

**SMURFIT CARTON Y PAPEL DE MEXICO,
SA DE CV**

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Carlos Sacal
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Company Size:
2700 employees

Primary Products:
Medium and liner paper for boxes, corrugated boxes, and plastic bottles

Export Levels:
Information not available

Plants:
Tlalnepantla (State of Mexico)
Santa Clara (State of Mexico)
Naucalpan (State of Mexico)
Monterrey (Nuevo Leon)

Wastewater Status:
Currently does not comply with norms

Potential Opportunities:
Smurfit Carton y Papel is in the process of building two wastewater treatment facilities in Tlalnepantla and Santa Clara; water consumption in these plants is 1,120,000 m³ and 1,211,000 m³ per year, respectively. The treatment plants are scheduled to be in operation by April 1994, and will cost approximately \$US 4,500,000 each. Installed treatment will consist of fibre solid removal, activated sludge and primary and secondary clarifiers. Treated water will comply with all regulations. While these contracts have been awarded, additional opportunities may arise in the Naucalpan and Monterrey plants. Water consumption is significantly less in these locations (169,000 m³ and 144,000 m³ per year, respectively). Current treatment consists of the removal of solids with disk filters and discharge does not comply to the new regulations. As a result investment in equipment to reduce the BOD levels will be required.

Additional upcoming projects include the installation of water treatment for a plastic bottling division. Project value is expected to be in the \$US 150,000 - 250,000 range.

Purchase Time Frame:
0 - 2 years

Additional Comments:

Smurfit Carton y Papel's bidding process is broken into two parts: detailed engineering and equipment supply. Engineering bids are sought from at least three internationally reputable companies. There is a strong preference for engineering companies that do not manufacture or supply equipment.

Once the engineering has been supplied, Smurfit Carton y Papel seeks at least three quotations from suppliers of proven equipment and technology. To date, most wastewater treatment services and technology has been supplied directly from the U.S.

Decisions are based on quality, price and service. Financing has no significant importance on the final choice.