION MANAGEMENT FIRM,
 INVOLVED IN THE CANANEA COPPER CONCENTRATOR (55,000 TONS/DAY) DOS
 BOCAS MARINE TERMINAL, EXTENSIVE PORT EXPERIENCE. SEE PAGE 11 OF
 BROCHURE.

COMMENTS:

HAS JOINT VENTURE WITH BI-WATER (ENGLAND). LARGEST
 ENGINEERING FIRM IN IRRIGATION PROJECTS IN MEXICO. ASSOCIATION
 WITH RALPH M. PARSONS. CURRENTLY INVOLVED IN ENGINEERING/PROJECT
 MGMT - 550 MgwATT C.F.E. DAM. HAS HAD DISCUSSIONS WITH FLOUR
 DANIEL.

CONTRACTOR DATA SHEET

NAME: URBANIZACIONES Y ASFALTOS, S.A.
ADDRESS: AVE. DEL IMAN #151 MEXICO 04700 D.F.
TEL/FAX: (525) 665-5577 FAX 665-9695
CONTACT: ING. MARIANO RODRIGUEZ L./DIRECTOR (ENGLISH)
OWNERSHIP: PRIVATE **BROCHURE ON FILE:** NO
ANNUAL SALES: 70 MILLION U.S.D. **EMPLOYEES:** 900 +
 50 CONSTR.

PRIME AREA OF EXPERTISE:

HIGHWAY, ASPHALT PAVING CONTRACTOR, DEVELOPER, LOW COST HOUSING.

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

REQUESTS AN ASSOCIATION WITH CANADIAN COMPANY RE ON LOW COST HOUSING - BUILD PREFAB PLANT IN MEXICO NEW TECHNOLOGY ON HIGHWAY CONSTRUCTION/RECONSTRUCTION.

GENERAL DESCRIPTION:

AGGRESSIVE HIGHWAY (BUILDER) EXPANDING INTO SHOPPING CENTERS, HOUSING, TOURIST DEVELOPMENT. -PRESENTLY WIDENING & REPAVING MEXICO-PUEBLA AUTOPISTA [HIGHWAY]. -WILL PARTICIPATE IN CONCESSION WHEN TENDERED (OBVIOUS PRIME CANDIDATE FOR SUCCESSFUL BID).

COMMENTS:

PURCHASE ASPHALT GRINDING EQUIPMENT FROM SOTTER, QUEBEC WITH E.D.C. FINANCING. -OPERATOR TRAINING. NOTE: -WISHES TO MECHANIZE & MODERNIZE, TO CUT MANUAL LABOR. HAS CONTRACT FOR 4000 45-50 M2 HOUSES FOR D.D.F. - 15,000 20,000 UNITS PER YEAR SCHEDULED. BUILDING LARGE SHOPPING CENTER ON OWN LAND (SOUTH MEXICO). BUILDING TIME/SHARE DEVELOPMENT IN CUERNAVACA. INTERESTED IN PRECAST PANNELS.

CONTRACTOR DATA SHEET

NAME: I.C.A. INTERNACIONAL
ADDRESS: VIADUCTO RIO BECERRA #27 100. MEXICO 03810 D.F.
TEL/FAX: (525) 687-3273 FAX 687-8151
CONTACT: ING. JOSE CARBIA AZARRO/DIRECTOR DESARROLLO
 (ENGLISH)
OWNERSHIP: EMPLOYEE OWNED (75%) **BROCHURE ON FILE:** YES
ANNUAL SALES: 2 BILLION U.S.D. **EMPLOYEES:** 60,000

PRIME AREA OF EXPERTISE:

ALL -SEE BROCHURE-

MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:

CURRENT JOINT VENTURE WITH BECHTEL CORP. ON POWER SECTOR HAS HAD INITIAL DISCUSSIONS WITH P.C.L./ S.N.C. WOULD LIKE TO GO TO 3RD. COUNTRIES WITH FOREIGN PARTNER BUT WITH MINORITY POSITION.

GENERAL DESCRIPTION:

LARGEST CONTRACTOR (VERY STRONG) IN MEXICO. RECENTLY PLACED 25% OF COMPANY PUBLIC 1/3 EACH, BOLSA, NEW YORK, LONDON. 1/3 CONTRACTOR ON CUERNAVACA-ACAPULCO AUTOPISTA 1.0 BILLION, GRUPO MEXICANA WILL BE OPERATOR. WORKS IN MANY COUNTRIES. PREQUALIFYING FOR MAJOR DAM PROJECT IN CHINA.

COMMENTS:

-I.C.A. PHILOSOPHY IS TO BE CONTRACTOR ONLY, NOT OPERATORS OF PROJECTS. JOINT VENTURE ON PRIVATIZATION PROJECTS WITH ONLY A PARTNER WHO WILL OPERATE. -DOES NOT HAVE ENGINEERING STAFF. -10% OF WORK IS OVERSEAS. -SUCCESSFUL BIDDER ON MEXICO-GUADALAJARA AUTOPISTA 1.3 BILLION.

I.-

BASIC CRITERIA

- AN AGREEMENT WAS MADE WITH THE EMBASSY OF CANADA TO CONDUCT A STUDY OF THE MEXICAN CONSTRUCTION INDUSTRY TO DETERMINE OF A POSSIBILITY EXISTED WHEREBY JOINT VENTURES / ASSOCIATIONS COULD BE ESTABLISHED FOR CONSTRUCTION PROJECTS PRIMARILY IN MEXICO AND ALSO FOR CO-OPERATIVE EFFORTS ON OTHER COUNTRIES LIKE LATIN AMERICA, MIDDLE EAST, EUROPE AND PACIFIC RIM.

- THE LIST OF COMPANIES TO BE SURVEYED WAS OBTAINED FROM DUN & BRADSTREET DATA SHEETS PROVIDED BY THE EMBASSY.

- THE CUT-OFF CRITERIA USED WAS THOSE COMPANIES WHICH INDICATED 100 PERMANENT EMPLOYEES OR MORE..

- A TOTAL OF 30 COMPANIES WERE VISITED AND INTERVIEWED, 25 IN MEXICO, D.F.; 4 IN MONTERREY, MEXICO; 1 IN SAN LUIS POTOSI, MEXICO.

- THE SURVEY WAS CONDUCTED DURING THE MONTHS OF JULY AND AUGUST, 1992.

VI.-

CONTRACTORS'

BROCHURES

1. ANSALDO DE MEXICO, S.A. DE C.V. (BROCHURE)
3. CONSTRUCTORA ESTRELLA. (BROCHURE)
4. INGENIERIA DE ESTUDIOS ESPECIALES. (BROCHURE)
6. IMPULSORA INDUSTRIAL DE INGENIERIA. (BROCHURE)
7. BUFETE INDUSTRIAL. (BROCHURE)
8. GRUPO AXIS, S.A. DE C.V. (BROCHURE)
9. GRUPO MEXICANA. (BROCHURE)
10. CONSORCIO INDUSTRIAL ARA, S.A. DE C.V. (BROCHURE)
11. TRIBASA (P.A.C.). (BROCHURE & CURRICULUM VITAE)
12. APYCSA / ARISTOS. (BROCHURE & CURRICULUM VITAE)
14. CONSTRUCTORA ARRAYALES CASTRO. (CURRICULUM VITAE)
15. DESARROLLO Y CONSTRUCCIONES URBANAS. (CURRICULUM VITAE)

16. MAZUKI, DISEÑO Y EDIFICACION. (CURRICULUM VITAE)
17. PROTEXA. (BROCHURE)
18. TH CONSTRUCCIONES. (CURRICULUM VITAE)
19. GRUPO COIN. (BROCHURE)
21. DISA. (BROCHURE)
22. GUERRA, S.A. (CURRICULUM VITAE)
25. ATISA ATKINS. (BROCHURE)
26. GRUPO CAE. (BROCHURE)
27. CONSTRUCTORA Y ARRENDADORA FENOVESA. (BROCHURE)
28. PLANEACIONES Y PROYECTOS. (BROCHURE & CURRICULUM VITAE)
30. GRUPO ICA. (BROCHURE)

VII.-

QUICK

REFERENCE

TABLE

| NO | COMPANY'S NAME | CONTACT PERSON / TITLE | TELEPHONE + FAX NUMBERS | OWNERSHIP | MAJOR INTEREST 2nd. INTEREST | PRIMARY AREA IND/COMM/RES/ORT | CAPABILITY EPCW (TF) | ANNUAL SALES \$ US DOLLARS | NO. EMPLOYEES ENG./CONST. | INTEREST IN CANADA | COMMENTS |
|----|---|--|-----------------------------|---------------------------------|--|--|--------------------------|---|---------------------------|--|---|
| 1 | CONSTRUCTORA Y EDIFICADORA MEXICANA, S.A. DE C.V. MEXICO, D.F. | ING. GONZALO GOUT PRESIDENTE | (525) 277-2372 FAX 271-7361 | PRIVATE | HIGHWAY / BRIDGES PEMEX / C.F.E. | GOV'T | C.N. | \$60 MILL NO INTERNATIONAL | | YES ENVIRONMENTAL BRIDGE ENG. | PART OF GAV. 070 LOW BIDDER ON GUADALAJARA/MEXICO HIGHWAY |
| 2 | ANSALDO DE MEXICO, SA DE CV (ITALY) MEXICO, D.F. | SR. UMBERTO BREWY ASSIST. DIR. GRAL. (ON LOAN ITALIAN PARENTS) | (525) 254-4844 FAX 254-4291 | ITALIAN OWNERSHIP (RAPLES) | TRANSPORT/C.F.E./P.F.C.C. STEEL MILLS/ CEMENT | GOV'T PROCESS INDUSTRY | E.P.C.M. TURKEY | \$7 BILLION INTERNATIONAL \$20 MILLION MEX | 130 STAFF | YES SPECIAL INTEREST IN CANADA | REORGANIZED COMPANY IN MEXICO THIS TIGHT CONTROL |
| 3 | CONSTRUCTORA ESTRELLA, S.A DE C.V. MEXICO, D.F. | ING. MANUEL GRADE G. GERENTE GENERAL | (525) 524-7098 FAX 524-6225 | PRIVATE | MAJOR TUNEL, DDF IRRIGATION/WORLD BANK SEWAGE/B20 | GOV'T | E.P.C.M. | \$20 MILL NO INTERNATIONAL | 1000 PLUS | YES | BORING MACHINE SPECIAL INTEREST TO CANADA (C.B.) (LOVITT??) |
| 4 | INGENIERIA DE ESTUDIOS ESPECIALES SA DE CV MEXICO, D.F. | ING. RODOLFO ALDAPE C. GERENTE DE DESARROLLO DE NUEVOS PROYECTOS | (525) 655-5200 FAX 679-4583 | PRIVATE | IND. ENG. MECH. ELEC. SYSTEMS ENG. ENV. CIVIL | AUTO/PETROCHEM/RUBBER / METAL / OTHER PROCESS | E.P.C.M. TURKEY | \$140 MILL NO INTERNATIONAL | 350 ENG. 4000 CONST. | YES CURRENT ASSOC. STAYTON SYSTEMS MISSISSAUGA | LRG. 400MILLION CONTRACT VW/ FLOUR DANIEL WALRIDGE -2YEAR- |
| 5 | ASOCIADOS INGENIERIA ELECTICA Y SERVICIOS SA DE CV MEXICO, D.F. | CP ALEJANDRO ALBARRAN GERENTE GENERAL (EX-ANSALDO MEXICO) | (525) 537-3563 FAX 537-6078 | FAMILY BUSINESS | ELEC. CONTRACTOR | COMM/BLDGS/SEARS CAMINO REAL/FIESTA BLACKSTONE | E.P.C. | \$3 MILL NO INTERNATIONAL | 50 STAFF 50 CONST. | YES, ENG. MAERIAL SUPPLY | SUB CONTRAC. BID TO GRUPO MEXICANA ON RIO LERMA WASTE WATER PROJECT (DEGREWONT) |
| 6 | IMPULSORA INDUSTRIAL DE INGENIERIA SA DE CV MEXICO, D.F. | ING EDUARDO BOSQUE LASTRA DIRECTOR GENERAL | (525) 211-0025 FAX 286-9467 | PRIVATE | C.F.E. (PRIME) PEMEX | V.W. LAZARO CARDENAS | ENG. ONLY | \$6 MILLION EL SALVADOR/COSTA RICA/GUAT | 120 MEX 60 FOREIGN | YES, TRIED WITH LAVOLIN L. PULLED OUT (BAD EXPERIENSE) | INTERESTED IN E.D.? FINANCING-ASSOC. WITH ALBERTO CASTELAZO |
| 7 | GRUPO BUFETE INDUSTRIAL MEXICO, D.F./ MONTERREY NO. 2 IN MEXICO | ING JUAN ALBERTO ZEPEDA N VICE-PRESIDENT INTERNATIONAL AREA | (525) 658-4413 FAX 659-3555 | 75% MEXICAN PRIVATE 25% KELLOGG | ALL HEAVY IND. 40% PEMEX 25% C.F.E | TOTAL EXCEPT TOLL ROADS PROCESS/PLANT | 80% TURKEY | \$600-1 BILL ARG/CHILE/CUBA/C.RICA/ RUSSIA/ MALAS / BANGLA/ | 2200 ENG. 20000 CONS. 10% | YES JOINT-VENTURE FOR O/S PROJECTS MINING CANADA COAL | DOES 40% OF PEMEX AND 25% OF CPE/ DUPONT ENG. IN HOUSE OPT.ON CASOUTH AMERICA NO BRAZ |
| 8 | GRUPO AJIS, SA DE CV (POSTER WHEELER) MEXICO, D.F. | ING. JUAN CARLOS INFANTE PRESIDENTE | (525) 254-1555 FAX 203-7283 | SOLE PROPRIATORSHIP | P.V. BOILER/STEEL FAB./ PRESS.VESSELS/ WATER TREATMENT | PEMEX | FABRICATION INSTALLATION | \$40 MILLION | 1000 TOTAL EMPLOYEES | YES, CURRENT JV BROWN-ROOT I.C.A. | WANTS TO FORM ASSOC. WITH CANADIAN FIRM - WILLING TO INVEST |

| No | COMPANY'S NAME | CONTACT PERSON / TITLE | TELEPHONE + FAX NUMBERS | OWNERSHIP | MAJOR INTEREST 2nd. INTEREST | PRIMARY AREA IND/COM/RES/ORT | CAPABILITY EPCN (TF) | ANNUAL SALES \$ US DOLLARS | NO. EMPLOYEES ENG./CONST. | INTEREST IN CANADA | COMMENTS |
|----|---|--|--|--|--|---|---|-------------------------------|------------------------------|--|--|
| 9 | GRUPO MEXICANA DESARROLLO LATISA OBRAS Y PROYECTOS MEXICO, D.F. NO. 3 IN MEXICO | (LATISA ENG.) ING. HECTOR COVARRUBIAS DIRECTOR GENERAL | (525) 272-1867 FAX 272-1627 | PRIVATE GROUP OF COMPANIES, OWNED/CONTROLLED C. BALLESTEROS | HIGHWAYS (CONCESSIONS) INFRASTRUCTURE IND. DEV. TOURISM TELECOM. | MULTI DISC. CONCESSION WATER SYSTEM -OPERATES 1 OF 7 CELLULAR TOLL ROAD. NO HEAVY IND. | WILL BE THE OPERATORS OF CUERNAVACA/ACA. TURKEY. | \$600 MILLION | 25,000 TOTAL | PARTICULARLY INFRASTRUCTURE ENVIRONMENT (DECREMONT) | LOW BIDDER ON TOLOCA/RIO LEONA W/WATER PROJ. 100 MILL. PLUS OPERATES CANCUN WATER SYSTEM |
| 10 | CONSORCIO APA, CONSTRUCTORA Y URBANIZADORA APA, SA.CV. MEXICO, D.F. | ARQ. ALFONSO ZELMEÑO DIRECTOR TECNICO | (525) 584-7447 584-7890 | PRIVATE GROUP | COMMERCIAL BLDG. HOUSING. HOSPITAL, UNIVERSITY INFRASTRUCTURE | COMMERCIAL ENGINEER | E.P.N. | \$50 MILLION | 400 ENG. | YES, EMPHASIS ON WATER, W/WATER | HAVE CONNECTED WITH E.P.C.M. SERVICES, TORONTO |
| 11 | TRITURADOS BASALTICOS Y DERIVADOS, SA DE CV BOSQUE DE CIRUELOS 130-2 B. LAS LOMAS MEXICO, D.F. | ING. JORGE CABEZUT BOO VICE PRESIDENT | (525) 596-5633 FAX 596-5252 | GRUPO TRIBASA | HIGHWAY/MAJOR PRODUCES OF AGREGATES, ASPHALT (350 T. IMP.-JERSEY BARRIERS). | MAJOR RAILROAD CONTRACTOR. MAJOR TOLL ROAD. NO TURKEY | AUTOPISTA TOTAL PUENTE TAMICO | 100 MILL PLUS | 10000 PLUS | NO EXP. O/S, BUT INTERESTED | CALCITE PLANT ZACATECAS DREDGING CONTRACTOR -ONE OF 3 EQUAL PARTH. ON CUERNAVACA ACAPULCO AUTOPISTA |
| 12 | GRUPO APYCSA INSURGENTES SUR 421 "C" COL. COMESA 06170 MEXICO, D.F. | ING. ALFREDO ROMERO M. CONTRALORIA GRAL OBRAS | (525) 574-8077 FAX 584-1156 | PRIVATE | BRIDGE CONT HOTEL CONT. | | | | | | ARISTOS HOTELS |
| 13 | RASILLO CONSTRUCCIONES, SA CV CUAUHTEMOC # 801-A SAN LOIS POTOSI, S.L.P. | ING. JESUS RASILLO AVILA GERENTE | TEL/FAX (5248) 17-55-20 | PRIVATE GROUP OWNED BY RASILLO BROS. | WATER + W/WATER, ENVIR. RAILROAD HIGHWAY | SMALL SUB CONTRAC. CO-OPERATE CONTRACT FOR S.L.P. | CONST, OWN PROCURENGS | \$3 MILLION | 35 ADM. ENG. TECHNICIANS | INT. IN TECH. ASSOC WITH SMALL CAN. CONT | NO ENGLISH VERY ACTIVE IN "CANARA" VICEPRESIDENT |
| 14 | CONSTRUCTORA ARRAYALES CASTRO, SA DE CV LEDO #716 COL. NITRAS NORTE MONTERREY, N.L. MEXICO | ING ENRIQUE ARRAYALES C GERENTE GENERAL | (5283) 73-37-01 | PRIVATE GROUP OWNED ARRAYALES | INDUSTRIAL PIPELINE PIPING CONTRACTOR P.PING CONTRACTOR | CPE; LINDE; PENEK; BYLSA; KIM/KLARK; VITRO. | GENERALLY IS A HEAVY P.PING/ P.LINE SUB-CON. | \$3 MILLION | 120 EMPLOYEES TOTAL | GROUP CONTACT FOR REMEDIAL (PENEK) IN MONTERREY | ENGLISH CAPABILITY |
| 15 | DESARROLLO Y CONSTRUCCIONES URBANAS, S.A. PARICUTIN 390 COL. ROMA MONTERREY, N.L. MEXICO | ING. JOAN ANTONIO BALLI GERENTE GENERAL | (5283) 58-48-58 58-35-60 58-42-00 | PRIVATE GROUP OWNED BALLI PAM | WATER AND WASTE WATER | PRIMARILY INFRASTRUCTURE | E.P.C.M. | \$20 MILLION | 125 ENG. TECH'S 400 TOTAL | INTERESTED IN TECHNOLOGY, LEASING; FINANCING (LAWOLIN!) | AGREEMENT W/MCDONALD KANSAS CITY, BIDDING MONTERREY WASTE PROJECT. POLITICALLY STRONG |

| No | COMPANY'S NAME | CONTACT PERSON / TITLE | TELEPHONE + FAX NUMBERS | OWNERSHIP | MAJOR INTEREST 2nd. INTEREST | PRIMARY AREA IND/COMM/RES/ORT | CAPABILITY EPCN (TF) | ANNUAL SALES \$ US DOLLARS | NO. EMPLOYEES ENG./CONST. | INTEREST IN CANADA | COMMENTS |
|----|--|--|---|--|--|---|---|------------------------------------|---|---|---|
| 16 | MAZUKI DISEÑO Y EDIFICACION S.A. DE C.V. MILAN 224 FRACC. SANTA PE MONTERREY, N.L. MEXICO | ARQ. ALFREDO GONZALEZ S. GERENTE GENERAL | (5283) 77-88-18 77-77-50 FAX 34-3897 | PRIVATE GROUP OWNED BY GONZALEZ FAM. | GENERAL BUILDERS CONST. COMM. | ISSTE; GOV'T; BLOG'S | GENERALLY AS A CIVIL SUB-CONT | \$10 MILLION ? | 25 PROF. 500 TOTAL | INTERESTED IN E.D.C. PROGRAM USED EQUIP. | NO ENGLISH, PROBABLY DUE TO REORGANIZATION. FINANCIAL DIFF. |
| 17 | GRUPO PROTEJA CARRETERA MTY./SALTILLO MONTERREY, N.L. MEXICO | ING. HUBERTO I. ARMENTA DIRECTOR GENERAL DE COMERCIALIZACION | (5283) 36-3030 FAX 36-3047 | OWNED BY LOBO FAMILY NO.1 OR NO. 2 IN MEXICO | TOTAL HEAVY PEMEX (NO.1) ALL FIELDS | MULTI - OWNS ONE OF THE CELLULAR CO. | COMPLETE WORLD WIDE | \$1 BILLION PLUS +/- 20,000 | YES, ON A PROJECT TO PROJECT???????? | MAJOR INFLUENCE AND CONTRIBUTION TO MEXICAN ECONOMY | |
| 18 | TH CONSTRUCCIONES SA CV CERRADA CUADRIENOC #13 COL. HIDALGO, TLALPAM MEXICO, D.F. | LIC. RICARDO TERAN LIC. P. HINTERHOLZER GERENTES | (525) 524-0733 606-0760 (NO FAX) | PRIVATE FAMILY | MAYABIT MAJOR HIGHWAY JOINT VENTURES I.C.A; INTERIOR FINISHING ALUMINIUM, CABINETS, ETC | S.C.T COMERCIAL | NEW GROUP WILL HAVE EXPANDED CAPACITY - | \$500 000 TO \$1. MILLION | 20 ADMIN. +/- 100 LABOR | INTERESTED FOR ANY SUPPORT AVAILABLE | FORMING A NEW GROUP TO INCREASE CAPACITY. INTEREST FOR M.O SIZE CONTRACTOR |
| 19 | CONSTRUCCIONES PESADAS, SA CV GRUPO COIN SA CV DANTE #26 MEXICO, D.F. | ING. LEON REINERS K. DIRECTOR GENERAL | (525) 203-1154 203-1214 FAX 533-2904 | SEVERAL SHARE HOLDERS (PRIVATE) | MAJOR HEAVY INDUSTRIAL HIGHWAY; DAM. | S.C.T.; C.F.E | E.P.C.M. WORKED/ISREAL, COSTA RICA | \$150 MILLION | 4000 PLUS | VERY INTERESTED IN J/V WITH MAJOR CONTR. WITH FINANCE CAPACITY | TIJUANA TOLL ROAD, (I.C.A.) NO INTEREST OUTSIDE LATIN AMERICA-WORKED IN GUATEMALA (BAD EXPERIENCE) |
| 20 | DOCTOS Y MANUFACTURAS SA CV PARQUE DE LOS REMEDIOS #9 FRACC. EL PARQUE NAUCALPAN EDO. DE MEXICO, MEXICO | ALEJANDRO CERVANTES L. GERENTE DE COMPRAS | (525) 576-6475 FAX 576-4029 | PRIVATE | OIL + GAS PIPELINES REFINERY PIPING HYDRAULICS | PEMEX | MECHANICAL ELECTRICAL CONTRACTORS | \$ 3-5 MILLION | 15 ADMIN. 50 CONS. | WANTS ASSOC. WITH PIPELINE CONTRACTOR | NO PREVIOUS EXPERIENCE WITH JOINT VENTURES |
| 21 | DESARROLLO DE INGENIERIA SA CV COL. BOSQUES DE TETLAMAYA MEXICO, D.F. | ARQ. INMACIO GOMEZ G. SUB-DIRECTOR | (525) 665-4888 FAX 665-6069 | BALLESTEROS (SPIN OFF FROM GRUPO MEXICANA) | MAJOR IND. COMMERCIAL GENERAL CONTRACTOR | PEMEX, TOURIST, HOSPITAL, SCHOOLS, (PEMEX TOWERS) | E.P.C.M. 15 PROJECTS IN PROCESS CAP | \$100-150 MILL. (ASSOC.BIWATER) | 90 REGISTERED 7-8000 CONST. | VERY INTERESTED IN JOINT VENTURES IN MEXICO & OUTSIDE | HAS ASSOC. WITH BADGEL, VISI- TED CAN. EMBASSY INVITED TO GO TO MISSION TO CANADA. |
| 22 | GUERRA, SA DE CV GENERAL MENDEZ #19 M. HIDALGO MEXICO, D.F. | ING. GUSTAVO ACEVEDO L. GERENTE GENERAL | (525) 271-2400 FAX 515-0086 | PRIVATE SHARE HOLDERS | HIGHWAY CONSTRUCTION PAVING (ONLY) MAINTAINANCE | S.C.T. CO EXISTS ON EQUIPMENT RENTALS | HIGHWAY CONST. \$7 MILL. 1991 150 MILL. 1986 | 100 TOTAL | LIMITED INTEREST, PARTICIPATE ONLY IN CAN. FINANCED PROJ. | WILL NOT PARTICIPATE IN ANY PRIVATIZATION OR CONSECION PROJECTS. | |

| No | COMPANY'S NAME | CONTACT PERSON / TITLE | TELEPHONE + FAX NUMBERS | OWNERSHIP | MAJOR INTEREST 2nd. INTEREST | PRIMARY AREA IND/COMS/RES/ORT | CAPABILITY EPC/M (TF) | ANNUAL SALES \$ US DOLLARS | NO. EMPLOYEES ENG./CONST. | INTEREST IN CANADA | COMMENTS |
|----|---|---|-----------------------------------|----------------|---|--|---|--|--|--|---|
| 23 | FOSTER WHEELER MEXICANA LOPE DE VEGA #117 MEXICO, D.F. | ING. ADAN HERRERA GERENTE GENERAL ING. AXEL DE GANTE GERENTE COMERCIAL | (525) 531-9364 FAX 254-7030 | FOSTER WHEELER | BOILER | PEMEX | CURRENTLY INST. A 1075 TON/HR. SYS. IN PEMEX | | | NEED ASSOC. WITH A CANAD. ENERGY FIRM. | INVOLVED IN THE IND. WATER, W/WATER SYSTEMS IN REFINING |
| 24 | GRUPO CONTELMEX LIVERPOOL 72-A MEXICO, D.F. 06600 | ING. LOIS GERARDO PONSECA SUB DIRECTOR GENERAL DE PLANEACION | (525) 627-5600 511-8138 | TELMEX 100% | TELEPHONE SYSTEMS | TELMEX | 1 INSTALLATION OF TELMEX SYST. 2 INTERNAL SYST. | \$80 MILLION | 500 + SMALL CONTRACTORS | INTEREST IN COMPANY WITH NEW TECH.???? ???????????????????? | POTENTIAL HERE BUT ALL ASSOC MUST BE APPROVED BY TELMEX |
| 25 | ATISA ATKINS SA DE CV BAHIA DE CORRIENTES #77 11300 MEXICO, D.F. (ENGINEERS) | ING. SALVADOR ESCOBAR N. DIRECTOR TECNICO | (525) 250-8211 FAX 254-0980 | PRIVATE | METALLURGICAL STEEL ENGINEERS, MINING, TRANSPORTATION | STEEL PLANT. MINING TRANSPORTATION | G.P.M. | N/A | 15 ADMIN. 70 ENG. 55 TECH. | INTERESTED IN DISCUSSION WITH MINING/METAL ENG. | HAS CURRENT 10% ASSOCIATION WITH W.S. ATKINS |
| 26 | CONTROL Y APLICACIONES MEXICANAS, SA DE CV CALLE 2 NO. 5 FRACC. ALCE BLANCO NAOCALPAN JUAREZ | ING. GERARDO CAMACHO R. GERENTE COMERCIAL | (525) 359-0124 FAX 359-0049 | PRIVATE | C.F.E.; PEMEX INDUSTRIAL | NUCLEAR POWER BUILD. 2 STOR TANKS 500.000 BBL. | | \$ 20+ MILL. | 2000 EMPLOYEES | MAJOR INTEREST JOINT VENTURES REPRESENTATIONS J.V. ASSEM. PLANT | MAJOR MECHANICAL ELECTRICAL CONTRACTOR. INTEREST IN CANADA TECH. FINANCIAL CAP. |
| 27 | CONSTRUCTORA Y ARRENDADORA FEMOVESA, SA DE CV ROMERO 229-7/702 MEXICO, D.F. | ING. ANTONIO FERRER N. DIRECTOR GENERAL | (525) 254-5990 FAX 531-9912 | PRIVATE | ENVIRONMENT; C.F.E. RAILROAD; DAMS; HOTELS | RAILROAD; C.F.E.; HOTELS (INVEST. DISNEYW.) | TOTAL TURNKEY | \$120 MILLION EXPECT 250 IN 1993 | 5000+ | OPEN TO J.V. FROM CANADA TURNKEY WITH FINANCING | RAILROAD UP-GRADE NEXT TO 5 YEARS BIG OPPORTUNITY WILL ANYWHERE BUT CENTRAL. AMERICA |
| 28 | PLANEACION Y PROYECTOS SA CV BLVD. M. AVILA CAMACHO #40 92 PISO COL. EL PARQUE NAOCALPAN EDO. MEXICO | ING. GUILLERMO BARNETCHE DIRECTOR GENERAL | (525) 395-7948 FAX 395-4865 | PRIVATE | IRRIGATION HIDRO-DAMS | WATER / WASTE WATER 60% URBAN 20% C.F.E 20% | TOTAL E.P.M. JOINT VENTURE W/TIDEWATER (ENGLAND) ON WATER PROJ. | | 483 ENGS. +ADMINIS +400 SUB-CONTR. TECH, SURVEY | SEEKING LRG. FIRM IN PETRO CHEM. ENG. ASSOC. RALPH PARSONS | STRONG PROJECTMNT. -SOME MAJOR US ASSOC. PROJECT BASIS RALPH M. PARSONS |
| 29 | URBANIZACIONES Y ASFALTOS SA AVE. IMAN 151 MEXICO, D.F. | ING. MARIANO RODRIGUES L. DIRECTOR GENERAL ADJUNTO | (525) 665-5244 FAX 606-6582 | PRIVATE | HIGHWAY CONSTR. NTE. HOUSING. DEV. (DDF) SHOPPING CENT. | CONT. ON MEX PUB AUTOPISTA-HAS PLANT ON HIGHWAY WILL BID CONCESSION | TOTAL E.P.C.M. (BROCHURE TO COME). | \$70 MILLION | 900+ | *DOING 4000 SMALL HOUSES FOR DDF FUTURE 20,000 UNITS/YEAR | *MAJOR INTEREST IN PRODUCTION LINE LOW COST HOUSING. 45-55M. PURCHASED ASPALT GRINDING EQUIP. QUEBEC |

| No | COMPANY'S NAME | CONTACT PERSON / TITLE | TELEPHONE + FAX NUMBERS | OWNERSHIP | MAJOR INTEREST 2nd. INTEREST | PRIMARY AREA IND/COMM/RES/ORT | CAPABILITY EPCN (TF) | ANNUAL SALES \$ US DOLLARS | NO.EMPLOYEES ENG./CONST. | INTEREST IN CANADA | COMMENTS |
|-------|--|---|-----------------------------|-------------------------------|--|--|----------------------------|----------------------------|--------------------------|--|--|
| 30/18 | TH CONTRUCCIONES SA CV INSURGENTES SUR 81673 1o PISO MEXICO, D.F. | LIC. P. WINTERHOLZER P. GERENTE | (525) 254-7251 FAX 524-5118 | PRIVATE FAMILY NOTHER IN CTRL | MAIN INTEREST AS MAN REP. SMALL INTERIOR BLDG. COST. | INV. W/RICE, GRAIN, MILK PRO. TRADE SUNITOMO BANK FIN. | AS SMALL SUB-CONTRACTOR | \$ -1 MILLION | 12 | SEEKS TO REP???????? | MAINLY INTERESTED IN TRADING |
| 31 | I.C.A. INTERNACIONAL VIADUCTO RIO BECERRA #27 10o PISO COL. NAPOLES MEXICO, D.F. | ING. JOSE CARBIA PIZARRO DIRECTOR DE DESARROLLO (INTERNACIONAL) | (525) 607-3273 FAX 607-8151 | 25% PUBLIC 75% EMPLOYEES | ALL TPY. OF CONSTRUCTIONS | HEAVY CIVIL ALL TUNNELS DAM IN MEX. | TOTAL TURKEY SEE BROCHURES | \$ 2+ BILL. | 60,000+ | INT. IN 3RD. COUNTRY PROJECTS AS MINOR PART. | LARGEST IN MEXICO. QUALIFYING FOR LGR. DAM IN CHINA. |

VIII.-

TABLE

OF

ABBREVIATIONS

C.F.E COMISION FEDERAL DE ELECTRICIDAD.
[*NATIONAL ELECTRICITY COMMISSION*].

C.N.A. COMISION NACIONAL DEL AGUA.
[*NATIONAL WATER COMMISSION*].

D.D.F. DEPARTAMENTO DEL DISTRITO FEDERAL.
[*FEDERAL DISTRICT DEPARTMENT*].

F.N.M. FERROCARRILES NACIONALES DE MEXICO.
[*MEXICO'S NATIONAL RAILROAD*].

FONATUR FONDO NACIONAL AL TURISMO.
[*NATIONAL FUND FOR TOURISM*].

I.M.P. INSTITUTO MEXICANO DEL PETROLEO.
[*MEXICAN INSTITUTE OF PETROLEUM*].

PEMEX PETROLEOS MEXICANOS.
[*MEXICAN PETROLEUM*].

SARH SECRETARIA DE AGRICULTURA Y RECURSOS HIDRAULICOS.
[*HYDRAULIC RESOURCES AND AGRICULTURE MINISTRY*].

SCT SECRETARIA DE COMUNICACIONES Y TRANSPORTES.
[*TRANSPORTATION AND COMMUNICATION MINISTRY*].

SEDUE
(SEDESOL) SECRETARIA DE DESARROLLO URBANO Y ECOLOGIA.
[*URBAN DEVELOPMENT AND ECOLOGY MINISTRY*].

SICARTSA SIDERURGICA LAZARO CARDENAS LAS TRUCHAS, S.A.
[*LAZARO CARDENAS LAS TRUCHAS' IRON & STEEL
INDUSTRY*].

TELMEX TELEFONOS DE MEXICO.
[*MEXICO'S TELEPHONES*].

SIDERMEX SIDERURGICA MEXICANA.
[*MEXICAN IRON & STEEL INDUSTRY*].

IX.-

ATTACHMENTS

✓

LIBRARY E A/BIBLIOTHEQUE A E



3 5036 20023136 6

Storage
CA1 EA 92R21 ENG
Report on the construction industr
in Mexico. --
43265193