

## FRENOS LUSAC, SA DE CV

Canela #379  
Colonia Granjas de Mexico  
08400 Mexico D.F.  
Phone: (5) 657-0666  
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Leopoldo Weiss M.  
Director, New Products and Strategic Planning

**Company Size:**  
Approximately \$CDN 20.0 million/year

**Primary Products:**  
Parts and replacements for hydraulic brake systems

**Export Levels:**  
Information not provided

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

**Wastewater Status:**  
The company has recently bought new wastewater equipment. The first discharge sample was recently sent to CNA for analysis.

**Potential Opportunities:**  
In short, management has suggested that no further equipment will be purchased unless water rises significantly in price or regulations become more stringent. In such a case, purchases would focus on recycling systems for sanitary water discharges.

**Purchase Time Frame:**  
As regulations require.

**Additional Comments:**  
Only 10% of the 335m<sup>3</sup> of water used quarterly is integrated into the production process; the remainder is service and sanitary waters. The equipment recently installed focuses only on water used in the production process, and provides filtration and chemical treatment. Service and sanitary waters currently receive no treatment. Decision makers expressed a strong preference for Mexican suppliers.

## HOESCH SUSPENSIONES AUTOMOTRICES, SA DE CV

Marconi # 9  
F. Ind. San Nicolas  
54030 Tlalnepantla, State of Mexico  
Phone: (5) 310-9730, (5) 310-7092, x56  
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Carmelo Medina Trejo  
Production Coordinator

**Company Size:**  
300 employees

**Primary Products:**  
Suspension and stabilization systems for the automotive industry.

**Export Levels:**  
Approximately 10%

**Plants:**  
The only production facility is located at the above address.

**Wastewater Status:**  
The company is complying with ecological norms.

**Potential Opportunities:**  
Current technology includes: chemical neutralization, flocculation, and filtration. The treatment system is new, and was supplied by Durr Technology, of Germany. Phosphate, nickel, manganese, and chromium levels are effectively eliminated by the equipment.

**Purchase Time Frame:**  
Future purchases unlikely.

**Additional Comments:**  
150 litres of water is consumed daily. One of the most important factors in the decision to buy wastewater equipment is that the supplier have a local market presence.