

## GRUPO URREA

Dr. R. Michel #825  
44940 Guadalajara, Jalisco  
Phone: (3) 619-4480, (3) 619-3310  
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Anuar F. Bitar  
Manager, Engineering Division

**Company Size:** \$US 160 million

**Primary Products:**  
Plumbing valves, Plumbing faucets, High pressure valves

**Export Levels:** Approximately 5%

**Plants:**  
The company maintains 7 plants, four in Guadalajara and 3 in nearby El Salto.

**Wastewater Status:**  
Several of the company plants are not currently complying with wastewater discharge norms.

**Potential Opportunities:**  
Grupo Urrea needs to increase the treatment capacity of one of its manufacturing plants in El Salto. Capacity is 15000m<sup>3</sup>/year, and production levels are expected to generate 25000m<sup>3</sup>/year by the end of 1994. Two types of equipment are needed: evaporators to eliminate chromium and nickel residues, and technology to reduce suspended solids and biological demand for oxygen (BOD). Management is considering the purchase of recycling equipment for one of the El Salto plants. Water consumption now totals 180000m<sup>3</sup> per year, at a cost of 3.5 NP/m<sup>3</sup>. The company may purchase equipment to treat sanitary waters. Plants in Guadalajara are currently not complying with sanitary water norms. Should city officials begin to enforce discharges, treatment would become a priority. Estimated required capacity is approximately 50000m<sup>3</sup> per year. Similarly, one of the plants in El Salto may require a capacity expansion for the treatment of sanitary waters.

**Purchase Time Frame:**  
Evaporation equipment in El Salto: within one year  
BOD and suspended solid equipment in El Salto: within one year  
Recycling equipment at El Salto: within three to five years  
Sanitary water treatment in Guadalajara: dependent on municipal enforcement  
Sanitary equipment at El Salto: within three to five years

**Additional Comments:**  
Company decision makers expect maintenance services to be provided internally. However, the company is looking for an "equipment performance guarantee."  
Environmental officials at GRUPO URREA estimate that over the next five years, approximately \$US 500000 will be spent on wastewater equipment. A similar amount will be allocated to recycling equipment.

## SPIRAX SARCO MEXICANA, SA DE CV

F.I. Madero 280  
Santa Catarina, Nuevo Leon  
Phone: (8) 336-3248  
Fax: (8) 336-2215

Eduardo Hernandez  
Plant Manager

**Company Size:**  
112 employees

**Primary Products:**  
Filters, regulators, and valves for the management and control of water vapour and other liquids

**Export Levels:**  
Information not provided

**Plants:**  
Spirax has one plant, located at the above address.

**Wastewater Status:**  
The company maintains that they are currently complying with wastewater norms.

**Potential Opportunities:**  
Spirax identifies future purchase areas as both wastewater and recycling equipment. The factory does not currently have a treatment plant; however, discharge volumes appear to be low. Areas for concern in the discharge include: oils and fats, BOD, COD, and heavy metals. The company has identified potential purchases as filtration and post treatment equipment.

**Purchase Time Frame:**  
Within one year

**Additional Comments:**  
The company is currently in negotiation with Sanborn and Aquaser/Cromaglass. The required capacity for the equipment has been identified as 2.35m<sup>3</sup>/month. However, water consumption totals 233m<sup>3</sup>/month, at a cost of NP 2.7/m<sup>3</sup>.