

MANUFACTURAS GARGO, SA DE CV

Zaragoza 15
52900 Atizapan, State of Mexico
Phone: (5) 822-1087
Fax: (5) 572-0644

Guillermo Cavazos Mesa
Director General

Company Size:
Approximately 225 employees

Primary Products:
Paper products

Export Levels:
Information not provided.

Plants:
The only company plant is located at the above address.

Wastewater Status:
The company is not currently complying with wastewater norms. However, equipment is now being installed that will allow the company to meet environmental requirements by June of 1994.

Potential Opportunities:
A primary and secondary wastewater system (cost: US \$2.0 million) is being installed; this will allow the company to comply with current legal norms. Although no tertiary system has been purchased, additional wastewater purchases are not planned for the near future. However, the company is interested in a water recycling system.

Purchase Time Frame:
Within the next two years.

Additional Comments:
The purchase of a recycling system will be based upon economic benefit; the company is currently paying 4.27NP/m³ of water. Average daily consumption is 420 m³. However, the company would initially consider a system that would recycle approximately 60% of total consumption. The company feels strongly about demanding guarantees on all equipment purchased, including payment withholding and surety bonds.

CARTONAJES ESTRELLA, SA DE CV

Poniente 122, #430
02300 Mexico D.F.
Phone: (5) 368-0033, (5) 587-6166
Fax: (5) 567-0434

Salvador Carrasco Narro
Technical Manager

Company Size:
Approximately 1000 employees.

Primary Products:
Cardboard cartons, linen paper, medium weight paper

Export Levels:
None

Plants:
Mexico D.F.
Santa Clara, State of Mexico
Tizuyuca, State of Hidalgo

Wastewater Status:
The company maintains they are fully complying with ecological norms.

Potential Opportunities:
Future opportunities focus on advanced treatment systems in the Mexico City plant. The company already operates a US \$1.75 million wastewater treatment facility at this plant, but is interested in improving water quality with 3rd and 4th level treatments. The ultimate goal is to develop a "closed circuit" system that would entirely eliminate wastewater discharges (this obviously includes a recycling component). Decision makers mentioned such equipment as reverse osmosis and reverse electrolysis machinery, with a capacity of approximately 500 to 1000 m³/day. The company also has an interest in consulting services, which could be provided in either Spanish or English.

Purchase Time Frame:
Within 3 to 4 years.

Additional Comments:
In general, the company doesn't require support services such as maintenance. For example, the system currently used was installed by the company's own engineers. However, financing over a three to five year term is critical. Future purchases will be a result of economic benefit as opposed to legal regulations. As such, the company will wish to compare equipment costs with current water costs (4.3 NP/m³) and discharge costs (2.5 NP/m³, even if complying with ecological norms). On average, the company consumes 2000 m³/day of water, and discharges 1000 m³/day of water.