

## QUIMICA PENNWALT, SA

The company is a holding organization for four smaller firms: Cloro de Tehuantepec, Petroquímica de Pennwalt, Pennwalt SA de CV, and Pennwalt de Pacifico.

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### **Company Size:**

1500 employees  
Sales: \$US 175 million

### **Primary Products:**

Basic chemical products, Organic peroxides

### **Export Levels:**

Approximately 10%

### **Plants:**

Coatzacoalcos, State of Veracruz (Cloro de Tehuantepec)  
Coatzacoalcos, State of Veracruz (Petroquímica de Pennwalt)  
Santa Clara, State of Mexico (Pennwalt SA de CV)  
El Salto, State of Jalisco (Pennwalt de Pacifico)

### **Wastewater Status:**

Not all of the plants are fully complying with legal regulations. For example, the Petroquímica de Pennwalt has a serious BOD and suspended solids problem, while Pennwalt de Pacifico has high levels of suspended solids.

### **Potential Opportunities:**

Three of the plants are expected to need wastewater treatment equipment in the future (both plants in Coatzacoalcos and the plant in El Salto). Petroquímica de Pennwalt produces only organic peroxides, an area in which the company has little experience in wastewater management. Opportunities in the wastewater field are greatest at this plant and Cloro de Tehuantepec. Both of these plants already have some equipment, but management wishes to improve and expand existing facilities.

Recycling is also an area of interest for the company. Volume estimates range between 50 and 1000 litres per minute depending on the plant.

### **Purchase Time Frame:**

Within the next year.

### **Additional Comments:**

The company requires very little after sales service, as they normally maintain their own equipment. In fact, Pennwalt normally buys components and machines, and provides integration services internally. Financing periods of three to five years would be considered advantageous, but not necessary. Although the company is currently undertaking an environmental consulting project, specific equipment requirements have yet to be identified.