

FENO RESINAS, SA DE CV

División del Norte 415-1
Colonia del Valle
03100 Mexico D.F.
Phone: (5) 536-1559, (5) 536-2535
Fax: (5) 669-3010

Alfredo Mejia Sardoz
Sales Manager

Company Size:
120 employees

Primary Products:
Fenol resins, formol

Export Levels:
Information not provided

Plants:
The only plant is located in Tizayuca, Hidalgo.

Wastewater Status:
The company is currently complying with wastewater norms.

Potential Opportunities:
No future purchases are likely unless discharge regulations become significantly stricter. Current wastewater technology is sedimentation, centrifugal force, decantation, and flocculation.

Purchase Time Frame:
As regulations require.

Additional Comments:
The volume of any future equipment purchases would be between 300,000 and 400,000 litres.

DOW QUIMICA MEXICANA, SA DE CV

Paseo de las Palmas 555
Lomas de Chapultepec
11000 Mexico D.F.
Phone: (5) 227-1993
Fax: (5) 227-1976

Lic. Victor Bermudez Cancino
Director of Communications and Public Relations

Company Size:
Information not available

Primary Products:
Chemicals, plastics, paints, and varnishes

Export Levels:
Information not provided

Plants:
Tlalnepantla (Mexico) - coated metals, cables
Tlaxcala (Tlaxcala) - poxy resins, paints and varnishes
Cuernavaca (Morelos) - antibiotics

Wastewater Status:
Information not provided

Potential Opportunities:
Dow Química considers itself a leader in maintaining environmental standards. As such, Dow works towards exceeding wastewater discharge standards. Decision makers believe that spending on wastewater technology, equipment and services will increase. Increased spending will be due to company growth and improvement of existing treatments. Technology purchases will focus on waste reduction and recycling of products from water.

Purchase Time Frame:
Unknown

Additional Comments:
Technology from the Dow Química U.S., implemented by a Mexican contractor, is normally used for large projects. Bids are open, though only reputable companies are asked to bid. Smaller purchases are made directly at the plant level.

Plant managers include:
Jorge Zavala (Cuernavaca) - (73) 200542
Roberto Garcia Espana (Tlaxcala) - (241) 27080