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Market study on the plastics
industry in Mexico
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MARKET STUDY ON THE PLASTICS INDUSTRY IN MEXICO

MEXICAN NATIONAL PLASTICS ASSOCIATION
ASOCIACION NACIONAL DE INDUSTRIALES DEL PLASTICO A.C.

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This market guide booklet has been prepared with the problems inherent to the initiating exporter in mind. However it is not exhaustive; individual circumstances, interest and needs will dictate how companies should tailor their approach and strategy to the Mexican market. While every attempt has been made to ensure accuracy in this study, no responsibility can be accepted for errors or omissions.

Further assistance can be obtained by addressing requests directly to the Commercial Division of the Canadian Embassy in Mexico City located at Calle Schiller No. 529, Colonia Polanco, 11560 Mexico, D.F. Telephone: 254-32-88, Telex: 177 1191 and Fax (sending from Canada): 011-(525)-545-1769; or the South America and Mexico Trade Division, External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa, Ontario K1A 0G2, Phone: (613) 996-8625; Fax: (613) 996-0677.

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THE PLASTICS INDUSTRY IN MEXICO

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VIII TRADE STATISTICS

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APPENDICES

* ASSOCIATIONS

* TRADE CONTACTS

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THE PLASTICS INDUSTRY IN MEXICO

MACHINERY AND EQUIPMENT

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I BACKGROUND

The Mexican Chemical Industry, (and from which plastics derive) developed rapidly from 1950 to the 1970's. In 1960 plastic production matched domestic demand in then a protected market. Growth rates averaged 15% annually. As part of the Chemicals Sector Petrochemicals grew five and a half times between 1961 and 1975. In 1964 there were only 68 petrochemical products made in Mexico. By 1975 this had increased to 200. The number of products derived from domestic requirements and export demand on the international

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- of the manufacturers within the Mexican provide products for the domestic and as well as for the all important Assembly Industry Program, in areas such as food lines, chemicals, petrochemicals, a cigarette, construction industry, agriculture, electronics, telecommunications and domestic use products etc. The Mexican Plastics Industry (1987) employed 174,000 personnel.

THE PLASTICS INDUSTRY IN MEXICO

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THE PLASTICS INDUSTRY IN MEXICO AND DEMAND FOR
PLASTIC RESINS AND PLASTIC PRODUCTION

MACHINERY AND EQUIPMENT

I BACKGROUND

The Mexican Chemical Industry, (and from which plastics derive) developed rapidly from 1960 to the 1980's. In 1960 plant production matched domestic demand in then a protected market. Growth rates averaged 15% annually. As part of the Chemicals Sector Petrochemicals grew five and a half times between 1961 and 1975. In 1964 there were only 68 petrochemical products made in Mexico. By 1978 this had increased to 200. The number of products deriving from petrochemicals has continued to expand in relation to domestic requirements and export demand on the international market.

In Mexico, as elsewhere, synthetic fibers have continued to grow, replacing natural fibers. Synthetics grew at an average annual rate of 21.9% in the decade of the 1970's. This growth however slowed in the early 1980's due to a shortage of raw materials and low-priced imports.

However as the majority of synthetic fibers, and plastics in general, derive from oil of which Mexico is one of the major world producers, this has permitted the National Industry to continue its development in diversified areas. Currently the Plastics Industry in Mexico is made up of 3340 manufacturer-producers. Half of these companies use as raw materials the POLYOLEFINES and resins made up of low and high-density polyethylene. Participation of the Plastics Industry within the Manufacturing Sector increased 4.4% in 1986 and 5.5% in 1987.

Currently (1988) of the manufacturers within the Mexican Plastics Industry 70% provide products for the domestic and international markets as well as for the all important Mexican In-Bond Assembly Industry Program, in areas such as Food lines, chemicals, petrochemicals, automotive, construction industry, agriculture, electronic, telecommunications and domestic home products etc. The Mexican Plastics Industry (1987) employed 134,000 personnel.

Annual consumption of plastic resins per capita in Mexico rose from 1/2 kilograms four decades ago to reach presently 13 kilograms. However this is still low as compared to West Germany which is 112 kilograms and the United States 93 kilograms. Consumption in Mexico by 1992 is expected to reach 17 kilograms per person.

Both the Mexican markets for plastic resins and plastics processing machinery offer significant and growing sales opportunities for foreign manufacturers and suppliers. The new open market policies adopted by the Mexican Government since joining GATT in August 1986, should greatly benefit Canadian companies. On the one hand tariffs and other trade barriers have been greatly reduced or eliminated making importation easier and less costly. On the other hand Mexico's export development policies, and increased competition from abroad (such as the United States, Germany, Italy,) are forcing the domestic industry to be more efficient and productive. This should translate into increased imports of foreign technology, products, equipment and materials. Canadian suppliers should heed these circumstances and take full advantage of these potential sales opportunities.

II ECONOMIC ENVIRONMENT

It is estimated that Mexico's gross domestic product (GDP) will grow at an average annual rate of 2%-3% during the period 1988-1992. Domestic economic activity is showing signs of recovery, headed by the export and import substituting sectors. During 1989 the Mexican Government plans to continue the programs set forth in 1987/88 of increasing public sector investment, promote non-oil exports, further develop and promote in coming tourism and the in-bound industries, as well as strengthen internal demand. In this light Mexico had a favorable trade surplus of US\$8.4 billion dollars in 1987, over 80% higher than in 1986.

III PLASTICS INDUSTRY-RESINS

Annual consumption of plastic resins in Mexico is slightly over 1 million tons annually and projected to reach 2.3 million by 1995, or a growth increase of 12% annual for this sector.

Apparent Consumption of Plastic Resins (000 tons)

	<u>1981</u>	<u>1983</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>1992(e)</u>
Production	655.2	668.0	833.3	936.0	1027.7	1598.0
+ Imports	312.2	308.1	299.1	261.7	209.6	323.0
- Exports	2.1	78.1	137.8	177.4	204.3	305.0
Total Apparent Consumption	965.2	898.1	994.7	1020.2	1033.0	1616.0

(e)=(Estimated)

1987 Apparent Consumption of Selected Plastic Resins
(000 tons)

<u>Product</u>	<u>Installed Capacity</u>	<u>Prod.</u>	<u>Imp.</u>	<u>Exp.</u>	<u>Apparent Consumption</u>
Low Den. Polyethylene	339,	275,	23,	--	298,
High Den. Polyethylene	100,	75,	56,	--	131,
Polyvinyl Chloride	302,	280,	2,	5,	129,
Polystyrene	164,	128,	.5	31,	97,
Polypropylene Resins	---	---	85,	--	85,
Vinyl Polyacetate	80,	70,	--	.9	69,
Urea Resins	100,	62,	.02	.04	62,
Polyurethane Resins	66,	24,	.3	--	24,
Unsaturated Polyester	37,	18,	.9	--	19,
Alkyd Resins	40,	24,	.1	6,	18,
ABS Resins	26,	13,	2,	.35	14,
Phenolic Resins	61,	13,	.1	.031	13,
Epoxy Resins	14,	4,	1,	--	5,
Cop AC Vinyl Chloride	15,	10,	.1	4,	5,
Melamine Resins	11,	4,	.2	.004	4,
Thermoplastic Polyester	14,	8,	.1	4,	2,
Other	229,	15,	36,	2,	52,
Total	1,600,	1,027.	210,	204,	1,033,

Imports of plastic resins have played an important role in the Mexican market, but have been gradually substituted by domestic production, as can be noted in the preceding chart. However this is mostly as a result of the decrease in imports of low-density polyethylene (from 170 million tons in 1981 to only 23 million in 1987), and which is now produced in Mexico by PEMEX, the national oil monopoly. The importation of other resins, on the other hand, has increased 80% since 1982 particularly in specialty and engineering resins, polypropylene and high density polyethylene. However plastic resin imports are expected to increase, and by 1992 it is estimated should reach some US\$514 million dollars representing an average 8% annual growth rate. Engineering resins, usually produced in low volume at higher cost than commodity resins are particularly sought in Mexico. These are still imported due to their technologically more advanced production process, and production volume is still too low to justify domestic production. Engineering resins used in Mexico include: ABS, PBT, polycarbonate, polyacetal resins, nylon, fluoropolymers, polyamide, polyesters, polyurethanes, epoxy resins, unsaturated polyester, alloys and blends. This area is particularly attractive for companies interested in selling or expanding their operations in Mexico. Additives for plastics has become very important to the plastics industry and currently Mexico relies entirely on imports to satisfy local demand. Some of these products include coupling agents such as titanates, silanes, and zirconates, pigments, perfuming and flavoring agents, impact and flow modifiers, stabilizers of ultraviolet light, heat and flame retardants, preservatives and anti-static and anti-smoke agents. The United States is by far the largest supplier of plastic resins to Mexico, enjoying an 80% market share. While the United States still holds a dominant position as supplier to Mexico, third country suppliers including West Germany, Italy and Japan are aggressively marketing their products in Mexico.

Some of the largest suppliers of plastic resins to Mexico both local (domestic factory facilities) and foreign, include AMOCO, BASF, BAYER, BF GOODRICH, BORDEN, BORG-WAGNER, CELANESE, CHEVRON, CIBA-GEIGY, CYANAMID, DAYTON, DOW, DUPONT, EGC, FULLER, HERCULES, HIMONT, K.J. QUINN, MOBIL POLYMERS, MONSANTO, PHILLIPS, PLEXCHEM, POLIMER, POLIMEROS DE MEXICO, PEMEX, POLYCID, REICHHOLD, RESISTOL, ROHM AND HAAS, SHELL AND SIMON.

DOMESTIC PRODUCTION

Mexico is practically self sufficient in polyvinyl chloride but imports all its consumption of polypropylene and most of the special application and engineering resins. Total installed capacity of plastic resins in Mexico is presently set at 1.6 million tons. Other important resins produced locally include polystyrene, high-density polypropylene, vinyl resins and urea resins.

STRUCTURE OF THE MEXICAN MARKET FOR
LOW DENSITY POLYETHELENE

<u>Market</u>	<u>%</u>	<u>Breakdown</u>	<u>Process used</u>
- Cable Covering	0.5	Telephone	Extrusion
- Flexible Hermetic Packaging	0.5	Medicines/Cosmetics	Lamination
- Tubing	4.5	Conduit	Extrusion
- Inner Coatings of Containers	4.5	For liquids (principally milk)	Lamination
- Domestic appliances	6.0	Toys, ornaments, containers	Injection
- Industrial film	8.0	Ind. containers bags	Extrusion
- Transparent film	76.0	Commercial packaging liners	Extrusion and blown

STRUCTURE OF MEXICAN MARKET FOR
HIGH-DENSITY POLYETHELENE

<u>Market</u>	<u>%</u>	<u>Breakdown</u>	<u>Process used</u>
- Home appliances	36.5	Dishes, pails etc.	Injection
- Industrial containers high capacity	18.6	Drums and similar	Blown
- Boxes	12.0	Soft drink cases and similar	Injection
- Games	8.0	Toys	Injection
- Food Packaging	6.2	Home kitchen containers and milk containers	Injection and Blown
- Industrial	6.0	Cables, Profiles, Filaments	Extrusion
- Pharmaceutical	5.0	Containers and Packaging of Medicines	Blown
- Medium capacity containers	4.0	Bottles for bleaches and similar	Blown
- Irrigation	2.0	High pressure piping	Extrusion
- Other	1.7		

IV PLASTICS-END USER PROFILE

As stated, the Plastics industry comprises 3,340 companies of which some 3,000 are plastics processors, while the remaining include 125 manufacturers, 50 distributors of machinery and equipment for the plastics industry, 10 producers of machinery and equipment, 30 recycling companies and 15 primary petrochemical producers. These companies are primarily located in the Mexico City area (60%) and the surrounding area in the State of Mexico (20%) followed by Monterrey (8%), Guadalajara (6%) and Puebla (3%).

The plastics manufacturing industry currently has some 20,000 machinery-equipment installed with the majority being used for processing by injection and extrusion processes.

PRODUCTION

Within the plastics processing industry the large majority of companies use injection and extrusion processes, and these areas are reported to have excess installed capacity and not expected to register high growth rates in the future. On the other hand, specialty-products and other more sophisticated processes should offer excellent opportunities in the future since there is a deficit of production in these areas. Following is a table on companies by type of process. Potential sales are higher for Canadian suppliers in all but the first two.

PLASTIC MANUFACTURERS BY TYPE OF PROCESS

<u>Process</u>	<u># of Companies</u>	<u>%</u>
Injection	1050	35.0
Extrusion	900	30.0
Blowing	450	15.0
Laminating	180	6.0
Rotational Molding	105	3.5
Foaming	90	3.0
Compression	60	2.0
Thermoforming	45	1.5
Coating	45	1.5
Calendering	30	1.0
Sealing	15	0.5
Metalizing	9	0.3
Electro-chroming	6	0.2
Decorating	6	0.2
Finishing	6	0.2
RIM	3	0.1

PLASTIC PROCESSORS BY TYPE OF RESIN USED

<u>Product</u>	<u>Processing companies</u>	<u>Relative Participations</u> %
Low density polyethylene	2000	45.9
High density polyethylene	800	18.4
Polyvinyl chloride	500	11.5
Polystyrene	350	8.0
Unsaturated polyester	170	3.9
Polypropylene	150	3.4
Polyurethane resins	80	1.8
Urea resins	50	1.1
Nylon	50	1.1
Acrylic resins	50	1.1
Polyacetal	40	0.9
Phenolic resins	30	0.7
Polycarbon	25	0.6
Engineering Plastics	15	0.3
Melamine resins	15	0.3
Epoxic resins	15	0.3
Teflon	10	0.2
Thermoplastic polyester	5	0.1

The consumption of plastics by end user sectors is as follows:

Packaging	45%
Construction	15%
Household Products	14%
Paints	7%
Electronics	5%
Furniture	4%
Automobile	3%
Agriculture	1%
Other	6%

IV MARKET FOR PLASTICS MACHINERY AND EQUIPMENT IN MEXICO

The Plastics Industry has traditionally relied predominantly on imported machinery and equipment which accounts for approximately 80% of the market. Due to close proximity the United States has been a traditional supplier country with slightly over half of Mexico's imports in this area. West Germany has also substantially increased its market share from 13.2% in 1984 to 16.1% in 1987 as a result of aggressive marketing strategies, establishing local agents in Mexico, making literature available in Spanish and keeping local Associations and Chambers aware of new machines; training personnel in new processes and, in general, having a strong presence in the sales and service markets. Italy is the third most important foreign competitor with a stable market share of 10% to 11%. Japan is penetrating then market with small and low-priced machines and in particular with molds, a sector in which they currently supply 17% of imports.

TOTAL IMPORT MARKET

Mexican Imports of Plastics and Rubber
Production Machinery and Equipment
(US\$000 Dollars)

	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>USA</u> <u>Share</u> <u>1987%</u>
Injection molding machines	12,717	15,827	6,349	70
Extrusion machines	6,319	5,763	6,969	70
Blow molding machines	7,397	11,159	4,512	12
Mixers and Mills	3,936	1,611	915	74
Cutters	2,112	1,341	3,141	37
Granulating/grinding mach.	1,611	833	971	74
Other machines for plastics	17,414	18,247	12,776	53
Tire building machines	2,591	2,277	674	57
Molds for plastics	17,334	46,050	12,912	43
Molds for rubber and tires	3,554	2,743	2,219	65
T o t a l	<u>75,005</u>	<u>105,851</u>	<u>51,438</u>	<u>51.6</u>

As an example, some of the important US companies currently represented in Mexico include:

American Plastics Equipment, Beloid, Cincinnati/Sano, Conair, Filmaster, Goodyear, H.P.M., Hyfel, IMCO, John Brown, Jomar Industries, Micromolder Machinery, New Britanic, Reed-Prentice, Sterling and Vandoor. Other competitors selling to this market include: West Germany: Arbur, Barmaq, Battenfeld, Bekum, Berns, Boy, Demaq, Fisher, Mannesman and Reifenhauser. From Italy: Amut, Fluidmec, Hercole Comercio, Negribossi, and Pantera. From Japan: Glaco, Nissei, ASB, Sandreto and Toshiba.

The Canadian machinery and equipment sector could do well to take notice of this aggressive competitor approach, applying a similar promotional program in selling to the Mexican market if only to consider our proximity to this attractive and growing market.

PLASTICS PRODUCTION MACHINERY AND EQUIPMENT

Total apparent consumption of plastics production machinery and equipment reached its highest level in 1986 reaching a value of US\$124.6 million dollars.

(in million dollars)	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>1990(e)</u>
Domestic Production	24.6	34.1	33.5	37.2
+ Imports	75.0	105.9	51.4	75.7
- Exports	5.8	15.4	19.0	20.0
T o t a l	93.8	124.6	65.9	92.9

of which imports from the United States were:	43.5	53.3	26.5	40.1
representing % market share of:	57.6	50.4	51.6	53.0

VII DOMESTIC PRODUCTION - MACHINERY

Local production of plastics processing machinery and equipment is considered basic with little diversification, using mostly imported technology. This includes injection, extrusion, blow molding machinery, peripheral equipment, accessories and molds.

There are only nine major manufacturers of plastics machinery in Mexico. The most important being Fabricación de Máquinas, S.A. (FAMA) (injection molding machines); Mecánica de Oriente (injection); Vulcano (manual injectors and blow molders); PRIPSA (peripheral equipment); Bentel Spacher (extrusion); I.T.I.S.A. (extrusion); Fregotherm McQuay (chillers) and Friomold (molds).

Until recently Leeson held an important share of the injection molding machinery produced locally. However Leeson, operating under license of Negri Bossi Italy closed its plant in Mexico because of low productivity, and production cost factors coupled with outdated technology. There are some other 110 manufacturers of molds. These are mostly small cottage industry operations which do not produce sophisticated molds.

As a result of Mexico opening its doors to imports and reduction of import duties it is estimated that by 1992 close to 90% of the total market will be of imported origin while local production will supply primarily spare parts and molds.

PROSPECTS

Machinery with best import sales prospects include:

blow molding	calendering
lamination	sealing
rotational molding	metalizing
foaming	electroplating
compression	decorating
thermoforming	finishing machines
coating	

Another important factor which should be kept in mind is that while the industry has made substantial equipment purchases abroad; due to the recent and current economic situation, many firms have tapered off their new equipment purchases which are considered too costly. As a result the industry is in the market for spare parts and molding accessories. Molds will have an excellent growth potential considering using existing machinery more efficiently, as well as screws to adapt the existing machines to other resins. It is in these areas that higher growth is expected.

VIII TRADE STATISTICS

Mexican Trade Statistics as published by the Banco Nacional de Comercio Exterior - (February 1988) in US\$ 000 Dollars

IDENTIFIED MEXICAN EXPORTS

	<u>1986</u>	<u>1987</u>
- Artificial or synthetic textile fibers	152305	224847
- Plastic raw materials and synthetic resins	38156	177055
- Plastic and synthetic resin manufactures	55844	57992
- Tires and inner tubes - rubber	15981	37193
- Other (NOP)	375019	446785

IDENTIFIED MEXICAN IMPORTS

PETROCHEMICALS

- Polypropylene	73225	112229
- Polyethelene	107389	75141
- Vinyl Chloride	44455	54717
- Natural and syntehtic resins	100255	114660
- Artifacts of synthetic resins and pulp	116161	100677

Canadian Trade Statistics with Mexico based on Canada Statistics Annual Resume 1986-1987 (NOTE: import/export of finished goods e.g. clothing, shoes, pails, dishes and similar have been excluded int these lists).

(given in Canadian \$000 Dollars)

IDENTIFIED CANADIAN EXPORTS TO MEXICO

	<u>1986</u>	<u>1987</u>
Natural Gum and resins	116	35
Man-made fibers	273	1635
Nylon Fiber and waste	---	16
Polyethelene Resins	3180	376
Plastic and synthetic rubber	7125	8916
Plastic Film and sheet	9	327
Plastic pipe/tubing	31	---
Plastics-fabricated materials	1412	696
Dies and Molds for plastic machinery	3597	3076
Plastics Industry Machy and parts	1403	374

IDENTIFIED CANADIAN IMPORTS
FROM MEXICO

	<u>1986</u>	<u>1987</u>
Polyester fibers	----	4
Man-made Fibers	5	54
Acrylic Fibers	11	--
Viscose and Acetate rayon fibers	.3	--
Acrylic yarn	5505	8,722
Rayon yarn viscose or acetate	241	224
Nylon Yarn	2	3
Polyester yarn	7339	741
Polypropylene yarn	135	45
Man-Made Fiber yarn (NOP)	66	341
Nylon broad woven fabrics	2	--
Polyester broad woven fabrics	--	73
Acrylic broad woven fabrics	3	74
Polystyrene resins	47	77
Polyvinyl chloride resins	1000	709
Polyvinyl resins	23	--
Synthetic resin scrap and waste	61	104
Polypropylene film and sheet	48	45
Plastic sheet reinforced	31	--
Plastic facbricated materials	20	61
Polyester resins, Alkyd and allyl	--	30
Epoxy resins	--	105
Acrylic resins	--	94
Acrylonitril-Butadie-styrene resin	103	302

IX THE MEXICAN IMPORT TARIFF SYSTEM AND TECHNICAL
STANDARDS

As a result of Mexico's accession to GATT, the Mexican Government has gradually opened the economy to international markets. Tariffs have been lowered from a maximum 100% in 1983 to a maximum of 20% in December 1988. The official price system has been eliminated and import permits are required on less than 300 of the total 8,310 items in the Mexican Tariff Act. Import of plastic production equipment are subject to an ad-valorem duty mmaximum of 20% although the actual range is between 5 to 15% (AVD) assessed on the C.I.F. invoice value. In addition a customs processing fee (CPF) of 0.6% is assessed on the C.I.F. invoice value.

A 15% value added tax (VAT) is then assessed on the cumulative value of the AVD, CPF and C.I.F. invoice. Some manufacturers who use imported inputs for their products under a Mexican Government approved manufacturing plan may have the duty and/or VAT waived or rebated. Raw materials, intermediates and machinery for use in manufacturing or assembling products for export are generally eligible to be imported either duty free or under bond.

The metric system is, by law the official standard of weights and measures in Mexico and importers will usually require metric labeling for packaged goods, although the English (USA) system is also used. Dual labeling is acceptable. Mexico adheres to the International System of Units (SI) in both official and common practice. Electrical standards are the same as in Canada. Electrical power is 60 cycles with normal voltage being 110, 220 and 400. Three phase and single phase 230 volt current is also available.

While every effort has been made to complete this market report from reliable government, industrial and trade sources as well as company sources and lists of potential agents and distributors in the market place, checking the accuracy of the information contained the Canadian Embassy in Mexico cannot assume responsibility for the data presented. It is recommended that prospective Canadian exporters and suppliers visit the market personally to reinforce their own evaluations for further business opportunities in this market.

Prepared by
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January 1989.

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SERVICIO Y COMISIONES, S.A. JOSE MA. RICO 121-501 COL. DEL VALLE 03100 MEXICO, D.F. TEL: 524-0559 534-3344 ATT'N: LIC. JOSE L. HEREDIA - GENERAL MANAGER	MANUFACTURERS AGENT IN PLASTIC RELATED MACHINERY AND RESINS
NUREMEX, S.A. BENJAMIN FRANKLIN 231-4 COL. ESCANDON MEXICO, D.F. TEL: 516-6853 ATT'N: ING. FAUSTO ESCOTO JAUREGUI - MANAGER	AGENT FOR RAW MATERIALS - PLASTIC INDUSTRY
QUIMICA CAPLA, S.A. DE C.V. CASTILLA 62-204 COL. ALAMOS 03400 MEXICO, D.F. TEL: 538-1465 530-7450 ATT'N: LORENZO CABALLERO TOVAR - MANAGER	DISTRIBUTION OF CHEMICAL AND PLASTIC MATERIALS
POLIANSAS, S.A. DE C.V. MODESTO ARREOLA 1903 PTE. MONTERREY, N.L. TEL: 40-0583/40-4144 ATT'N: ING. ANDRES SADA FLORES	DISTRIBUTION OF IMPORTED PLASTIC RAW MATERIALS AND PRODUCTS
VINMAR IMPEX INC MEXICO COPERNICO 13-302 COL. ANZURES 11560 MEXICO, D.F. TEL: 203-4276 ATT'N: SR. FRANCISCO BOUREE	DISTRIBUTION OF THERMO- PLASTIC RESINS, POLYETHYLENE AND OTHER RESINS

NAME

082-4300

INDUS Y EXPORTA

Tel. 56-3211

16 de Septiembre No. 374
Col. San Miguel Xochimilco
Del. Azcapotzalco
02210 Mexico, D.F.
Apdo. Postal 16-169
02000 Mexico, D.F.
Jose Luis Garcia Aguilera, General Manager, Ing. Mac Sanderson,
Sales General Manager, Ing. Roberto Escobedo, Materials Mana-
ger
Adhesives and resins.
Established 1959 • Personnel 135 • Telex 1776487

INDUS Y EXPORTA
S. DE MONTERREY, S.A.
Calle
66 Garza Garcia, N.L.
Hector Villarreal, General Manager
Industrial import and export
Established 1980 • Personnel 3

PIGMENTADORES Y ALIMENTADORES PYASA, 535-1645
S.A. DE C.V.
Versalles 112-E, Desp. 102
Col. Juárez
Del. Cuauhtémoc
06600 México, D.F.
Ing. José Luis Resendiz Garduño, President, Lic. Sergio Rosado
Alicia, General Manager
Manufacturers and distributors of plastics industry pigments and
fillers.
Established 1986 • Personnel 3

NUEVA CASA JALISCO, S.A.
Nuevo Mundo 2744
Jardines de la Cruz
44950 Guadalajara, Jal.
Nelly Leaño M., General Director
Import/Export, promotion and merchandising
Established 1985
Tel. 10-3344

ALVA NUCLEAR, S.A. DE C.V.
Pitagoras 567
Apdo. Postal 12-626
Del. B. Juárez
03020 México, D.F.
Ing. José Alvarez, General Manager; Lic. Sylvia Ramirez, Head
of International Trade; C.P. Alberto Pérez, Administrative
Manager; Lic. Hector Pérez, Biomedical Area Manager.
Imports and sales of reagents, lab accessories, radiation moni-
tors
Established 1969 • Personnel 16 • Telex 177-2479
Tel. 543-2451

GONZALEZ CANO Y COMPAÑIA,
S.A. DE C.V.
San Francisco 1838, 5o. Piso
Col. Del Valle
Del. B. Juárez
03100 México, D.F.
Apdo. Postal 7-883
06700 México, D.F.
Cesareo González, General Manager, Lic. Rodolfo Aguirre,
Administrative Manager, Lic. Joaquín González, Finance Man-
ager, Lic. José J. García, Sales Manager, David Peralta, Pur-
chasing Manager.
Distributors of carbon black, ceramic materials, paper in-
dustry raw materials, rubber, rubber industry raw materials,
pigments, asbestos and asbestos products, natural fibers,
test instruments, chemicals, resins, international trade, com-
mission agents.
Established 1971 • Personnel 29 • Telex 177-1128
Tel. 534-8380

ARCO CHEMICAL PANAMERICANA, INC.
Paseo de la Reforma 390, 10o. Piso
Col. Juárez
Del. Cuauhtémoc
06600 Mexico, D.F.
Armando Bosquete, General Director.
Sales representatives.
Established 1985 • Personnel 4
Tel. 514-5855

CORPORACION INDUSTRIAL REKA
S.A. DE C.V.
Atenco 19
Fracc. Industrial La Perla
53340 Naucalpan, Mex.
Raúl C. Kattlain Duchateau, General Manager; C.P. Raúl
Rodríguez Méndez, Manager.
Animal feed; chemical, pharmaceutical and food industry raw
materials.
Established 1952
Tel. 373-6033

DANATEC, S.A. DE C.V.
Morelos 15
San Lucas Tepetitlaco
54050 Tlalnepantla, Mex.
Julio Carrasco Bretón, Manager, Ricardo Valencia González,
Assistant Manager
International trade
Established 1980 • Personnel 10 • Telex 17-2675
Tel. 398-9284

CORPORACION DE CONTRATACION
Y COMERCIO INTERNACIONALES,
S.A. DE C.V.
Paseo de la Reforma 364, 16o. Piso
Col. Juárez
Del. Cuauhtémoc
06600 México, D.F.
Lic. Carlos Morales Troncoso, President; Ing. Gilberto Loeza,
Finance Director; Lic. Javier Gutiérrez, Commercial Director.
International trade.
Established 1985 • Personnel 10 • Telex 177-6230
Tel. 525-6336

CAMARA SUAREZ, S.A.
Calle 26 No. 1169
Zona Industrial
44940 Guadalajara, Jal.
Ing. José Luis Cámara Suarez, Administrator.
Distributors of chemicals.
Established 1952 • Telex 684-241
Tel. 12-8236

CORPORACIONES INDUSTRIALES, S.A.
Insurgentes Sur 299-203
Col. Hipódromo Condesa
Del. Cuauhtémoc
06170 México, D.F.
Harvey Janoff, General Manager; Rosa Elia Munguía, Account-
ant; Ronald W. Carpenter, Sales Manager
Sales representatives of foreign companies, mainly chemical
manufacturers.
Established 1976 • Personnel 19 • Telex 177-6310
Tel. 584-5711

F CA, S.A. DE C. 596-1188
B 69, PH
C Lomas
D Hidalgo
11700 Mexico, D.F.
Ing. Alexander P. Cecher, General Manager, C.F. María Eugenia Figuerca, Administrative Manager, Ing. Gabriel Matejka, Sales Engineer
High density polyethylene, polypropylene, K-resin polystyrene, nylon-PPS, paraxylene, orthoxylene, cyclohexane, styrene, butadiene, geo-textiles
Established 1957 • Personnel 15 • Telex 1773124

ROHM AND HAAS MEXICO, S.A. DE C.V. Tel. 523-6040
Insurgentes Sur 570, 2o. Piso
Apdo. Postal 12 1129
Col. Del Valle
Del. B. Juárez
03100 Mexico, D.F.
Pául J. Badurri, General Manager; Fernando Herrera, Human Resources Manager; Juan F. Gregg, Purchasing Manager; Alexander J. Furth, Finance Manager; Juan E. de León, Sales Manager
Manufacturers of herbicides, pesticides, resins and plastics
Established 1961 • Personnel 381 • Telex 177-2683

DOW CORNING DE MEXICO, S.A. DE C.V. 202-2436
Campos Eliseos 345, 5o. Piso
Col. Polanco
Del. M. Hidalgo
11550 México, D.F.
Edgard Lopes Cardozo, General Manager; Jesús Galeana, Sales Manager; Victor Cunel, Purchasing Manager
Manufacturers and distributors of silicone products
Established 1961 • Personnel 58 • Telex 1774283

DOW QUIMICA MEXICANA, S.A. DE C.V. 259-1910
Paseo de las Palmas 555, 3er. Piso
Apdo. Postal 10-1098
Col. Lomas de Chapultepec
Del. M. Hidalgo
11000 México, D.F.
Pedro Martínez Font, General Manager; David Rubio, Materials Manager; Tom Kelly, Comptroller
Manufacturers of agrochemicals, industrial chemicals and plastics
Established 1959 • Personnel 350 • Telex 1772412

FOL-MEX, S.A. DE C.V. Tel. 390-0077
Tenayuca 1
Apdo. Postal 36-049
Centro Industrial Tlalnepantla
54030 Tlalnepantla, Mex.
José Ciklik P., President; Catalina Hernández, Personnel Manager; Gustavo Santillana, Technical Director; Gustavo Calderón C., Comptroller; Carlos Navarro C. and Betty Sama de Navarro, Sales Managers
Plastic film for packing
Telex 17-2632

CROMA-MEX, S.A. DE C.V. Tel. 11-3820
Calle 8 No. 2261
Zona Industrial
44940 Guadalajara, Jal.
Ing. Rafael Ochoa Hernández, General Director
Injection molding, plating and metallizing of plastics.

ACAPLASTIC, S.A. Tel. 5
Gabriel Mancera 1121,
Col. Del Valle
Del. B. Juárez
03100 Mexico, D.F.
Ing. Carlos Sandoval Olivera, President; Lourdes Marín, Human Resources Manager; Alfredo Sandoval, Purchasing and Sales Manager
Manufacturers of plastic products
Established 1970 • Personnel 11 • Telex 177-7438

XACTICO, S.A. Tel. 822-4199
Av. Estado de México 3
Col. Ciudad López Mateos
54500 Atizapan, Mex.
Norman R. Wright F., C.E.O.
Manufacturers of plastics
Established 1979 • Personnel 180

ACOJINAMIENTOS SINTETICOS, S.A. Tel. 555-2133
Apdo. Postal 261
54000 Tlalnepantla, Mex.
Armando Espindola, General Manager; Salomón Maldonado, Sales Manager
Manufacturers of plastic materials
Established 1961 • Personnel 118

CELANESE MEXICANA, S.A. Tel. 548-6360
Av. Revolución 1425
Col. Tiacopac San Angel
Del. A. Obregón
01040 México, D.F.
Ing. Federico Ortiz Alvarez, Chairman of the Board and General Managing Director; Lic. Pedro Bosch García, Vice-Chairman and Deputy General Managing Director; Alberto Barrón, Industrial Relations Director; Ing. Guillermo López Meliádo, Director, Fibers Div.; Marcelino Miaya, Director of Finance; Ing. Alejandro Forte Aragón, Director, Industrial Promotion and Purchasing
Manufacturers of man-made fibers
Established 1944 • Personnel 2,780 • Telex 177-2431

CIBA-GEIGY MEXICANA, S.A. DE C.V. Tel. 577-1068
Calz. de Tlalpan 3050
Col. Santa Ursula Coapa
Del. Coyoacán
04910 México, D.F.
Ing. John P. Scott, General Director; Ing. Ricardo Domínguez K., Director of Central Staff and Planning
Manufacturers of agrochemicals, plastic materials, plastic tubing, paper industry raw materials, leather finishes, anti-corrosive coatings, insecticides, fungicides, textile industry raw materials, pigments, pharmaceuticals, chemicals, veterinary products, seeds
Established 1971 • Personnel 1,858 • Telex 177-3085

DUROPLAST, S.A. DE C.V. Tel. 358 2988
Esfuerzo 2-A
Apdo. Postal 355
Col. Lázaro Cárdenas
53560 Naucalpan, Mex.
Folke S. Egerstrom, President; Luis Magaña Rodríguez, General Director; Isaac Morales, Personnel Manager; Leonardo F. García, Administrative Manager; Luis E. Carmona, Sales Manager; Floriberto Vargas, Purchasing Manager
Manufacturers of plastic materials and aluminum products
Established 1965 • Personnel 210 • Telex 177-2600

MANUFACTURERS

CYANAMID

Calz. de Tlal
Col. Santa Ur
Del. Coyoacan
04910 Mexico, D.F.
Apdo. Postal 283
06000 Mexico, D.F.

Adrián Cruz V., President and General Manager; Daniel Aceves, Human Resources Director; Serafín López, International Trade Manager; Javier Licea, Finance Director; Sergio Díaz, Trevor Pritchard, Alfonso Giraldez and Clifford Marr, Sales Division Directors; Ramón García Cornu, Logistics Manager. Manufacturers of building materials, agricultural products, agrochemicals, pharmaceuticals, veterinary products, paper and textile industry raw materials, plastic materials, vitamins. Established 1959 • Personnel 900 • Telex 177-3025

INDUSTRIA OXY, S.A. DE C.V.

Periférico Sur 3343
Col. San Jerónimo Lidice
Del. M. Contreras
10200 Mexico, D.F.

James C. Piculas, President; Ing. Raúl Navarro, Director. Manufacturers of industrial chemicals, plastic materials, resins. Established 1959 • Personnel 893 • Telex 176-4091

EXTRU-ENVASES, S.A.

Floresta 61
Col. Santiago Ahuizotla
Del. Azcapotzalco
02750 Mexico, D.F.

Carlos Fernández F., General Manager. Manufacturers of plastic materials. Established 1972 • Personnel 14

DU PONT, S.A. DE C.V.

Juan Manuel 1186
44290 Guadalajara, Jal.

Paz V. Valencia Ureña, Administrative Coordinator. Manufacturers of agrochemicals, plastic materials, resins, elastomers. Established 1944

FERRO MEXICANA, S.A. DE C.V.

Calle 171 Oriente No. 450
Col. Prol. Aragón-Inguarán
Del. G.A. Madero
07490 Mexico, D.F.

Antonio Eroles Gómez, President; Jorge A. Legorregal, Industrial Relations Manager; Sergio Ramos, Export Manager; Nabil Khoury, Finance Manager; Hector Ramos, Materials Manager. Manufacturers of ceramic and plastic materials, PVC stabilizers, pigments for plastics and glass, refractories, dryers. Established 1951 • Personnel 368 • Telex 177-1312

GRUPO CYOSA, S.A. DE C.V.

Av. Santa Engracia 325
Apdo. Postal 642
Col. Santa Engracia

66220 Garza García, N.L.
Ing. Alfonso González Migoya, Vice-President and Director, Chemical Div. Synthetic fibers, chemicals, film and plastic. Established 1945 • Telex 383-034

KARTELL DE MEXICO, S.A.

Heroes Ferrocarrileros 1325
44440 Guadalajara, Jal.

Ing. Esteban Torres Lample, General Director. Manufacturers of plastic materials. Established 1972

NOVAFLEX, S.A. DE C.V.

Barroteran 3047
Apdo. Postal 125

44490 Tlaquepaque, Jal.
Gabriel Vázquez Arroyo, Director. Manufacturers of plastic materials. Established 1978 • Personnel 145 • Telex 684-005

QUIMICA HERCULES, S.A. DE C.V.

Calz. González Gallo 2044
44890 Guadalajara, Jal.

Ing. Javier Soriano, Regional Manager. Manufacturers of chemicals, plastic materials. Telex 682-673

FOL-MEX, S.A. DE C.V.

Tenayuca 1
Apdo. Postal 36-049

Centro Industrial Tlalnepantla
54030 Tlalnepantla, Mex.
José Ciklik P., President; Catalina Hernández, Personnel Manager; Gustavo Santillana, Technical Director; Gustavo Calderón C., Comptroller; Carlos Navarro C. and Betty Sama de Navarrete, Sales Managers. Plastic film for packing. Telex 17-2632

NUODEX MEXICANA, S.A. DE C.V.

Av. de las Granjas 536
Apdo. Postal 16-327

Col. Santo Tomás
Del. Azcapotzalco
02020 Mexico, D.F.
George Carrington, General Manager. Manufacturers of dryers and paint additives, industrial fungicides, lubricant additives, catalysts for polyester and polyurethane. Established 1960 • Personnel 22 • Telex 177-4377

ALTA FRECUENCIA INDUSTRIAL.

S.A. DE C.V.

Av. Toluca 1111, Toluca 1110

Del. Iztapalapa

09440 Mexico, D.F.

Ing. Oscar Herrera B., General Manager; Fernando Carmona, Administrative Manager

Manufacturers of plastics machinery and equipment, packing machinery

Established 1969

GBC MEXICANA, S.A. DE C.V.

Tel. 586-9199

Neptuno 43

Apdo. Postal 769

Col. Unidad Industrial Vallejo

Del. G.A. Madero

07700 Mexico, D.F.

C.P. Fernando Silva H., General Director; Lic. Bernardo Davalos R., Human Resources Manager; C.P. Enrique Azuara M., Corporate Comptroller; Lic. Francisco Javier Pardo M., Sales Marketing Manager; Ing. Manuel Cid. F., Purchasing Manager

Binding and laminating equipment, photo-identification systems and shredders.

Established 1955 • Personnel 146 • Telex 177-2800

EMEC, S.A. DE C.V.

Tel. 670-2777

Tulyehualco 205-J

Col. Santa Isabel Iztapalapa

Del. Iztapalapa

09820 Mexico, D.F.

Lic. Erich Walz H., General Manager; Raul Prado M., Production Manager

Construction and manufacturers of machinery for the plastics industry

Established 1974 • Personnel 23

LEESONA LATINO AMERICANA,

Tel. 395-9811

S.A. DE C.V.

Blvd. Manuel Avila Camacho 40-702

Apdo. Postal 718

Col. El Parque

53390 Naucalpan, Méx.

Ing. Antonio Lesi, President; Ing. Ramón Espinoza, General Manager; Ing. Jorge Guerrero and Ing. Sergio Forseti, Sales Managers; C.P. Alejandro Gómez, Finance Director; Ferruccio Merlini, Production Director; Ing. Guillermo Paccolini, Technical Director.

Manufacturers of plastics and textile machinery and supplies.

Established 1968 • Personnel 100 • Telex 177-5836

EQUIPOS DE PROCESO, S.A.

Tel. 531-3275

Ejército Nacional 752

Col. Polanco

Del. M. Hidalgo

11550 Mexico, D.F.

Octavio Carreto, General Director; Humberto García, Industrial Relations Manager; J. Ramón Correa, Export Manager; Guillermo Carreto, Financial Director; Julio Senderos, Sales Manager; Arturo O. de Ora, Purchasing Manager.

Evaporators, crystallizers, grinding ball mills, hammer mill pulverizers, rotary dryers, fluid bed dryers, dust bag collectors, scrubbers, distillation towers, tower trays and internals, compressed air dryers, inert gas generators, nitrogen generators, reactors, ribbon mixers, heat exchangers

Established 1959 • Personnel 410 • Telex 177-2501

J.M. INGENIERIA, S.A. DE C.V.

71-1

Simón Herrera y Loyva 202

Col. Burocratas de Estado

6 090 Monterrey, N.L.

Apdo. Postal 7.

66400 San Nicolás de los Garza, N.L.

Ing. Carlos Dercia Quintanilla, President; Ing. César H. Mansilla Gómez, General Manager; Ing. Gerardo González Cantú, Production Manager

Metal machining, design and manufacture of molds and dies for plastics

Established 1985 • Personnel 10

POLIURETANOS JOYMA, S.A. DE C.V.

Tel. 556-6100

Poniente 48, No. 3371

Col. Xochimanco

Del. Azcapotzalco

02870 México, D.F.

Joaquín Avila B., General Director; Arturo Avila G., Industrial Relations Manager; Joaquín Avila G., General Manager; Carlos Monterrubio, Technical Sales Manager; Jorge Galicia, Purchasing Manager.

Hydraulic presses from 5 to 1000 tons, hydraulic industrial equipment, urethane mining sieves, hydraulic packings, wheels and casters

Established 1971 • Personnel 52

SERVICIOS PLASTICOS DE OCCIDENTE, S.A.

Tel. 12-2238

Francia 1681

Col. Moderna

44100 Guadalajara, Jal.

Ing. F. Javier Ochoa Godoy, Administrator

Distributors of chemical and pharmaceutical industry raw materials, plastics and rubber industry machinery and equipment, plastic materials, chemicals

Telex 684-241

MATERIALES MOLDEABLES, S.A. DE C.V.

Tel. 572-0800

Calle Rio San Javier 16

54500 Atizapan de Zaragoza, Méx.

Norman Spencer, Managing Director; Enrique González, General Manager; Oscar Fano V., Comptroller; Miguel Shouse, Sales Manager; Laura Luis H., Purchasing Manager

Manufacturers of molding compounds, injection and compression molds. Agents for plastic molding machinery.

Established 1960 • Personnel 200 • Telex 177-1036

PRODUCTOS EIFFEL, S.A.

Tel. 39-2301

Refinería 1516

Apdo. Postal 1-1908

44490 Guadalajara, Jal.

Ing. Jesús J. Francia Romo, General Director

Manufacturers of polyurethane systems.

Established 1969 • Personnel 22

BASF MEXICANA, S.A. DE C.V.

Tel. 5

Insurgentes Sur 40

Col. Industrial

Del. Cuauhtémoc

06780 México, D.F.

Ernst A. Schennen, President and General Director; Wolfgang von Lyncker, Sales Director; Klaus Loeffler, Sales Director; Dr. Klaus Stiegerwald, Technical Director; Dr. Gerhard Kinast, Finance and Administrative Director; Gerhard Loecken, Corporate Director

Textile industry raw materials and chemicals.

Established 1964 • Personnel 450 • Telex 177-2578

ALDEVA, S.A.

Norte 45 No. 1017

Col. Industrial Vallejo

Del. Azcapotzalco

02300 México, D.F.

Ing. Alfonso del Valle, General Director.

Producers of dioctyl phthalate (D.O.P.).

Established 1967 • Personnel 22 • Telex 176-2347

ESSO MEXICANA, S.A. DE C.V.

Tel. 574-2266

Insurgentes Sur 421-B-512

Col. Hipodromo Condesa

Del. Cuauhtémoc

06170 México, D.F.

John G. Wainwright, President and General Manager; Luz Maria Villasante, Human Resources Coordinator; Francisco Cruz Rivera, Finance and Administrative Manager; Ing. Sergio Garcia Osorio, Account Executive; Ing. Fernando Orivel, Distribution Manager.

Petrochemicals.

Established 1955

FLUOROCARBONS WORKS, S.A.

Tel. 519-8102

Dr. Manuel Ugarte 7

Col. Doctores

Del. Cuauhtémoc

06780 México, D.F.

Ing. Hugo Solórzano Gonzalez, General Director; Lic. Adriana Rios Rodriguez, Human Resources Manager; C.P. Ramón Rosas, General Manager; Guillermo Hack Prestinary, Sales Manager; Fernando López Vázquez, Purchasing Manager.

Manufacturers of resins, rubber and plastics.

K. J. QUINN DE MEXICO, S.A. DE C.V.

Tel. 585-2250

Edison 15

Fracc. Industrial San Nicolás

54030 Tlalnepanitla, Méx.

Roberto Solís Castillo, President and General Director; Willy van Lersel, Sales General Manager; Juan Zamarriga Aguirre, Technical Director; Vicente Dominguez de la Cruz, Administrative Director.

Manufacturers of chemicals, industrial coatings, polyurethane elastomers, anticorrosive paints.

Established 1973 • Personnel 121

POLIMEROS DE MEXICO, S.A. DE C.V.

Tel. 596-5613

Bosque de Ciruelos 190 PB, Nivel 2

Col. Bosque de las Lomas

Del. M. Hidalgo

11700 México, D.F.

Paul Minelle, General Manager; Ing. José Antonio Mendoza, Technical Manager; Ing. Ignacio Alcocer, Commercial Manager; Lic. Vicente Shavon, Industrial Relations Manager.

Manufacturers of PVC resins and components.

Established 1968 • Personnel 240

TEREFTALATO MEXICANO, S.A.

Tel. 551-0566

Av. José Vasconcelos 213

Col. Condesa

Del. Cuauhtémoc

06140 México, D.F.

Ing. Natal Altamirano R., General Director; Lic. Miguel Rolón Garcia, Administrative Assistant Director; Harry Gilmore, Temex Petrochemicals; Ing. Raul de la Cruz H., Finance Director; Ing. Eduardo Fuentes C., Commercial Director; Ing. Jorge Loya Alcalá, Purchasing Assistant Director.

Manufacturers of petrochemicals

Established 1970 • Personnel 617 • Telex 177-3992

GEMISA, S.A. DE C.V.

Tel. 565-0266

Via Ejército del Trabajo 14

Col. La Blanca

54110 Tlalnepanitla, Méx.

Apdo. Postal M-3072

06000 México, D.F.

Ing. Ricardo Madero, Director; Ing. Alejandro Vergara, Personnel Manager; Ing. Héctor Batres, Assistant General Director; C.P. Enrique Andrade, Comptroller; Ing. Manuel Huerta, Marketing Manager.

Manufacturers of resins, thermoplastic adhesives, acids.

Established 1957 • Personnel 163 • Telex 172-603

INDUSTRIAS OLEOQUIMICAS, S.A.

Tel. 576 2394

Tlaltenango 45-4

Col. Ahuizotla

Del. Azcapotzalco

11210 México, D.F.

Ing. Peter Homberg L., General Manager

Manufacturers of polyester resins, sulfonated oils, mono- and di-estereates, emulsions.

Personnel 20

MORTON THICKOL, S.A. DE C.V.

Tel. 576-0826

Av. 16 de Septiembre No. 445

Fracc. Industrial A de Blanco

53370 Naucalpan, Méx.

Ing. Darío Castorena Sánchez, General Manager; Ing. Luis Córdoba Tirado, Technical Sales Representative; Ing. Sergio Reséndiz, Technical Manager.

Waxes, adhesives and resins.

Established 1986 • Telex 176-3311

PHILLIPS QUIMICA, S.A. DE C.V.

Tel. 596-1188

Bosque de Duraznos 69, PH

Col. Bosques de las Lomas

Del. M. Hidalgo

11700 México, D.F.

Ing. Alexander P. Oechler, General Manager; C.P. Maria Eugenia Figueroa, Administrative Manager; Ing. Gabriel Vallejo E., Sales Engineer; Ing. Mario E. Arias, Sales Engineer; Maria Carmen Colin Crespo, Administrative Assistant.

High density polyethylene, polypropylene, K-resin polystyrene, nylon-PPS, paraxylene, orthoxylene, cyclohexane, styrene, butadiene, geo-textiles.

Established 1957 • Personnel 13 • Telex 177-3124

NACIONAL DE RESINAS, S.A. DE C.V.

250-5411

Goethe 17

Col. Anzures

Del. M. Hidalgo

11590 México, D.F.

Ing. Antonio Alvarado G., General Manager; Ing. Vicente Vértiz, General Manager; Ernesto Poire, Administrative Manager.

Petrochemicals.

Established 1959 • Personnel 400

PLASTIC FROM SYNTHETIC RES. ELASTOMERS MANUFACTURE

IN-VU BAN-

QUIMICA HETEROCICLICA MEXICANA, S.A. DE C.V. Tel. 569-5566
 Hierro 9
 Col. Esfuerzo Nacional
 55320 Xalostoc, Mex.
 Ing. Hector Lara Hidalgo, General Manager; C.P. Carlos Balcazar Muñoz, Sales Manager; Elizabeth Olavarria, Retail Purchasing Manager
 Manufacturers of chemicals for the rubber industry
 Established 1971 • Personnel 35 • Telex 176-2203

POLIMEROS DE MEXICO, S.A. DE C.V. Tel. 596-5613
 Bosque de Ciruelos 190 PB, Nivel 2
 Col. Bosque de las Lomas
 Del. M. Hidalgo
 11700 Mexico, D.F.
 Paul Minelle, General Manager; Ing. José Antonio Mendoza, Technical Manager; Ing. Ignacio Alcocer, Commercial Manager; Lic. Vicente Shrivon, Industrial Relations Manager.
 Manufacturers of PVC resins and components
 Established 1966 • Personnel 240

POLIREGIO, S.A. DE C.V.
 S.a. Monterrey Members

QUIMICA HERCULES, S.A. DE C.V. Tel. 553-9622
 Saltillo 19
 Col. Condesa
 Del. Cuauhtemoc
 06140 Mexico, D.F.
 Apdo. Postal 5343
 05900 Mexico, D.F.
 J. Glenward Holland, Managing Director; Patricia Gallardo R., Human Resources Manager; Ing. Narciso Espinosa R., Materials and Trade Director; C.P. Marisol Mason C., Finance Manager; Ing. Antonio Fierro G., Sales Director; Ing. Jorge Rios, Purchasing Manager
 Manufacturers of chemical products.
 Established 1962 • Personnel 180 • Telex 176-13836

QUIMICA HENKEL, S.A. DE C.V. Tel. 787-1899
 Carr. Mexico-Laredo Km. 20.5
 Col. Tulpetlac
 55090 Ecatepec, Mex.
 Apdo. Postal 10-895
 11000 Mexico, D.F.
 Hays Jacobsen, Director; Gabriel Villanueva, Human Resources Manager; Manuel Vega, International Trade Manager; José Luis Gutierrez, Finance Manager; Alberto González, Sales Manager; Valente Vargas, Purchasing Manager
 Manufacturers of chemical products.
 Established 1959 • Personnel 500 • Telex 176-2295

DSM RESINAS DE MEXICO, S.A. DE C.V. 536-4858
 Alabama 113
 Col. Nápoles
 Del. B. Juárez
 03010 Mexico, D.F.
 Ing. Carlos Sierra Fojo, General Director; Soledad León, Purchasing Manager
 Manufacturers of chemical products.
 Established 1956 • Personnel 160 • Telex 1772713

INMC S.A. DE C.V. 569-3522
 Ernes
 Fracc. Industrial Xalostoc
 55000 Xalostoc, Mex.
 Frank de Soria, President; Hugo Méndez, Vice President; Roberto Alcántara, Automotive Marketing Manager
 Graphic and textile ink, automotive painting, varnishes, synthetic resins, solvents, lacquers, chemical products, auxiliary products for the graphic arts and automotive industries
 Established 1963 • Personnel 291 • Telex 1771804

QUIMICA BORDEN DE MEXICO, S.A. DE C.V. Tel. 520-2825
 Paseo de las Palmas 555, 6o. Piso
 Col. Lomas de Chapultepec
 Del. M. Hidalgo
 11000 Mexico, D.F.
 Aroldo de Rienzo, General Director; Juan José Villa, Human Resources Manager; Jorge Muñoz de Cote, Treasurer; Fernando Serrato, Plant Manager
 Formaldehyde, PVC film, adhesives, urea, phenolic resins
 Established 1954 • Personnel 210 • Telex 177-3014

ISOMEX, S.A. DE C.V. 569-2711
 Carlos B. Zelina 16
 Fracc. Industrial Xalostoc
 55340 Ecatepec, Mex.
 Apdo. Postal 113-014
 07000 Mexico, D.F.
 Peter Breidsprecher, General Director; Lic. L. David Castillo, Marketing Director; Estela T. Vda. de López, Purchasing Manager
 Synthetic resins, wire enamels, insulating varnishes and industrial coatings.
 Established 1948 • Personnel 111 • Telex 1775266

PERFIL

FLEXIB

Calle 3

Fracc. Industrial Alice Blanco

53370 Naucalpan, Mex.

Ernesto Bicas, General Director; Lic. Efraim Navarrete, Human

Resources Manager; Jorge Mora, Accountant; José Rubio,

Sales Manager; Alberto Violante, Purchasing Manager

Plastic cloth.

Established 1960 • Personnel 150

Tel. 576-9300

LENOX MEXICANA, S.A. DE C.V.

Av. Industrias 1381

Col. Bella Vista

64410 Monterrey, N.L.

Apdo. Postal 949

64000 Monterrey, N.L.

Lic. Alfonso Cordero P., General Director.

Fine dinner and flatware.

Established 1968 • Telex 382-229

Tel. 51-4258

LAMINADOS METALICOS, S.A.

Juan I. Ramon 452 Poniente

64000 Monterrey, N.L.

Gustavo Fernández López, Manager.

Metal stampings, plastic molding, parts.

Personnel 3

Tel. 42-9903

INDUSTRIAS JLC, S.A. DE C.V.

San Lorenzo Tezonco 201

Col. San Nicolás Tolentino

Del. Iztapalapa

09850 Mexico, D.F.

Apdo. Postal 55-016

09000 Mexico, D.F.

José Luis Canal Rodríguez, General Director; José Luis Canal

Alvarez and Portino Canal González, Assistant Directors; Fran-

cisco Alvarez Puente, General Manager.

Injection and blown molds, plastic tampons and bottles,

hypochlorite-base clothing bleachers, cleaning products.

Established 1975 • Personnel 35

Tel. 686-2166

INDUSTRIAS IDEAL, S.A. DE C.V.

Av. 16 de Septiembre No. 50

Fracc. Industrial Alice Blanco

53370 Naucalpan, Mex.

José Letayf Nahoul, General Director; Juan Carlos Letayf Y.,

Administrative Manager; José Antonio Letayf Y., Export Man-

ager; Héctor Mandujano M., Finance Manager; Yamel Letayf

de C., Commercial Manager; Héctor López Lozanda, Financing

Assistant Manager

Theater seats; furniture for hotels, restaurants and schools.

Established 1926 • Personnel 236

Tel. 360-1924

HULES Y PLASTICOS DE MONTERREY, S.A.

Antigua Carr. a Roma Km. 5

66420 San Nicolás de los Garza, N.L.

Apdo. Postal 1527

64000 Monterrey, N.L.

Ing. Sergio González V., General Director

Manufacturers and distributors of rubber and plastic goods.

Established 1966 • Telex 382-244

Tel. 53-5050

DART, S.A. DE C.V.

Ejército Nacional 579, 10o. F

Col. Granada

Del. M. Hidalgo

11520 Mexico, D.F.

Fernando González Pava, Managing Director; Efrén Reinoso

Pérez, Plant Manager; Paul Kingston Comptroller; Luz Belén

Russelmann, Manager, Sales and Administration

Plastic products for the home

Established 1964 • Telex 63-297

Tel. 545-4000

DART, S.A. DE C.V. (Plant)

Carr. México-Toluca Km. 51.69

Lerma Mex.

Ing. Robert N. Green, General Manager; Ing. Efrén Reinoso, As-

sistant General Manager.

Plastic products for the home.

Established 1969 • Personnel 300

Tel. (728) 5-0977

DEPORTIVA INDUSTRIAL, S.A.

Jesús García 274

45140 Zapopan, Jalisco

César Ochoa Villanueva, General Director

Manufacturers of rubber and plastic goods

Established 1966 • Personnel 125 • Telex 682-689

Tel. 33-0468

CONSORCIO INDUSTRIAL MALDONADO,

DIV. PLASTICOS

Av. Bernardo Reyes Norte 2625

Apdo. Postal 2098

64000 Monterrey, N.L.

Lic. Rogelio Maldonado, President

Consortium of manufacturers of flexible polyethylene packing

Established 1956 • Personnel 1,500 • Telex 382-664

Tel. 74-2595

CARPLASTIC, S.A.

Carr. Apodaca-Villa de Juárez Km. 1.8

Apdo. Postal 3148

66600 Apodaca, N.L.

Ing. Jorge de la Maza, General Director

Plastic automotive parts.

Established 1980 • Personnel 805 • Telex 382-506

Tel. 79-3470

CAMPCO DE MEXICO,

S.A. DE C.V.

Via José López Portillo 8-B

54940 Tultitlán, Mex.

Apdo. Postal 280

54000 Tlalnepantla, Mex.

Francisco Quijano, General Manager; Alfonso Jurado, Person-

nel Manager; Oscar Rodríguez, Finance Director; José A.

Ariztegui, Sales Manager; Tomás Olivares, Head of Purchasing

Department.

Manufacturers of plastic products.

Established 1960 • Personnel 208

Tel. 565-1511

BAKELITA Y PLASTICOS

INDUSTRIALES, S.A. DE C.V.

Av. de las Torres 466

Col. Industrial Vallejo

Del. G. A. Madero

07700 México, D.F.

Federico Michel Montes, General Manager; Leticia Madrigal,

Human Resources Manager; Rafael Michel Montes, Sales

Manager; Manuel Michel Montes, Purchasing Manager

Plastic products and spare parts for small appliances

Established 1971 • Personnel 90 • Telex 177-1300

Tel. 586-2460

PLASTIC PROD

ARISTARCO, S.A. DE Tel. 557-1011
 Viaducto Rio de la P.
 Col. Granjas México
 Del. Iztacalco
 03400 México, D.F.
 Apdo. Postal M-2244
 06000 México, D.F.
 Jorge A. Pérez Catzín, General Manager; Erika Boeneker, Sales
 Manager; Enrique Boeneker, Purchasing Manager.
 Manufacture and sales of plastic products, hardware galva-
 nizing plants, furniture hardware, hand tools, metal products,
 metal stampings.
 Established 1947 • Personnel 20

ACRIPLASTIC, S.A. Tel. 559-2738
 Gabriel Mancera 1121, 1er. Piso
 Col. Del Valle
 Del. B. Juárez
 03100 México, D.F.
 Ing. Carlos Sandoval Olivera, President; Lourdes Marín, Human
 Resources Manager; Alfredo Sandoval, Purchasing and Sales
 Manager.
 Manufacturers of plastic products
 Established 1970 • Personnel 11 • Telex 177-7438

IDEAL STANDARD, S.A. DE C.V. Tel. 557-6066
 Félix Guzmán 21
 Col. El Parque
 53390 Naucalpan, Méx.
 Apdo. Postal 291
 06000 México, D.F.
 William A. Harris, General Director; Francisco Naranjo, In-
 dustrial Relations Director; G. Sánchez Hidalgo, Finance Di-
 rector.
 Sanitary fixtures, fittings and accessories, water and space
 heaters, plastic seats.
 Established 1967 • Personnel 1,400 • Telex 177-2746

INDUSTRIA MAGNOPLASTICA, Tel. 657-0322
S.A. DE C.V.
 Canteno 652
 Col. Granjas México
 Del. Iztacalco
 08400 México, D.F.
 Ing. Jorge Salamonovitz, President and General Director; Ing.
 Victor Salamonovitz, General Manager; Manuel Espejel, Sales
 Manager; Ing. Eduardo Klee, Production Manager.
 Manufacturers of plastic containers and other plastic prod-
 ucts
 Established 1956 • Personnel 160

PRODUCTOS DAREX, S.A. DE C.V. Tel. 589-6166
 Av. de las Fuentes 41-A, 7o. Piso
 Col. Tecamachalco
 Del. Naucalpan
 53950 Naucalpan, Méx.
 Apdo. Postal 10-917
 11000 México, D.F.
 Ing. Manuel Mondragón, General Manager; Lic. Javier Navarro,
 Industrial Relations Manager; C.P. Javier Rodríguez, Financial
 Manager; Ing. Javier Naranjo, Sales Manager (Cryovac); Ing.
 Joaquín Martínez, Sales Manager (Container); Ing. Alfredo Mo-
 guel, Purchasing Manager.
 Flexible packaging materials (bags) and equipment, con-
 tainer sealants and compounds, micronized silicas, coating
 barrier materials, cement additives, gas absorbents, printing
 materials, battery separators, specialty chemicals
 Established 1959 • Personnel 165 • Telex 177-4370

PRODUCTOS EIFFEL, S.A. Tel. 39-2301
 Refinería 1516
 Apdo. Postal 1-1500
 44300 Guadalajara, Jal.
 Ing. Jesús J. Francia Romo, General Director
 Manufacturers of polyurethane systems
 Established 1969 • Personnel 22

RIEKE DE MEXICO, S.A. DE C.V. Tel. 586-1200
 Saturno 22
 Col. Nueva Industrial Vallejo
 Del. G.A. Madero
 07700 México, D.F.
 Javier de la Vega A., General Director; María Clara Posada R.,
 Personnel Manager; Cristina Lauria A., Export Manager;
 Carlos Ramírez Jasso, Finance Manager; José Luis Cornejo
 G., Sales Manager; Jorge Miravete Melo, Administrative Man-
 ager
 Manufacturers of steel closures for drums, plastic closures for
 parts and small containers, sprayers, steel and plastic seals
 for drums, tools for sealing and for insertion of plastic
 closures.
 Established 1957 • Personnel 170 • Telex 177-5780

MULTIPLASTICOS, S.A. Tel. 12-2500
 Calle 2 No. 2594
 Col. Ferrocarrileros
 44440 Guadalajara, Jal.
 Manuel Tostado Farrera, General Manager
 Manufacturers of plastic products.
 Established 1985

POM, S.A. Tel. 19-2354
 Matías Romero 1144
 44460 Guadalajara, Jal.
 C.P. Luis Enrique Tiburcio, President
 Manufacturers of plastic soles
 Telex 681-720

PLASTICOS ARCO IRIS, S.A. DE C.V. Tel. 31-9653
 Iturbide 5210
 45030 Zapopan, Jal.
 J. Sergio Bueno y Cadena, Director
 Manufacturers of plastic containers and plugs.
 Established 1980 • Personnel 35

PLASTICOS CREAM, S.A. Tel. 563-6788
 Av. Patriotismo 615
 Col. Mixcoac
 Del. B. Juárez
 03910 México, D.F.
 Carlos Robles Tenorio, General Manager.
 Manufacturers of automotive parts.
 Established 1962 • Personnel 220

CROMA-MEX, S.A. DE C.V. Tel. 11-3820
 Calle 8 No. 2261
 Zona Industrial
 44940 Guadalajara, Jal.
 Ing. Rafael Ochoa Hernández, General Director
 Injection molding, plating and metallizing of plastics.

PLASTICOS INDUSTRIALES MA 657-0465
 Goma 190-B
 Col. Granjas México
 Del. Iztacalco
 08400 México, D.F.
 Ing. Rafael Barnette, General Director; Ing. Jaime Gavilondo Rojas, General Manager
 Manufacturers of plastic products
 Established 1979 • Personnel 20

PLASTICOS REX, S.A. DE C.V. 550-3111
 Vito Alessio Robles 14, PB
 Apdo. Postal 20-459
 Col. Florida
 Del. A. Obregón
 01030 México, D.F.
 Ing. A. Francisco Ardilla Manzanera, General Director; Ing. Roberto Lozano Garza, Commercial Manager; C.P. José Solís, Finance Manager; Lic. José Manuel Carreto, Export Manager
 Manufacturers of PVC pipe and fittings, irrigation systems
 Established 1984 • Personnel 414 • Telex 1764144

PLASTICOS LODELA, S.A. 554-4011
 Berlín 34
 Col. del Carmen
 Del. Coyoacán
 04100 México, D.F.
 Apolo López de Lara, General Director; César López de Lara, Assistant General Director
 Manufacturers of plastic products.
 Established 1957 • Personnel 130 • Telex 1772202

PLASTICOS AVE, S.A. DE C.V. Tel. 48-5447
 General Pablo A. González 805
 Col. Mitras Sur
 64020 Monterrey, N.L.
 Apdo. Postal 490
 64000 Monterrey, N.L.
 Lic. Alberto Villarreal Escamilla, General Director; C.P. Gastón Ortega, Administrative Manager.
 Manufacture and sales of plastic home products.
 Established 1986 • Personnel 10

PLASTIFUTURO, S.A. 358-2810
 Calz. Santiago Ahuizotla 124
 Col. Ahuizotla
 Del. Azcapotzalco
 02750 México, D.F.
 Ing. Jesús Santiago Reus, Plant Manager.
 Manufacturers of plastic products
 Established 1977 • Personnel 16

PLASTICOS ESPECIALIZADOS MEXICANOS, S.A. 582-0094
 Maíz 180-3
 Col. Granjas Esmeralda
 Del. Iztapalapa
 09070 México, D.F.
 M.A. Jorge Chertzola, General Director; Ricardo Ortega Leal, Accountant; Raúl Bejarano y G., Sales Manager.
 Plating on plastics.
 Established 1970 • Personnel 110 • Telex 1764286

POLIREGIO, S.A. DE C.V.
 Carr. a Miguel de Apodaca Km. 4
 57110 Guadalupe, N.L.
 Apdo. Postal 2500
 64000 Monterrey, N.L.
 Ing. Javier Cavazos Rios, General Manager
 Manufacturers of polyethylene bags
 Established 1964 • Personnel 120

PLASTICOS IGA, S.A. 76-1100
 Av. San Diego 610
 Fracc. Industrial Nogalar
 66480 San Nicolás de los Garza, N.L.
 Carlos E. Iga, General Director
 Plastic products
 Personnel 610

RAYCHEM MEXICO, S.A. Tel. 531-8914
 Melchor Ocampo 193,
 Conjunto Galerias Torre A, 13o. Piso
 Col. Verónica Anzures
 Del. M. Hidalgo
 11300 México, D.F.
 Antonino Berrondo, General Manager; Miriam Gorostieta, Import and Export; Alberto González, Administrative Manager; Guillermo Cásares, Division Manager.
 Manufacturers of insulators, electric wire and cable, electric cable harnesses, plastic products, chemical plant equipment, marking machines, anticorrosion coatings, plastic tubing, power cable, telephone cable accessories, specialty heaters.
 Established 1974 • Personnel 23 • Telex 176-3203

PLASTICOS WHEATON DE MEXICO, S.A. DE C.V. Tel. 576-3133
 Agustín Millán 10
 Apdo. Postal 460
 53500 Naucalpan, Mex.
 Aionso González Maldonado, General Director; Ing. Daniel Salazar Morton, Manufacturing Director; Lic. Luis Maldonado, Administrative and Finance Director; Lic. Jorge Rodríguez, Commercial Director; Ing. Enrique Trujillo, Plant Director
 Manufacturers of plastic containers and caps for the pharmaceutical industry
 Established 1972 • Personnel 16

PLASTICOS INDUSTRIALES MAPER, S.A. Tel. 657-0455
 Goma 190-B
 Col. Granjas México
 Del. Iztacalco
 08400 México, D.F.
 Ing. Rafael Barnette, General Director; Ing. Jaime Gavilondo Rojas, General Manager
 Manufacturers of plastic products.
 Established 1979 • Personnel 20

PLASTICOS BOSCO, S.A. Tel. 670-2222
 Cinematografistas 316
 Col. San Nicolás Tolentino
 Del. Iztapalapa
 09850 México, D.F.
 Alejandro Medina R., General Manager; Eduardo González Bucio, Personnel Manager; Octavio Rodríguez, Administrative Manager; Félix Solís, Manufacturing Manager; Gustavo Jolly, Technology Manager; Ing. José Antonio Bravo, Engineering and Maintenance Manager.
 Plastic products.
 Established 1960 • Personnel 131 • Telex 177-1658

TETRA-MEX, S.A.

Abasco Pos. 14
 Franco Industrial Alice Blanco
 53000 Naucalpan, Mex.

Lic. Christian Tornakull, General Director; Lic. Alejandro Mercado, Industrial Relations Manager, C P Carlos E. Arenas, Finance Director; Lic. Dennis Jonsson, Commercial Director; Janet Alorda, Purchasing Manager.
 Manufacturers of disposable packaging.
 Established 1960 • Personnel 149 • Telex 177-2436

CONSTRUPLAS, S.A. DE C.V.

Tel. 524-5354

Av. Universidad 1334
 Col. del Carmen
 Del. Coyoacan
 04100 Mexico, D.F.

Ing Jorge López M., General Manager; Angel Espinoza, Administrative Manager; José Luis Trejo G., Sales Manager; Gabriela Ortega G., Purchasing Manager.
 Manufacturers of transparent roofing materials.
 Established 1969 • Personnel 55

PLASTICOS DOVEL, S.A. DE C.V.

Tel. 567-8432

Norte 59 No. 757
 Col. Industrial Vallejo
 Del. Azcapotzalco
 02300 Mexico, D.F.

Domingo Velázquez Mayén, President; Daniel Mayén, Plant Manager; Abimael Velázquez R., Vice-President; Ilsa Pérez Grovas, General Accountant; Pedro Hercenberg, Sales Manager
 Plastic buckets, trash cans, baby baths, crates and basins.
 Established 1907 • Personnel 49

PLASTICOS ESPECIALIZADOS

Tel. 582-0094

MEXICANOS, S.A.

Maiz 180-3

Col. Granjas Esmeralda
 Del. Iztapalapa
 09070 Mexico, D.F.

M A. Jorge Cherizola S., General Director; Ricardo Ortega Leal, Accountant; Raúl Bejarano y G., Sales Manager.
 Plating on plastics.
 Established 1970 • Personnel 110 • Telex 176-4286

**BUFETE INDUSTRIAL DISEÑOS
Y PROYECTOS S.A.**

Tel. 658-525

Mérida 850

C. P. D. V. M.

Del. A. Obregón

03000 Mérida, D.F.

Ing. J. Mendoza F. and Ing. R. Prado G., Presidents. C.P. J. Nosti S., Vice-President. Ing. H. Ferral A. and Ing. J. Orozco S., Directors. M. Guerrero S., Assistant Director.

Industrial plant construction.

Established 1949 • Personnel 1,500 • Telex 177-1154

ATISA-ATKINS, S.A. DE C.V.

Tel. 250-8211

Bahía de Corrientes 77

Col. Verónica Anzures

Del. M. Hidalgo

11300 México, D.F.

Miguel Verduzco Rodríguez, General Director; C.P. Oscar Vela Durán, Administrative Manager; Ing. Carlos Rafael Cabrera Calva, Engineering Manager; Ing. Federico Mena, Systems Director.

Engineering, plant design, feasibility studies, technical studies.

Established 1974 • Personnel 150 • Telex 177-1842

CONSTRUCTORA FERVA, S.A. DE C.V.

Tel. 16-5214

Av. López Mateos Norte 331, 2o. Piso

44680 Guadalajara, Jal.

Ing. José Fernández del Valle, General Director.

Construction, real estate.

Established 1965

CONSTRUCTORA LOBEIRA, S.A.

Tel. 77-7100

Guaymas 301

Fracc. La Fe

67110 San Nicolás de los Garza, N.L.

Apdo. Postal 1313

64000 Monterrey, N.L.

Ing. Eduardo Lobeira, General Director.

Land development, building design, rental and leasing of industrial buildings for the in-bond industry.

Established 1962 • Personnel 5,000

CONSTRUCTORA GAFCO, S.A. DE C.V.

Bldv. Adolfo López Mateos 92

Col. Alpes

Del. A. Obregón

01010 México, D.F.

Arq. Andrés DeWit C., General Manager.

Construction.

Established 1968 • Personnel 8

**CONSTRUCTORA LOS REMEDIOS,
S.A. DE C.V.**

Tel. 573-9588

Calz. de Tlalpan 3604

Col. San Lorenzo Huipulco

Del. Tlalpan

14370 México, D.F.

Ing. Vicente H. Bortoni, President; Ing. Alberto Cabrera L., Vice-President; Ing. José de Velasco S., General Director; Tomás Sainz Velázquez, Finance Director; Ing. Roberto Velasco, Commercial Manager.

Construction.

Established 1964 • Personnel 110

**CONSTRUCTORA LAS AGUILAS,
S.A. DE C.V.**

Tel. 277-3633

Escuadrón 201 No. 147

Apdo. Postal 50003

Col. Cristo Rey

Del. A. Obregón

01150 México, D.F.

Ing. Jorge Leautaud Z., General Director; Ing. Carlos Martínez, General Manager; C.P. Javier Miranda, Comptroller; Luis Pichardo, Purchasing Manager.

Construction.

Telex 176-1124

**CONSTRUCTORA Y URBANIZADORA
CUR, S.A.**

Tel. 553-1322

Saltillo 19, 5o. Piso

Col. Hipódromo Condesa

Del. Cuauhtémoc

06100 México, D.F.

Ing. José E. Díaz Pedrero, General Manager; Ing. Ignacio Cornejo Rodríguez, Industrial Relations Manager; C.P. Julio Moreno Ríos, Assistant Manager; Ing. Antonio Farah Zahoui, Purchasing Manager.

Construction.

Established 1975 • Personnel 300 • Telex 177-6588

**THORSA INGENIEROS CONSULTORES
Y CONSTRUCTORES, S.A.**

Tel. 688-0269

Bruno Traven 2-201

Col. General Anays

Del. B. Juárez

03340 México, D.F.

Ing. Mario García S. and Honorio Rodríguez Sánchez, Project Directors.

Plant design, feasibility studies, technical studies, pneumatic tools, engineering, electrical installations, paper, rotameters.

Established 1978 • Personnel 60

CONSTRUCTORA TECNICA, S.A.

Tel. 250-3033

Galileo 20, PH

Apdo. Postal 105-47

Col. Polanco

Del. M. Hidalgo

11560 México, D.F.

Edwin H. Adam, President; Guillermo Fierro M., General Director; Manuel López Mejía, General Manager; Jorge Becerril, Project Manager.

Construction, engineering and plant design.

Established 1942 • Personnel 25

CONSTRUCTORA NECAXA, S.A. DE C.V.

Tel. 286-4433

Av. Nuevo León 108, Desp. 501

Col. Hipódromo Condesa

Del. Cuauhtémoc

06170 México, D.F.

Ing. L. Oscar Gaviño Meade, General Director; C.P. Carlos Triqueros A., General Accountant; Ing. Anibal de Iturbide P., Technical Director; C.P. José M. Gutiérrez B., Comptroller; Ing. Manuel López y López, Construction Manager; Raúl Fernández Correa, Purchasing Manager.

Heavy construction.

Established 1970 • Personnel 800

MATERIALES Y ARTICULOS DE EXPORTACION, 43-8013

S.A. DE C.V.

Matamoros 1271-1 Poniente
Col. María Luisa
64030 Monterrey, N.L.
Lic. John R. Colter, Carver, General Manager; C.P. Cipriano Villanueva, Finance Director; C.P. Luis Garza Garza, Sales Director.
Import/export representatives, international legal consultants.
Established 1985 • Personnel 3

ZOLEX CORPORATION (915)594-1988

9401 Carnegie 2B
El Paso, TX 79925
U.S.A.

Javier A. Ortiz, President; Raquel Ortiz, Secretary-Treasurer.
Purchasing and export agents.
Established 1985 • Personnel 10 • Telex 765570

VENDEDORA INDUSTRIAL, S.A. DE C.V. 35-1858

Wasconcelos 240, Depto. 8
Col. del Valle
66220 Garza García, N.L.
Lic. Carlos Mendoza Ornelas, Sales Manager.
Merchandising.
Established 1985 • Personnel 5

SERVICIOS ADMINISTRATIVOS 570-2538

PIRAMIDE, S.A.

Av. Constituyentes 392
Col. Lomas Altas
Del. M. Hidalgo
11950 México, D.F.
Lic. Carlos Sánchez Escárcega, Human Resources Manager.
Consultants and representatives.
Established 1972 • Personnel 220

SUMINISTROS NACIONALES E INTERNACIONALES, S.A. 531-5868

Darwin 68, Desp. 201
Col. Anzures
Del. M. Hidalgo
11590 México, D.F.
Roberto Domínguez, General Manager.
Commission agents, manufacturers' representatives.
Established 1971 • Telex 1774587

SUMITOMO CORPORACION DE MEXICO, S.A. DE C.V. 531-5015

Presidente Masaryk 101, 16o. Piso
Col. Polanco Reforma
Del. M. Hidalgo
11560 México, D.F.
Yasuo Okuma, President.
International trade.
Telex 1771325

REPRESENTACIONES INDUSTRIALES RODRIGUEZ, S.A. 59-4077

Dr. J. Morones Prieto 3150
64800 Monterrey, N.L.
Ing. Isaac F. Rodríguez Cantú, Director; C.P. Valdemar González Gracia, General Manager; Efraín de León Martínez, Sales Manager.
Imports of bearings and industrial equipment.
Established 1977 • Personnel 40 • Telex 382322

FRALER, S.A.

584-4566

Escalientes 175, Desp. 103 y 104
Col. Hipódromo Condosa
Col. Cusuhútemoc
06100 México, D.F.
Luis Estrada Rodríguez, General Manager; Ing. Luis Estrada Capmany, Sales Manager; Diana Estrada Rodríguez, Purchasing Manager.
Distributors of industrial machinery, electrical equipment, marine equipment and supplies, diesel fuel injection equipment, diesel engines, electric motors, marine engines, motor parts.
Established 1977 • Personnel 12 • Telex 1771300

GONZALEZ CANO Y COMPAÑIA, S.A. DE C.V. 534-8380

San Francisco 1838, 5o. Piso
Apdo. Postal 44027
Col. Del Valle
Del. B. Juárez
03100 México, D.F.
Cesáreo González, General Manager; María Guadalupe R. de González, Assistant Manager; Ing. Jaime Mendoza, Sales, Paints and Inks; David Peralta, Purchasing Manager.
Distributors of carbon black, ceramic materials, paper industry raw materials, rubber, rubber industry raw materials, pigments, natural fibers, test instruments, chemicals, resins; international trade, commission agents.
Established 1971 • Personnel 32 • Telex 1771129

PROMOTORA INTERAMERICANA DE DESARROLLO, S.A. DE C.V. 548-6401 568-3228

Iglesia 2, Torre E, Desp. 305
Col. Tizapán San Ángel
Del. A. Obregón
01090 México, D.F.
Ing. José Antonio Pérez Prego, President; Lic. María Fernanda Garza Merodio, Director of Advertising and Public Relations.
Import/export of hardware.
Established 1982 • Personnel 10

PROVEEDORA DINAMICA INDUSTRIAL, S.A. 33-2602 46-9586

Dr. Jesús María González 110
Col. San Jerónimo
64040 Monterrey, N.L.
René Aguirre V., Director; Mario Aguirre, National Sales Manager; Ing. Federico Derby, Export Director.
Trading company.
Established 1985 • Personnel 3 • Telex 383046

MASEGA, S.A. DE C.V. 78-5304

Av. Lázaro Cárdenas 2475, Int. G-12
Apdo. Postal 725
66250 Garza García, N.L.
C.P. José E. Martínez Guzmán, General Director.
Foreign trade promotion.

PROMOCIONES Y ESTUDIOS INTERNACIONALES, S.A. 511-1310 528-6767

Melchor Ocampo 469-804
Col. Anzures
Del. M. Hidalgo
11590 México, D.F.
Lic. F. Donini Ferretti, Manager.
International market investigation and trade consultants, selection of foreign suppliers, import representatives, joint-venture analysis and partner searches, debt-to-equity swaps engineering.
Established 1957 • Personnel 5 • Telex 1772356

PRC EXPORTACION 9360
E. I. M.
Av. C 10-207
Guad. Jal.
Lic. Jorge Gómez Tejeda, Executive President
International trade.

PROMOTORA INDUSTRIAL DE EXPORTACION, 10-3970
S.A. DE C.V.
Pichón 1118
44910 Guadalajara, Jal.
Lic. Jorge Gómez Tejeda, Executive President
International trade.

MARTINEZ FERNANDEZ, JESUS 79-8132
Vista Rogla 412
Col. Linda Vista
67130 Guadalupe, N.L.
Jesús Martínez Fernández, Manager.
Trading company
Established 1935 • Personnel 1

MARSHALL DEAN, S.A. DE C.V. 41-0255
Valparaíso 2419-A
44620 Guadalajara, Jal.
Marshall E. Dean, General Manager.
Commission agents: grains, oilseeds and oilseed products.
Telex 684241

MAQUINARIA INTERCONTINENTAL, 571-8166
S.A. DE C.V.
Economía 165
Apdo. Postal 33-085
Col. Cuatro Arboles
Del. V. Carranza
25730 México, D.F.
Pedro R. Arrechea, President; Victor Lozaga, General Manager;
Ramón Brambila, Sales Manager.
Distribution, rental and imports of agricultural, construction, industrial, mining and fishing machinery, cranes, hoists, mixers, truck loaders, tractors and marine engines.
Established 1951 • Personnel 165 • Telex 1773192

MITSUBISHI DE MEXICO, S.A. DE C.V. 533-2100
Paseo de la Reforma 287
Col. Cuauhtémoc
Del. Cuauhtémoc
06500 México, D.F.
Shigeru Murasawa, President; Naoyoshi Uehara, Executive Vice-President; Kanji Okazawa, Executive Vice-President/Treasurer; Mitsuhiro Koshi, Director.
International trade, commission agents
Established 1962 • Personnel 61

KELEK, S.A. DE C.V. 33-2735
Liendo 627 Sur, Desp. 304
Col. Obispaño
64040 Monterrey, N.L.
Ing. Marco A. González Purata, Manager.
Representatives of American companies.
Telex 382293

FRAIMEX, S.A. DE C.V. 15-7632
Justo Sierra 2456
Sector Hidalgo
44680 Guadalajara, Jal.
Ing. Leopoldo Santoscoy de A., General Director.
International franchises and representations.

JOSE BELLETORRE
Av. Patriotismo 399
Col. San Pedro de lo
Del. B. Juárez
03800 México, D.F.
Apdo. Postal 404
06000 México, D.F.
Lic. Marco A. de la Torre, General Manager (Automotive), Ing. Carlos de la Torre, General Manager (Sears).
Manufacturers' representatives.
Established 1952 • Personnel 95 • Telex 177433

MAQUINARIA Y ACCESORIOS, S.A. DE C.V. 563-8188
Cincinnati 81, 4o. Piso
Col. Nochebuena
Del. B. Juárez
03720 México, D.F.
Gerhard Hoffmann, Manager; Ing. Imants Turcs, Manager; Ernst Konrad, Manager.
Commission agents and manufacturers' representatives.
Established 1946 • Personnel 28 • Telex 1774217

JASTC MEX, S.A. 294-6071
Av. de las Fuentes 25, 4o. Piso, Desp. 4E
Col. Lomas de Tecamachalco
53950 Naucalpan, Mex.
Apdo. Postal 1522
06000 México, D.F.
José Torres Aspa, General Administrator.
Commission agents.
Established 1958 • Personnel 4 • Telex 1772477

HARRIS, S.A. DE C.V. 521-0791
Manuel Márquez Sterling 3-B
Col. Centro
Del. Cuauhtémoc
06700 México, D.F.
Norman H. Quayle C., Vice-President and General Manager;
Hilario Yáñez M., Accountant.
Mercantile mediation.
Established 1968 • Personnel 4 • Telex 1774430

HENRY S. DABDOUB, S.A. 514-2404
Río Danubio 51, 1er. Piso
Col. Cuauhtémoc
Del. Cuauhtémoc
06500 México, D.F.
Henry S. Dabdoub, President; Lic. Enrique Dabdoub Gómez, Vice-President; Lic. Rolando Díaz M., Purchasing Manager.
Commission agents and representatives, railroad agents; telecommunications equipment, paper.
Established 1946 • Personnel 8 • Telex 1775827

J.L. ESCAMILLA COMISIONES Y REPRESENTACIONES 546-1921
Paseo de la Reforma 76, Desp. 1002
Col. Juárez
Del. Cuauhtémoc
06600 México, D.F.
José Luis Escamilla, President and General Director.
Representative of U.S. firms.
Established 1951 • Personnel 4 • Telex 1774446

GRUPO PROQUIM, S.A. 553-0177
Av. Nuevo León 54, Desp. 702
Col. Condesa
Del. Cuauhtémoc
06170 México, D.F.
Abraham Siman Passak, General Manager
Commission agents for the food and chemical industries
Established 1975 • Personnel 11

G
M
Com. Independencia
Del. B. Juárez
063630 México, D.F.
Arq. Rodolfo Miral, President; Ing. Javier Ortega Avila,
Com. del M.
International trade consultants and services
Established 1966 • Personnel 15

FOREL DE MEXICO, S.A. 566-3088
Madrid 21, Desp. 315
Col. Revolución
Del. Cuauhtémoc
06030 México, D.F.
Javier S. León, President and General Director; Julio N. García,
General Manager.
Special consignments, international trade.
Established 1954 • Personnel 16 • Telex 1777498

GRUPO MAYNARD, S.A. 43-0564
29 Oriente 808 No. 201
Col. El Mirador
72530 Puebla, Pue.
Jorge Pérez Molina, General Director; Jesús Pérez Molina,
Internacional Promotion; Kaye Owen, National Promotion; Lic.
Sergio Pérez Torreblanca, Manager.
Import/export.
Established 1985 • Personnel 12 • Telex 1778303

CORPORACIONES INDUSTRIALES, S.A. 584-5711
Insurgentes Sur 299-203
Col. Hipódromo Condesa
Del. Cuauhtémoc
06170 México, D.F.
Harvey Janoff, General Manager; Rosa Elia Munguía, Accountant;
Ronald W. Carpenter, Sales Manager.
Sales representatives of foreign companies, mainly chemical
manufacturers.
Established 1976 • Personnel 19 • Telex 1776310

BELAURY, S.A. DE C.V. 576-3288
Prof. Ingenieros Militares 72-D
Col. San Lorenzo Tlatenango
Del. M. Hidalgo
11210 México, D.F.
Juan A. Beauray, President; Héctor Palacios, Sales Manager;
Carlos Beauray, Sales Manager; Roberto García, Purchasing
Manager.
Commission agents; aluminum and aluminum products, glass
products, pharmaceutical industry machinery, dairy and chemical
plant equipment.
Established 1944 • Personnel 40 • Telex 172278

CORPORACION INTERSUB, S.A. DE C.V. 525-6336
Río Volga 80, Desp. 203 y 204
Col. Cuauhtémoc
Del. Cuauhtémoc
06500 México, D.F.
Lic. Carlos Moraes Troncoso, President; Lic. Jorge Stone, Finance
and Administrative Director; Lic. Javier Gutiérrez Sansano, Com-
mercial Director.
International trade.
Established 1985 • Personnel 14 • Telex 1776230

COMERCIO
DE C.V.
Tepepec Sur 140-110
Guadalajara, Jal.
María del Carmen Torres Suárez, Administrator; Fernando Noriega,
Sales Manager.
Commission agents, food products.
Telex 664241

COMPAÑIA EXCELSIOR, S. DE R.L. 512-6310
Madero 66, Desp. 204
Col. Centro
Del. Cuauhtémoc
06000 México, D.F.
Herta P. de Rothschild, Administrator
Commission agents, manufacturers' representatives.
Established 1933

COMPA 521-5410
López 15, Desp. 307 y 308
Col. Centro
Del. Cuauhtémoc
06050 México, D.F.
Apdo. Postal M-10771
06000 México, D.F.
Miguel Grubel, General Manager.
Representatives of foreign enterprises, mainly paper and hardware.
Established 1943 • Personnel 4

C.T.J. MAASS, S.A. 687-5029
Av. División del Norte 521, Desp. 301
Col. Del Valle
Del. B. Juárez
03100 México, D.F.
Apdo. Postal 27-113
06760 México, D.F.
Elizabeth Maass, General Manager; Concepción Bassoco de
Maass, General Director; Raúl Estrévez, Finance Advisor.
Mercantile mediation, representation and special consignments.
Established 1978 • Personnel 9 • Telex 1771300

COMISIONES EN GENERAL 512-5706
Palma 39-305
Apdo. Postal M-7090
Col. Centro
Del. Cuauhtémoc
06000 México, D.F.
E. Manuel Vélez, General Manager.
Commission agents and representatives.
Established 1955 • Personnel 5

COMERCIALIZACIONES INSTITUCIONALES, 3-6090
S.A. DE C.V.
Carr. Internacional y Rafael Buelna
Apdo. Postal 898
82000 Mazatlán, Sin.
Jakob Baumann, General Manager; G. González, Finance Manu-
ger; Raúl Martínez, Sales Manager.
International trade representatives, processed food.
Established 1981 • Personnel 22

COMISA INTERNACIONAL, S.A. DE C.V. 523-5028
1a. Cerrada de Adolfo Prieto 21-B 687-8187
Col. Del Valle
Del. B. Juárez
03100 México, D.F.
Ing. Fernando Hoyos Cávila, President of the Board; Ing. Fernando
Giffard Sánchez, General Director.
Trading company.
Established 1984 • Personnel 3

COMERCIAL S.A. DE C.V. 379-4286
Manantial Poniente 6-A
Club de Golf Hacienda
54020 Atlixapán, Méx.
Lic. M. Alavez, General Manager; Lic. Roberto Operations
Department, Olga Moreno, Administrative Department,
Foreign Trade.
Established 1986 • Personnel 3 • Telex 1771300

COMERCIAL REXCO, S.A. DE C.V. 528-5441
Copenhague 30, 5o. Piso
Col. Juárez
Del. Cusuhútmoc
06600 México, D.F.
Lic. Horst Leil, General Manager; Lic. Adalberto Bello Roch, Direc-
tor; Lic. Luis Harvey, Director.
Trading, trade finance, representations.
Established 1984 • Personnel 7 • Telex 1771300

COKE DE MEXICO, S.A. 567-0221
Poniente 116 No. 520
Col. Industrial Vallejo
Del. Azcapotzalco
02300 México, D.F.
Jorge Puñea Treviño, General Director; Clara Vázquez Rodríguez,
Sales Manager.
Wholesale and retail commission agents.
Established 1965 • Telex 1773232

COEXE IMPORTADORA, S.A. DE C.V. 393-8373
Manuel E. Izaguirre 13, 2o. Piso
Ciudad Satélite
53100 Naucalpan, Méx.
Lic. Arturo Serdio Castro, General Manager.
Trading company.
Established 1987 • Personnel 2

COMERCIAL S.A. DE C.V. 379-4286
Manantial Poniente 6-A
Club de Golf Hacienda
54020 Atlixapán, Méx.
Lic. M. Alavez, General Manager; Lic. Roberto Operations
Department, Olga Moreno, Administrative Department,
Foreign Trade.
Established 1986 • Personnel 3 • Telex 1771300

COMERCIAL REXCO, S.A. DE C.V. 528-5441
Copenhague 30, 5o. Piso
Col. Juárez
Del. Cusuhútmoc
06600 México, D.F.
Lic. Horst Leil, General Manager; Lic. Adalberto Bello Roch, Direc-
tor; Lic. Luis Harvey, Director.
Trading, trade finance, representations.
Established 1984 • Personnel 7 • Telex 1771300

COKE DE MEXICO, S.A. 567-0221
Poniente 116 No. 520
Col. Industrial Vallejo
Del. Azcapotzalco
02300 México, D.F.
Jorge Puñea Treviño, General Director; Clara Vázquez Rodríguez,
Sales Manager.
Wholesale and retail commission agents.
Established 1965 • Telex 1773232

COEXE IMPORTADORA, S.A. DE C.V. 393-8373
Manuel E. Izaguirre 13, 2o. Piso
Ciudad Satélite
53100 Naucalpan, Méx.
Lic. Arturo Serdio Castro, General Manager.
Trading company.
Established 1987 • Personnel 2

COMERCIAL S.A. DE C.V. 379-4286
Manantial Poniente 6-A
Club de Golf Hacienda
54020 Atlixapán, Méx.
Lic. M. Alavez, General Manager; Lic. Roberto Operations
Department, Olga Moreno, Administrative Department,
Foreign Trade.
Established 1986 • Personnel 3 • Telex 1771300

COMERCIAL REXCO, S.A. DE C.V. 528-5441
Copenhague 30, 5o. Piso
Col. Juárez
Del. Cusuhútmoc
06600 México, D.F.
Lic. Horst Leil, General Manager; Lic. Adalberto Bello Roch, Direc-
tor; Lic. Luis Harvey, Director.
Trading, trade finance, representations.
Established 1984 • Personnel 7 • Telex 1771300

COKE DE MEXICO, S.A. 567-0221
Poniente 116 No. 520
Col. Industrial Vallejo
Del. Azcapotzalco
02300 México, D.F.
Jorge Puñea Treviño, General Director; Clara Vázquez Rodríguez,
Sales Manager.
Wholesale and retail commission agents.
Established 1965 • Telex 1773232

COEXE IMPORTADORA, S.A. DE C.V. 393-8373
Manuel E. Izaguirre 13, 2o. Piso
Ciudad Satélite
53100 Naucalpan, Méx.
Lic. Arturo Serdio Castro, General Manager.
Trading company.
Established 1987 • Personnel 2

INDS 12-2238
 43100 Guadalajara, Jal.
 Ing. F. Javier Ceballos Godoy, Administrator.
 Distributors of chemical and pharmaceutical industry raw materials, plastics and rubber industry machinery and equipment, plastic materials, chemicals.
 Telex 684241

TECNICA DE RECURSOS 5-6633
 EMPRESARIALES, S.A.
 5 de Mayo No. 356-102
 Col. Centro
 20000 Aguascalientes, Ags.
 Felipe González González, Director; Ing. Juan Cummins, Administrative Director; Lic. Carlos Navarro Franco, International Trade Manager.
 Import/export.
 Established 1985 • Personnel 4

MATERIALES MOLDEABLES, S.A. DE C.V. 572-0800
 Calle Río San Javier 18
 41500 Atlixapán de Zaragoza, Méx.
 Norman Spencer, Managing Director; Enrique González, General Manager; Laura Luis, Purchasing Manager; Miguel Shouse, Sales Manager.
 Manufacturers of molding compounds, injection and compression molds. Agents for plastic molding machinery.
 Established 1960 • Personnel 200 • Telex 1771036

MATERIALES, IMPORTACIONES,
 REPRESENTACIONES, S.A. 510-1177
 López 1, Desp. 102
 Col. Centro
 Del. Cuauhtémoc
 06080 México, D.F.
 Juan Gutiérrez González, General Manager.
 Distributors of railroad equipment.
 Established 1947 • Personnel 4

TECNICOS ARGOSTAL, S.A. DE C.V. 515-8580
 Av. Jalfaco 180
 Apdo. Postal M-2511
 Col. Tacubaya
 Del. M. Hidalgo
 11970 México, D.F.
 Ing. Carlos García M., General Director; Ulrich Bruenger, Sales Director; María de Lourdes Anaya, Comptroller.
 Exporters and distributors of machine tools, inspection and measuring instruments, plastics machinery, steel.
 Established 1960 • Personnel 61 • Telex 1774208

TECNICA COMERCIAL VILSA, S.A. DE C.V. 523-5696
 San Francisco 503-1102
 Col. Del Valle
 Del. B. Juárez
 03100 México, D.F.
 Luis Vidales S., General Manager; Ana María Carbajal C., Assistant General Manager; Teodoro Martínez C., Sales Manager.
 Import/export of food processing equipment and raw materials, medical equipment, security equipment, spare parts.
 Established 1982 • Personnel 9 • Telex 1764366

AGENCIA COMERCIAL AMERICANA S.A. 536-6000
 Ameyalco 10-208
 Col. Del Valle
 Del. B. Juárez
 03100 México, D.F.
 Hugo Schoener Rapp, General Manager.
 Machine manufacturers' representatives.
 Established 1928 • Personnel 3 • Telex 1773753

ANDEX, S.A. DE C.V. 541-3150
 Av. Río Consulado 517
 Col. Atlampa
 Del. Cuauhtémoc
 06450 México, D.F.
 Apdo. Postal 26371
 02860 México, D.F.
 Heriberto Bohnen, President of the Board; Hans J. Weiss, General Director; Ing. Benjamin Recht, Sales Manager; Erich Gabber, Import Department Manager.
 Machine tools and industrial products.
 Established 1960 • Personnel 35 • Telex 1772580

AMTEA DE MEXICO, S.A. 395-0178
 Blvd. Manuel Avila Camacho 40-418
 Apdo. Postal 77-222
 Col. El Parque
 53390 Naucalpan, Méx.
 Saveno Zuchovicki A., General Manager; Reyna Reboledo G., Purchasing Manager.
 Distributors of machine tools and industrial machinery.
 Established 1977

SEGURIDAD INTEGRAL, S.A. DE C.V. 31-6533
 D.F. 25-A
 45060 Guadalajara, Jal.
 Lic. Fernando Palacios Landa, President.
 Distributors of safety equipment.

ASESORAMIENTO TECNICO 397-6858
 INDUSTRIAL, S.A.
 Viveros de la Colina 24
 Apdo. Postal 306
 Fracc. Viveros de la Loma
 54080 Tlalneapan, Méx.
 Emma Pérez, Administrative Manager; Ernesto Medina, Sales Promotion.
 Distributors of hydraulic presses and shears for structurals, punch presses, beamlines and angle lines.
 Established 1966 • Personnel 6

BEZAURY, S.A. DE C.V. 576-3288
 Prof. Ingenieros M. Flores 72-D
 Col. San Lorenzo Tlahitango
 Del. M. Hidalgo
 11210 México, D.F.
 Juan A. Bezaury, President; Héctor Palacios, Sales Manager; Carlos Bezaury, Sales Manager; Roberto García, Purchasing Manager.
 Commission agents: aluminum and aluminum products, glass products, pharmaceutical industry machinery, dairy and chemical plant equipment.
 Established 1944 • Personnel 40 • Telex 172278

DISTRIBUIDOR
PARA LA INDUSTRIA GOSA, S.A. DE C.V.
Av. Chapultepec 247, 2do. Piso
Col. Juárez
Del. Cuauhtémoc
06600 México, D.F.
Guillermo Ojeda J., General Director, Alfredo Tenorio S., General
Manager, Gerardo García D., Sales Representative.
Distributors of industrial equipment, parts and materials.
Established 1985 • Personnel 3

EQUIPOS MECANICOS, S.A. 527-2060
Marina Nacional 60
Col. Anáhuac
Del. M. Hidalgo
11320 México, D.F.
Guillermo Gutiérrez Saldívar, General Director, Lic. Miguel Robledo
Landerero, Administrative Director.
Distributors of construction equipment, tractors, cranes, material
handling equipment, industrial machinery, drilling equipment,
scaffolding.
Established 1941 • Personnel 130 • Telex 1772594

EQUIPOS DE PROCESO, S.A. 531-3275
Ejército Nacional 752
Col. Polanco
Del. M. Hidalgo
11550 México D.F.
Octavio Carroto, General Director; Julio Senderos, Sales Manager;
Arturo O. de Ora, Purchasing Manager.
Evaporators, crystallizers, grinding ball mills, hammer mill pulveriz-
ers, rotary dryers, fluid bed dryers, dust bag collectors, scrubbers,
distillation towers, tower trays and internals, compressed air dryers,
inert gas generators, nitrogen generators, reactors, ribbon mixers,
heat exchangers
Established 1959 • Personnel 410 • Telex 1772501

EQUIPOS DE MANEJO Y PROCESO,
S.A. DE C.V. 760-6111
H. Congreso de la Unión 5625
Col. Bandojito
Del. G.A. Madero
07350 México, D.F.
Ing. Patricio J. Aguilar, Director; Ricardo Sobrino, Export Manager;
Manuel Panero Martín, Sales Manager.
Sales and service of industrial equipment.
Established 1984 • Personnel 45 • Telex 1762313

HERRAMIENTAS INTERAMERICANAS, 392-9491
S.A. DE C.V.
Av. Tenayuca Tlalnepantla 23
54150 Tlalnepantla, Méx.
Apdo. Postal 16315
02000 México, D.F.
E. Dean Aiken, General Manager; Juan I. Romo, Finance and
Administrative Manager; Gordon Collier, Sales Manager; Alejandro
Pérez, Materials Manager
Equipment and tools for extracting oil and gas, oil well completion
equipment.
Established 1968 • Personnel 142 • Telex 172261

MAKIMEX, S.A. DE C.V. 397-3955
Av. Viveros de Atizapán 123
54080 Tlalnepantla, Méx.
Ing. José Luis Huerta García, General Director; Evencio Ramírez
Castor, Organization Manager.
Distributors of industrial machinery.
Established 1977 • Personnel 210

INDUSTRIAS INCORPORADAS
529-3447
Ir
C
D
06170 México, D.F.
Harvey Janoff, General Manager, Rosa Efra Munguía, Accountant;
Ronald W. Carpenter, Sales Manager.
Sales representatives of foreign countries of chemical
manufacturers.
Established 1976 • Personnel 19 • Telex 1776310

HERRAMIENTAS EXCLUSIVAS Y MAQUINARIA, 547-0448
S.A. DE C.V.
Mariano Azuela 194
Col. Santa María la Ribera
Del. Cuauhtémoc
06400 México, D.F.
Lic. Graciela Nuño Fernández, General Manager.
Tools and machinery.
Established 1979 • Telex 17622151

HERRAMIENTAS ELECTRICAS 591-0583
PORTATILES, S.A.
Antonio Caso 153
Col. San Rafael
Del. Cuauhtémoc
06470 México, D.F.
Humberto García Pérez, General Manager; Humberto García Ortiz,
Administrative Manager; Gabriela Salazar, Sales Manager.
Distributors of electric tools.
Established 1965 • Personnel 40

HERRAMIENTAS Y VALVULAS, S.A. DE C.V. 750-1400
Pelicano 128
Col. Granjas Modernas
Del. G.A. Madero
07460 México, D.F.
Lic. Miguel Cerezo Rodríguez, General Manager; Lic. José S.
Gómez, Administrative Manager; Angel Urdín V., Sales Manager.
Cutting, precision, measuring, hand and electric tools.
Established 1965 • Personnel 36 • Telex 1762371

REPRESENTACIONES HAMILTON, S.A. 529-2341
Degollado 202
Col. Buenavista
Del. Cuauhtémoc
06300 México, D.F.
Clyde M. Hamilton F., General Director; Lic. Sergio Aguilar J.,
Manager.
Distributors of industrial and mining equipment.
Established 1969 • Personnel 14

TECTROL, S.A. DE C.V. 70-5028
Av. Alfonso Reyes 3107 70-7164
Fracc. Bernardo Reyes
64280 Monterrey, N.L.
Ing. Fernando Rivadeneyra, General Manager.
Industrial instruments.
Established 1981 • Personnel 18 • Telex 382002

TEXAS INDUSTRIAL MACHINERY 512-837-3918
CORPORATION
9906 Gray Boulevard
Austin, TX 78758
U.S.A.
G.F. "Joe" Lawton, Jr., President; L. Gay Lawton, Vice-President.
Distributors of machine tools, fabricating equipment.
Established 1972 • Personnel 5

IEP HOJEL, S.A. DE C.V.

Campos Eliseos 385, Torre B, 4o. Piso
Col. Polanco Reforma
Del. M. Hidalgo
11560 México, D.F.

520-5852

John Odabashian, Vice-President; Anáhuac Pastor, General Director

Manufacturers of industrial process equipment, engineering, combustion systems and controls, environmental control equipment.
Established 1975 • Personnel 75 • Telex 177722

SEPIA, S.A.

Tel. 395-1693

Bldv. Manuel Avila Camacho 40, Desp. 311
Col. El Parque Naucalpan
53390 Naucalpan, Mex.

José Montaña Pérez, General Director; Francisco Garduño Nieves, Sales Manager

Manufacturers of food industry machinery
Established 1981 • Personnel 120 • Telex 177-2062

INDUSTRIAL DE ENSAMBLES, S.A.

Tel. 576-2022

Calz. San Esteban Poniente 57
Col. Lázaro Cárdenas
53560 Naucalpan, Mex.

Fausto Celorio, General Director; Alejandro Bougue, Sales Manager

Manufacturers of automatic tortilla-making machinery
Established 1947 • Personnel 450

WIRZ Y MACHUCA, S.A.

Tel. 355-0700

Xocolitla 110
Col. del Gas
Del. Azcapotzalco
02950 México, D.F.

Ing. Eduardo Fuertes, General Manager; C.P. Adolfo Muñoz Sánchez, Comptroller; Rubén Tinajero Vega, Sales Manager; Albina Peralta, Purchasing Manager

Manufacturers of conveyors, bucket elevators, industrial machinery
Established 1961 • Personnel 100 • Telex 177-1300

BICOR DISEÑO CIENTIFICO, S.A. DE C.V.

557-6444

Presa Sanalona 12
Col. Irrigación
Del. M. Hidalgo
11500 México, D.F.

Ing. Moisés Bicas, General Manager; José Manuel Cuevas, Finance Manager

Machinery: centrifugal, positive displacement and vacuum pumps, process equipment, mixers, mills, dryers and material handling equipment

Established 1966 • Personnel 8 • Telex 1773929

MAQUINARIA Y REFACCIONES ESPECIALIZADAS, S.A. DE C.V.

689-1160

Irlanda 17
Col. Parque San Andrés
Del. Coyoacán
04040 México, D.F.

Ctlio Mesinas Peredo, President; Jorge García, Sales Manager; Daniel López Jiménez, General Accountant

Manufacturers of spare parts, distributors of bottling machinery
Established 1961 • Personnel 89

ALTA FRECUENCIA INDUSTRIAL, S.A. DE C.V.

Tel. 574-1000

4a. Cerrada de Retoño 115
Col. El Retoño
Del. Iztapalapa
09440 México, D.F.

Ing. Oscar Herrera B., General Manager; Fernando Carmona, Administrative Manager

Manufacturers of plastics machinery and equipment, packaging machinery
Established 1969

INDUSTRIAL DE ENSAMBLES, S.A.

576-2022

Calz. San Esteban Poniente 57
Col. Lázaro Cárdenas
53560 Naucalpan, Mex.

Fausto Celorio, General Director; Alejandro Bougue, Sales Manager; Guillermo C. Celorio, International Sales Manager

Manufacturers of automatic tortilla-making machinery
Established 1947 • Personnel 40

DORR-OLIVER DE MEXICO, S.A. DE C.V.

Tel. 688-5877

Av. Cuauhtémoc 1308, Desp. 302 al 304
Col. Santa Cruz Atoyac
Del. B. Juárez

03310 México, D.F.

Miguel Ángel Olvera L., General Manager; Francisco Javier Saavedra, Comptroller; Cuauhtémoc Robledo E., Sales Manager; Fernando de la Paz, Purchasing Manager

Manufacturers of chemical plant equipment, filters, water treatment equipment, food processing machinery, pumps, sugar industry machinery

Established 1958 • Personnel 15 • Telex 177-6201

MAQUINDAL, S.A. DE C.V.

Tel. 760-4983

Av. Henry Ford 341
Col. Bandojito
Del. G.A. Madero
07850 México, D.F.

Ing. Ramón Gutiérrez, General Manager; Lic. Alejandro Araujo, Personnel Supervisor; Francisco J. López, Sales Manager; Ing. Luis Araujo, Purchasing Supervisor

Manufacturers of machinery for the food industry.
Established 1983 • Personnel 215

INMAN, S.A.

Tel. 577-4211

Av. Gran Canal 6675
Apdo. Postal 14-850
Col. Aragón
Del. G.A. Madero
07000 México, D.F.

Ing. Oscar Calderón García, General Manager; Javier Alcántara, Finance Manager; Oscar Calderón, Sales Manager; Miguel Ángel Nates, Purchasing Manager

Manufacturers of conveyors, systems for bulk materials, packages and heavy loads

Established 1956 • Personnel 130 • Telex 176-0021

GRUPO TORREY

51-4595

Av. Los Angeles 2904 Oriente, Altos
Apdo. Postal 40, Suc. A
Fracc. Industrial Nogalar
66400 San Nicolás de los Garza, N.L.

Ing. Juan Rodríguez Ochoa, President; Ing. Juan G. Rodríguez, Vice-President; Ing. Enrique Pérez V., Import/Export Manager

Manufacturers of food processing equipment

Established 1970 • Personnel 450 • Telex 383213

PLASTICOS ARCO IRIS, S.A. DE C.V. Tel. 21-9184
 Iturbide 5210
 45030 Zapopan, Jal.
 J. Sergio Bueno y Cadena, Director
 Manufacturers of plastic containers and plugs.
 Established 1980 • Personnel 35

GEO. J. MEYER DE MEXICO, S.A. DE C.V. 21-6048
 Pedro de Alarcón 45
 Apdo. Postal 6-164
 45020 Guadalajara, Jal.
 Ing. Sergio Medina Gómez, General Manager
 Manufacturers of bottling and packaging machinery
 Established 1964 • Personnel 144 • Telex 681737

SHARPLES STOKES, S.A. DE C.V. Tel. 398-8700
 Ing. Adolfo Fritz Corona, President; Armando Chong Moreno, Comptroller; Ing. Enrique Campillo R., Sales Manager; Delfina Martínez C., Purchasing Manager. Recursos Petroleros No. 7, Fracc. Industrial La Loma, Tlalnepantla, Méx., 54060 México. Manufacturing: Pumps, pumps, metering; distillers; water treatment equipment, processing equipment, granulators, pharmaceutical industry machinery, gages, environmental control equipment, marine equipment and supplies, laboratory equipment, chemical plant equipment, measuring instrument, manometers, food processing machinery, paper industry machinery. Established: 1952, Personnel: 74, Sales: 153 million pesos.

INDUCA, S.A. Tel. 582-5100
 Ing. Rafael Castro Flores, Managing Director; Ing. Enrique Haw Ramirez, General Manager; Lic. Fortunato Gloria Haro, Purchasing Manager. Calz. Tulyehualco 153, Col. Santa Isabel, Del. Iztapalapa, 09820 México, D.F. Telex: 17-77-609. Manufacturing: Industrial screens, elevators, industrial machinery, mining equipment, agricultural machinery, construction equipment, sugar industry machinery, cement industry machinery, glass industry machinery, rubber industry machinery, iron and steel industry machinery, conveyors. Established: 1980, Personnel: 95, Sales: 43.6 million pesos

CAMPCO DE MEXICO, S.A. DE C.V. Tel. 565-1511
 Via José López Portillo 8-8
 54940 Tultitlan, Mex.
 Apdo. Postal 280
 54000 Tlalnepantla, Méx.
 Francisco Quijano, General Manager; Alfonso Jurado, Personnel Manager; Oscar Rodríguez, Finance Director; José A. Ariztegui, Sales Manager; Tomás Olivares, Head of Purchasing Department.
 Manufacturers of plastic products.
 Established 1960 • Personnel 208

EMEC, S.A. DE C.V. Tel. 670-2777
 Tulyehualco 205-J
 Col. Santa Isabel Iztapalapa
 Del. Iztapalapa
 09820 México, D.F.
 Lic. Erich Walz H., General Manager; Raul Prado M., Production Manager
 Construction and manufacturers of machinery for the plastics industry
 Established 1974 • Personnel 23

VITRO INDUSTRIAS BASICAS, S.A. Tel. 51-5400
 Humberto Jasso, Managing Director; C.P. Arturo Garza Maldonado, Metalurgic Division Director; Federico J. Dercy Gutiérrez, Machines Director; Feliciano Villarreal González, Purchasing Manager. Cerro de las Mitras 2611, Col. Obisepado, Monterrey, N.L., 64010 México. Telex: 038-27-89. Manufacturing: Forged products, foundry, glass industry machinery, plastics machinery and equipment, industrial machinery. Established: 1943.

FERRO MEXICANA, S.A. DE C.V. Tel. 760-6100
 Ing. Antonio Eroles, President; Héctor Ortino, Managing Director; Ing. Raúl Aguilar, Corporative Director. Oriente 171 No. 450, Col. San Juan de Aragón, Del. G.A. Madero, 07490 México, D.F. Telex: 17-71-312. Manufacturing: Ceramic materials, ovens and furnaces, crucibles, processing equipment, painters equipment, plastics machinery, glass industry machinery, pigments, ceramic coatings, refractories, dryers. Established: 1946.

TAPON CORONA, S.A. DE C.V. 394-0644
 Av. de los Angeles 303
 Col. San Martín Xochimáhuac
 Del. Azcapotzalco
 02210 México, D.F.
 Ing. Patricio Zapata G., General Director; Paulo Zapata, General Manager; Lic. Alejandro Rodríguez, Industrial Relations Manager
 Manufacturers of bottle caps
 Established 1936 • Personnel 250 • Telex 1772504



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RED	25978	ROUGE

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