

## ARANCIA, SA DE CV

López Cotilla 2030, first floor  
44100 Guadalajara, Jalisco  
Phone: (3) 615-1212  
Fax: (3) 630-3479

Ruben R. Rosales G.  
Corporate Manager, Environmental Protection

**Company Size:**  
1250 employees

**Primary Products:**  
Corn starches, Glucoses, Dextroses

**Export Levels:**  
Minimal

**Plants:**  
Guadalajara (State of Jalisco)  
Tlalnepantla (State of Mexico)

**Wastewater Status:**  
Currently not complying with wastewater norms.

**Potential Opportunities:**  
Neither plant has wastewater treatment equipment. The Tlalnepantla facility discharges approximately 12000 litres per hour of effluent. Biological demand (BOD) for oxygen has been recorded as high as 3700 mg/l, while suspended solids can reach 430 mg/l. At the Guadalajara plant discharges average 15000 litres per hour, with BOD levels recorded as high as 9000 mg/l. Suspended solids at that plant have reached levels of 1900 mg/l. In both plants, the company is examining integrated solutions to all of its water problems. Such a solution would likely include recycling equipment, as well as membrane filtration, reverse osmosis, and anaerobic treatment technologies.

**Purchase Time Frame:**  
Tlalnepantla facility - within one year  
Guadalajara facility - within two years

**Additional Comments:**  
The company will require consulting services before equipment is purchased. Additionally, the supplier will probably be asked to supply maintenance services on any equipment. Finally, both plants suffer from significant space limitations.

## FRITOS ENCANTO

R. Díaz de la Vega 1812 Pte.  
Fracc. Industrial  
Monterrey, N. L.  
Phone: (8) 351-1421, 351-1706  
Fax: (5) 3351-6420

Alejandro Aguirre Treviño  
Administration

Filiberto De la Cruz A.  
Production Manager

**Company Size:**  
300 employees

**Primary Products:**  
Potato chips, pork rinds and snacks

**Export Levels:**  
Low

**Plants:**  
Located at the above address.

**Wastewater Status:**  
Does not comply to regulations.

**Potential Opportunities:**  
This company currently has no wastewater treatment systems. Water discharge characteristics include a high BOD (can go over 1500 mg/l) and high suspended solids (organic). Fritos Encanto is being forced to invest in settling tanks. The company uses approximately 1000 m<sup>3</sup> of water per month.

**Purchase Time Frame:**  
Within one year.

**Additional Comments:**  
Fritos Encanto was approached by a German company offering reverse osmosis technology. Management liked the equipment but felt that it was too expensive. The company will try to finance internally; however, a bank loan may be necessary.