

### PROBST, SA DE CV

Calzada de Las Armas  
54080 Tlalnepantla, Edo. de Mexico  
Phone: (5) 394-4261, 394-7866  
Fax: (5) 382-4306

George A. Egli  
Director of Production

**Company Size:**  
100 employees

**Primary Products:**  
Adhesives and tints

**Export Levels:**  
low

**Plants:**  
Located at the above address

**Wastewater Status:**  
Complies with current regulations

**Potential Opportunities:**  
The company maintains that it complies with all standards. There is currently no water treatment systems in place. However, there is possibility that they will change the process to use water based inks in the future. In this case, the company recognises that it may have to invest in some wastewater equipment to meet the increased standards.

**Purchase Time Frame:**  
Unknown

**Additional Comments:**  
The company holds close ties to Switzerland (while the company is legally 100% Mexican owned, the owner is Swiss). For this reason, there is a strong managerial preference to purchase Swiss technology. Financing for smaller purchases would be done internally.

### SIKA MEXICANA SA DE CV

Bldv. M. Avila Camacho No. 675  
Fracc. Ind. Alce Blanco  
Naucalpan Edo. de Mexico  
C.P. 53370  
Phone: (5) 576-6311, 576-6871  
Fax: (5) 576-6145

Pedro Serrano Ramos

**Company Size:**  
110 employees

**Primary Products:**  
Add-mixtures for cement and concrete, sealants with silicone and poly-urathtane

**Export Levels:**  
Approximately 5%

**Plants:**  
Queretaro, Queretaro

**Wastewater Status:**  
Sika Mexicana complies with all current wastewater standards.

**Potential Opportunities:**  
Sika Mexicana installed a wastewater treatment system in the plant in 1993, in order to comply with new municipal regulations. Treatment equipment is developed at the head office in Zurich, where the Sika Worldwide ecology department is located.

**Purchase Time Frame:**  
Future purchases unlikely

**Additional Comments:**  
None