Country: Mexico

Report Title: Equipment for the Distribution, Transportation, and Storage of Petroleum Refined Products

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Summary

This sub-sector market research report analyzes the market for equipment used for the distribution, transportation and storage of Petroleum refined products. This report includes information on the demand for equipment needed for the distribution, transportation and storage of gasoline, diesel, and fuel oil products used by the automotive, industrial, and aviation sectors. This market is expected to grow approximately 12 percent from 2008 to 2009. This market has become more competitive, especially due to the efforts made by companies from Korea, China, Canada, Germany, and others.

The total market in 2007 for equipment used in the distribution, transportation and storage of refined products was USD1.7 billion. It is expected that the total market will increase to USD2.2 billion by the end of 2008. Mexico's government owned petroleum company -Pemex considered the world's ninth largest oil company and third biggest world crude oil producer, is the major end-user of equipment for this sub-sector. Pemex purchases of equipment and services are done through international and domestic tenders.

Market Demand

For 2008, Pemex was authorized by the Mexican Congress a budget around USD 20 billion. Pemex Refining, one of the company's four subsidiaries (others are Pemex Exploration and Production, Pemex Gas and Basic Petrochemicals and Pemex Petrochemicals) was assigned 20 percent (USD 4 billion) of the total budget to continue with the modernization of the refining capacity in its six refineries, storage and distribution of refined products (gasoline, diesel, fuel oil, etc.).

The refining and storage capacity in each of the six refineries as of January 2008 is in Table 1. The storage of refined products in each one of the refineries accounts only for around 7.6 of the total, and it is done basically for emergency purposes. The other 92.4 percent of the storage is done in five terminals and sales points of refined products. (Table 3).

Table 1
Pemex Refining and Storage Capacity of Refined Products
(Thousands of barrels per day, January 2008)

Refineries	Capacity	Storage	Percentage(%)
Salamanca	245	22.0	9.0
Tula	320	32.0	10.0
Cadereyta	275	16.5	6.0
Madero	195	13.7	7.0
Minatitlan	200	12.0	6.0
Salina Cruz	330	23.1	7.0
Total	1,565	199.3	7.6

Source: Pemex Refining Subsidiary statistics, January 2008.

Tables 2 shows that Pemex has the capacity in its six refineries to produce 476.0 thousand barrels per day of gasoline; 360.0 thousand barrels per day of diesel; 274.0 thousand barrels per day of fuel oil, 74.0 thousand barrels per day of jet fuel, and 381.0 thousand barrels per day of liquid gas and specialized industrial refined products.

Table 2
Pemex Refining Capacity by Products
(Thousands of barrels per day, January 2008)

Refineries	Capacity	Gasoline	Diesel	Fuel Oil	Jet Fuel	Others*
Salamanca	245.0	70.0	52.0	32.0	8.0	83.0
Tula	320.0	92.0	61.0	67.0	23.0	77.0
Cadereyta	275.0	88.0	88.0	7.0	12.0	80.0
Madero	195.0	70.0	55.0	18.0	8.0	44.0
Minatitlan	200.0	55.0	34.0	60.0	1.0	50.0
Salina Cruz	330.0	101.0.	70.0	90.0	22.0	47.0
Total	1,565.0	476.0	360.0	274.0	74.0	381.0

Source: Pemex Refining Subsidiary statistics, January 2008.

* liquid gas and others.

Pemex also has terminals and sales points to store refined products that requires daily supervision which often is carried out by private firms with the assistance of on-site Pemex technicians. Table 3 has the location of the terminals and sales points storage capacity.

Table 3

Location of Terminals and Sales Points for Refined Products

(Thousands of barrels, January 2008).

Location	Installed Capacity
Valley of Mexico Zone	1,094.0
Center Zone	1,926.5
North Zone	2,827.6
Southern Zone	1,577.3
Western Zone	3,996.6
Total	11,422.0

Source: Pemex Refining Subsidiary statistics, January 2008.

As of January 2008, Pemex Refining had a total 9,115 kilometers of pipe lines for refined products to distribute the products to 77 storage and distribution terminals, over 1,300 specialized trucks to transport gasoline and diesel to 7,400 gas stations that sell gasoline and diesel. Pemex also has ground transportation agreements with 60 private companies that operate over 2,000 trucks. At the end of 2007, the gas stations sold over 621 thousand barrels of gasoline per day and over 253 thousand barrels of diesel per day.

Pemex has 20 vessels to export refined products and often allows foreign customers to use their own fleet of vessels to move the product.

Market Data

The market for equipment for the distribution, transportation, and storage of refined product is expected to grow at an average of 12.0 percent during the next two years (Table 4), due to priorities set by Pemex, the budget already assigned for 2008 and the projected budget for 2009 (USD 25 billion).

The figures in Table 4 also show that the total market size for equipment for the distribution, transportation and storage of refined products will increase from USD 1.7 billion in 2007 to USD2.2 billion by the end of 2008. According to Pemex officials, 80 percent of the demand will be supplied by large contractors for turn key projects announced in international tenders and 20 percent will be direct purchases from manufacturers by Pemex.

Total imports of equipment for the distribution, transportation, and storage of oil refined products will grow at an average of 15 percent from 2007 to 2008. The growth is expected to be similar from 2008 to 2009.

Table 4
Market Size for Equipment for the Distribution, Transportation, and Storage of Petroleum Refined Products
(USD Millions)

	2006	2007	2008 Estimate *	2008-2009 Growth rate
Import Market	1,310.0	1,467.2	1,687.3	15.0%
Local Production	990.0	1,019.7	1,045.2	2.5%
Exports	662.4	688.8	709.5	3.5%
Total Market**	1,637.6	1,798.1	2,2023.0	12.0%
Imports from U.S.	720.5	850.9	1,012.4	15.0%

* The 2008 estimate is a projection of data available in January 2008

Exchange Rates: 1 USD = 10.50

Inflation rate: 2007, 3.5; expected in 2008: 3.7

Sources: Statistics from the Mexican Import and Export Bank (Bancomext); Pemex, Annual Report; interviews with Pemex's officials and members of the College of Petroleum Engineers of Mexico (Colegio de Ingenieros Petroleros de Mexico).

Best Prospects

Storage

Increase the storage capacity of refined products (gasoline, diesel, and fuel oil) in the terminals of Dos Bocas, and Villahermosa, Tabasco; Pajaritos, Perote, Tierra Blanca, Jalapa, Minatitlan and Veracruz, Veracruz; Acapulco and Iguala, Guerrero; Irapuato, Guanajuato; Queretaro, Queretaro; Tehuacan, Puebla; Morelia, Uruapan and Zamora, Michoacan; Ciudad Madero, Ciudad Victoria, Ciudad Mante, Nuevo Laredo, and Reynosa,Tamaulipas; Santa Catarina, Nuevo Leon; Colima, Colima; Culiacan, Mazatlan, and Topolobampo, Sinaloa; Tapachula and Tuxtla Gutierez, Chiapas; Guadalajara and El

Castillo, Jalisco. Pemex Refining will invest over USD 1.5 billion from 2008 to 2010 to increase the storage capacity in the above cities.

Ground Transportation

Pemex has allocated for 2008-2011 a budget of USD1.5 billion to purchase new transportation trucks for refined products.

Marine Transportation

Replacement of 10 refined products vessels. Pemex has over USD1.5 billion budget for the period 2008-2012.

Pipelines

Installation of over 1,000 new kilometers of pipe for refined products (24 to 30 inches in diameter); inspection for leakages of 3,000 kilometers of pipe and replacement of 1,000 kilometers of pipe of refined oil products. Pemex has a budget for 2008 of USD 800 million for the pipelines project.

Pemex has an exclusive agreement to sell directly to Mexico's Airports authority (Aereopuertos y Servicios Auxiliares-ASA) jet fuel for 57 airports. ASA has indicated that will invest during 2008 to 2012 USD200 million to increase its installed capacity of jet fuel pipelines and to renew old pipelines, and underground storage tanks in the airports of Mexico City, Cancun, Monterrey, Guadalajara, Queretaro, Puebla, Morelia, Zacatecas, Durango, San Luis Potosi, etc.

Gas Stations

Pemex Refining subsidiary has a gas station franchise program that includes 7, 400 gas stations in the country. Pemex's goal is to have 8,000 gas stations by the end of 2009, therefore, it continues to invite private companies to participate in the franchise program to sell gasoline and diesel.

To implement the above projects, Pemex will invite companies to bid on turn key projects announced on international and domestic tenders where large orders of turbines, heat exchangers, pressure vessels, centrifugal pumps, alternative compressors, steam turbines, coolers, filters, reactors, pipe for oil refined products, monitoring instruments for pipe leakages of refined oil products, and engineering services for the replacing of old pipe of refined products, among others will be required.

Key Suppliers

Local manufacturers are present in almost all equipment categories, as well as the distributors of oil refining, storage and transportation equipment. The below-mentioned companies are potential partners for U.S. firms and are some of the most important importers and distributors in the Mexican market:

Naviera Integral, Naviera NW, Transporte y Servicios Marítimos, S.A de C.V., GEOMAREX, TUBACERO, TECSA, WALWORTH, ROSEN Inspection, Tubería Laguna, Grupo Petrogas de Monterrey, Fugro México, Lavisa, RNB S.A. de C.V., SICSA, Suministros Industriales Carrizales, Grupo R, Tamsa. Global Offshore México, Fabricación de Maquinas,Tanques Especializados de Chihuahua, Corporación Denver, Secner, FISEI, GBI Instrumentación, STEVAC, Protexa, etc.

The main third country competitors are Korea, China, Canada, and Germany. The corresponding percentages are given in Table 5.

Table 5
Origin of Imports
Market Share (%)

Market share	2006	2007	2008 Estimate
US	55.0	58.0	60.0
Korea	12.0	12.0	10.0
China	10.0	10.0	6.0
Canada	9.0	10.0	11.0
Germany	7.0	7.0	6.0
Others	7.0	3.0	7.0

Third-country competitors

Third country firms usually have a representative in Mexico or have a strategic alliance with a local oil refining, storage, and transportation equipment firm. Many have actively promoted their interests during the last five years by participating in trade shows and technical seminars in Mexican cities where refining activities take place (six refineries). When shows and seminars are held in their countries, they may invite Pemex officials and potential representatives to participate with all expenses paid. These visits include tours of the manufacturing plants, refineries, end-users, research institutions, which many times result in cooperation agreements, exchange of research information, and technical training programs. The below firms are some of the third country competitors.

Company	Country of Origin
Emerson	Swedish
Sunkyoung Engineering	Korea
Samsung Engineering	Korea
Zhejiang Jinggong Valve Factory of China	China
Total	France
Shanghai Forging Company	China
Mitsubishi Corp.	Japan
TransCanada	Canada
Siemens	Netherlands

Prospective Buyers

Private Sector

The companies in the sub-sectors that will offer the greatest opportunities to the U.S. suppliers of equipment and services are:

Government Sector

Pemex (Mexico´s government-owned petroleum company) subsidiary Pemex Refining is Mexico's government sector major end-user of oil refining, storage and distribution equipment and services.

To participate in Pemex projects, companies are recommended to become familiar with Pemex programs and to find a local representative that monitors the domestic and international tenders that are governed by Mexico's Public Work laws and by the regulations of the World Bank and the Inter-American Development Bank (IDB).

ASA (Aereopuertos y Servicios Auxiliares) is a government owned company that has the exclusive distribution of jet fuel in the country. ASA purchase the jet fuel directly form PEMEX and distributes the fuel through its own pine lines network and underground storage tanks located in the 57 national and international airports. ASA has a budget of over USD900 million for 2008-2009.

Companies are recommended to review the list of tenders published on Tuesdays and Thursdays in the Mexican Official Gazette (Diario Oficial, http://compranet.gob.mx) and to follow the guidelines and requirements of the tenders for technical and economic proposals.

Pemex Requirements

To participate in Pemex tenders, companies must first become registered on Pemex´s Equipment and Suppliers list. It is easy to register. International companies are required to register personally or through a local legal representative.

As of January 2008, a total of 10,590 firms were registered; 9,980 are local firms and 610 international firms. A total of 1500 are U.S; 70 from Canada; 30 from Korea; 20 from Germany; and the rest from Spain, Taiwan, Brazil, and Japan.

The Following are the basic steps to register:

a) Companies can begin the process by contacting by e-mail Pemex´s Suppliers Registration Coordination Area (sipc@dca.pemex.com) or by filling out an application at Pemex's internet site (www.pemex.com) or by obtaining the application directly at Pemex' headquarters. Address: Av. Marina Nacional 329, Edificio A, Piso 2, Col. Huasteca, 11311 Mexico, D.F., tel. (011-5255) 1944-8087, fax. (011-5255) 1944-9062.

b) The company must present the application with a copy of its articles of incorporation in Spanish, notarized in the locality where the firm has its offices;

c) Companies are responsible for renewing their registration annually;

d) Companies are responsible for reviewing the list of tenders published on Tuesdays and Thursdays in the Mexican Official Gazette (Diario Oficial, www.compranet.gob.mx) and to follow the guidelines and requirements of the tenders for technical and economic proposals.

Types of Tenders

National Tenders

a) are limited to purchases between US$10,256 to US$153,846;
b) are limited to participation by Mexican suppliers (U.S. firms with Mexican joint ventures or local representatives/ distributors are considered to be Mexican suppliers);
c) must have at least fifty percent local content;
d) must receive at least three national bid proposals (whether via invitation or public tender), or otherwise must be subject to international bid.

International Tenders

a) required for purchases above US$153,846; (under NAFTA, above US$250,000);
b) are required whenever Mexican suppliers cannot fill the requirements for a national tender;
c) are subject to applicable Free Trade Agreements. (Mexico has signed FTA´s with the U.S. and Canada, Bolivia, Costa Rica, Colombia, Venezuela, Chile, and with the European Community);
d) are subject to conditions imposed by international financial institutions when the contracts include credits granted by them (World Bank, Inter-American Development Bank and EximBank); and,

e) are without any requirement for local content.

Invitational Tenders

Pemex is allowed to establish its own parameters. These awards are used for small purchases, and are very much like the sole-source procedure. The threshold for invitational tenders for small purchases is defined annually, typically ranging from US$833.33 to US$17,692.00 dollars, for machinery and equipment respectively. They also can use invitational tenders for emergency tenders.

Import, Duties and Taxes

According to the 1998 modifications in the Mexican customs law, the participation of a customs broker is not obligatory for imports if all legal and technical requirements are met. In the same change, in order to import some goods, it is now required that the importer be registered as such with the Secretariat of Treasury and Public Credit (Secretaria de Hacienda y Credito Publico-SHCP). The participation of a customs broker is suggested when the exporter is not familiar with Mexican standards and customs processing procedures.

Almost all storage, distribution, and transportation of petroleum refined products equipment from NAFTA countries are exempt from any import duties. Duty for non-NAFTA countries range from 3 to 15 percent for the same products. For specific tariff information on non-NAFTA rates for the oil and gas industry, contact the Commercial Service's Francisco Ceron in Mexico City. His contact information is listed at the end of this report.

A 15 percent Value Added Tax (IVA) is assessed on the cumulative value, consisting of the U.S. plant value (invoice) of the product, plus the inland U.S. freight charges, any other costs listed separately on the invoice such as export packing plus the duty. The importer will pay other IVA fees for such services as the inland Mexico freight and warehousing. The IVA tax is only 10 percent for border area destinations. The IVA is recovered at the point of sale.

The following example shows the difference in import costs for a NAFTA firm versus a non-NAFTA firm. The example also shows the effect of the 15 percent IVA on the final import price versus a non-NAFTA manufacturer's price.

Direct Import Cost Template

	US Firm	Non-NAFTA Firm
Base Price	$100.00	$100.00
Freight (estimated 8.0%)	8.00	8.00
Insurance (1.5% of C&F)	1.62	1.62
Dutiable base =CIF	109.62	109.62
Ad Valorem Duty (3.0%)	0	3.29
Value Added Tax (15.0%)	16.44	16.94
Total	$126.06	$129.85
Port Costs (Unloading, storage, Est 6.0% CIF)	7.56	7.79
Freight forwarder fee (Est. 1.5% CIF)	1.64	1.64
Bank charges (2.0% of FOB price)	2.00	2.00
GRAND TOTAL	$137.26	$141.28

Note:

As of July 1, 1999 NAFTA originating goods are no longer subject to the 0.8% customs processing fee. A NAFTA certificate of origin is needed to take advantage of this exemption.

Temporary import permits are issued by the Mexican Economy Secretary (Secretaria de Economia) to Mexican importers to carry out projects with Pemex or contractors. Permits can be issued for a maximum period of six months. Oil refining, storage and distribution equipment imported under a temporary import permit does not pay the value added tax.

CERTIFICATE OF ORIGIN: A certificate of origin is required from all foreign suppliers or exporters. If the product qualifies as North American in content, the exporter must use the NAFTA Certificate of Origin in order to benefit from preferential treatment under NAFTA. This is the responsibility of the exporter and the forms are available from the U.S. Customs Service, freight forwarders, or local U.S. Chambers of Commerce. The certificate should contain at least the following:

- Name of Exporter
- Name of Producer
- Tariff Classification of Product
- Description of Goods (similar to invoice)
- Number of the Official Invoice

FREE SALE CERTIFICATE: This certificate is required for all products entering Mexico. This certificate proves that the imported goods are also sold in the country of origin. A letter from the local Chamber of Commerce is sufficient proof and the importer would present it at the time of importation.

NOM CERTIFICATION: (Normas Oficiales Mexicanas - Mexican Official Standards). There are no norms applicable for products related to the oil refining, storage and distribution equipment.

LABELING REQUIREMENTS: According to Mexico's Federal Law on Metrology and Standardization, oil refining, storage, and distribution equipment sold in Mexico is exempted from having a label in Spanish affixed to each product. Listing the required information in Spanish on the shipping container will satisfy the labeling requirement. The Spanish information on the box must contain, at a minimum, the following information:

- Name and address of the importer
- Importer's Ministry of Finance Taxation Number (RFC number and/or their Industry Association registration number)
- Exporter's name and address
- Trademark or commercial brand name of the product
- Product description whenever the product is packed in such a form that it is not visible
- Use, handling, and care instructions for the product, as required
- Country of origin
- Warnings or precautions on hazardous products
- Size, if applicable, Mexico's Federal Law on Metrology and Standardization stipulates that all weights and measures must be in the metric system.

There are no barriers for importing oil refining, distribution, transportation, and storage equipment. However, the Mexican import law is very strict on the required documentation. While it is not required, it may be advantageous when selling equipment to use a reputable customs broker to properly prepare the paperwork needed. The basic documents required to import oil refining, storage and distribution equipment into Mexico include:

1) Import petition
2) NAFTA Certificate of origin

3) Commercial bill
4) Insurance and freight bills

The products qualifying as North American must use the NAFTA Certificate of Origin in order to receive preferential treatment. The exporter or broker may issue such a certificate. It does not have to be validated or formalized. Other entities that may issue a Certificate of Origin include government agencies, producers, exporters, industrial and commercial chambers of commerce, and associations that are legally authorized in the United States. Like the U.S., Mexico uses the Harmonized Tariff System (H.S.). However, Mexico uses only eight digits while the U.S. uses up to ten digits. The first six digits used under the HS system are identical for all countries, the rest may vary.

Table 6 shows the import duties assessed on some oil refining, storage, and distribution equipment.

Table 6

Import Duties for selected Equipment for the Distribution, Transportation, and Storage of Petroleum Refined Products

Harmonized System Number	Product	NAFTA Tariff Reduction Schedule	Current Import Duties N/O*
7304.1002	Steel pipe for oil and gas	C	0/2
7304.1099	Other pipe for oil	C	0/15
8413.8201	Pneumatic Power Engines	B	0/10
9026.10.03	Instruments for Measuring or Checking the Flow or Level of Liquids	C	0/15
841330	Concrete Pumps	A	0/12
841370	Centrifugal Pumps	A	0/15
84134.11	Pumps for Dispensing Fuel or Lubricants	A	0/15
8413.19	Pumps Fitted or Designed to be fitted with a Measuring Devise	A	0/15
8413.20	Hand Pups	B	0/15
3917.40013	Plastic Fittings	B	0/15
7304.5107	Boiler Piping	B	0/15
7306.1001	Line pipe for oil and gas pipelines	C	0/15
7307.1199	Cast iron pipe fittings	C	0/15
841410	Vacuum Pups	A	0/15
848110	Pressure-Reducing Valves	A	0/15
848120	Valves F Oleohydraulic Or Pneumatic Transmissions	A	0/15
848140	Safety Or Relief Valves	A	0/15
848130	Check Valves	A	0/15
902820	Liquid Meters	A	0/15
7307.07.1904	Nozzles	C	0/30

*In the 4th column it shows import duties for products from NAFTA (N) and non-NAFTA countries (O). Example 0/2, column shows import duties for products imported from NAFTA countries (0) and with which Mexico has no free trade agreement (2).

Category A: Duties on U.S. products were fully eliminated on January 1, 1994.

Category B: Duties on U.S. products were fully eliminated on January 1, 1998.

Category C: Duties on U.S. products were fully eliminated on January 1, 2003.

The Commercial Service of the U.S. Embassy in Mexico City has an officer who follows developments in the standards area:

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U.S. Commercial Service - Mexico
Liverpool No. 31
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Market Entry

Often, the decision to select transportation, distribution, and storage equipment for oil refined products depends on the demonstrated commitment to servicing the client after the sale has been made. This has been the most effective tool that third country manufacturers have used to penetrate the market. They offer to have their maintenance personnel at the clients' facilities in no more than 48 hours after a service call is made. The availability of required spare parts is the natural complement to the presence of their technicians.

Pemex and major Pemex contractors are demanding uniform quality control, compliance with international standards, productivity, lower production costs, just-in-time deliveries and above all, reliable local service and maintenance programs. This last factor has become, in many instances, even more important than pricing or financing in the oil refining, storage and distribution equipment purchasing decision. U.S. firms should bear in mind, however, that Pemex and Mexican contractors are extremely price sensitive.

U.S. firms wishing to promote their products and/or services to Mexican representatives and/or buyers can do so by participating in the trade exhibitions program of Commercial Service Mexico, held annually in Mexico through privately held exhibitions and/or seminars. The U.S. Commercial Service in Mexico City can also help U.S. firms identify potential partners-clients.

Advertisements in specialized magazines are very effective, especially in publications distributed to members of associations or distributed to large contractors, Pemex officials and distributors.

Financing

Financing is very important to marketing in Mexico, particularly in the oil refining, storage, and distribution equipment.

Mexico's 10 commercial banks offer a full spectrum of services within one institution. These services range from offering deposit accounts, consumer and commercial lending, corporate finance, and the operation of trust and mutual funds, to foreign exchange and money market trading. Mexico's commercial banking sector has been opened to foreign competition. The North American Free Trade Agreement (NAFTA) permits U.S. and Canadian banks or any other foreign bank with a subsidiary in the U.S. or Canada to establish wholly owned subsidiaries in Mexico.

It is not a requirement for U.S. suppliers of transportation, distribution, and storage equipment to bring the financing to sell their equipment. It is a general practice for Mexican companies that purchase transportation, distribution, and storage equipment to use commercial bank financing to pay for the technology. An irrevocable letter of credit is commonly used when dealing with foreign suppliers. The major Mexican commercial banks, besides having correspondent banks in the United States provide typical bank services, such as transfer of funds, letters of credit, and money orders.

High value sales usually are made through letters of credit. Small value sales are either made with cash or with a 50 percent advance payment when the order is placed and 50 percent on delivery.

Additionally, U.S. government agencies, such as the U.S. Trade and Development Agency (USTDA), the U.S. Export Import Bank (Exim), the Overseas Private Investment Corporation (OPIC) have programs in this sector. USTDA finances feasibility studies and other forms of technical assistance. Exim can guarantee up to 85 percent of the U.S. content and OPIC can provide insurance if 25% of the project investment is from the United States.

Exim has been working closely for many years with Pemex to become a modern oil company. Pemex uses several U.S. Exim bank programs (working capital, insurance, direct loans, etc) to help U.S. exporters of equipment and services, including for the transportation, distribution and storage of oil refined products.

Six years ago, OPIC formalized with the Mexican Finance authorities its participation in the Mexican market. Since then, OPIC has been very active in Mexico promoting its programs by meeting with private sector companies to encourage them to use its programs to participate in the implementation of Pemex projects.

Trade Events

1. International Pipelines Congress and Exposition
Date of Event: March 5-7, 2008
Location: Villahermosa, Tabasco
Venue: Parque Tabasco, Villarmosa
Frequency of Event: Annual

2. Third Oil Mexican Congress and Exhibition
Date of Event: May 28-31, 2008
Location: Monterrey, Mexico
Venue: CINTERMEX Convention Center
Frequency of Event: Annual

Resources and Key contacts

Secretary of Energy	www.energia.gob.mx
Government-Owned Petroleum Company-Pemex	www.pemex.gob.mx
College of Petroleum Engineers of Mexico	www.cipm.org.mx
Overseas Private Investment Corporation-OPIC	www.opic.gov
Export-Import Bank of the United States	www.eximbank.gov
Mexican Association of Gas Stations Providers	www.ampes.com

For More information

The Commercial Service in Mexico City/Mexico can be contacted via e-mail at:
Francisco Ceron, Senior Trade Specialist, e-mail: Francisco.ceron@mail.doc.gov: Phone 011(52-55) 5140-2640; Fax 011 (52-55) 5566-1111 or visit our website: www.buyusa.gov/

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