

JT BAKER SA DE CV

Plomo No. 2
Xalostoc, Edo. De Mexico
Phone: (5) 569-1100
Fax: (5) 755-2978

Ing. Teodulo Pérez Montesinos
Coordinator of Quality

Company Size:

Information not available

Primary Products:

Resins and adhesives

Export Levels:

Information not available

Plants:

The only plant is located at the above address

Wastewater Status:

The company complies with current regulations

Potential Opportunities:

Water discharge has a high BOD with chloridic, sulphuric and nitric acid contents. The company has installed settling and separation tanks and is currently neutralizing the PH levels. In the future the company will need to invest in technology to reduce the BOD in order to comply with stricter regulations. The plant uses approximately 7000 litres of water per day.

In addition, J.T. Baker is interested in recycling water. However, any purchase of equipment would depend upon an economic benefit.

Purchase Time Frame:

Within one year

Additional Comments:

Smaller equipment purchases will be financed internally.

NATIONAL STARCH AND CHEMICAL DE MEXICO SA DE CV

Av 16 de Septiembre 374
San Martin X. Azcapotzalco
Mexico D.F.
Phone: (5) 382-5122
Fax: (5) 382-8966, 382-1799

Sunil Shenoy

Director of Operations

Company Size:

155 employees, sales \$US 2,000,000

Primary Products:

Resins, Adhesives

Export Levels:

Approximately 10%

Plants:

Monterrey (Nuevo Leon) -
Holt melt and pressure sensitive adhesives
Toluca (State of Mexico) -
Water based resins, water based adhesives

Wastewater Status:

The company does not fully comply with regulations

Potential Opportunities:

The main water discharge problem is in the Toluca plant. National Starch and Chemical currently employs a primary treatment and then sends the water to a government pay-for-use industrial plant. Discharge levels are 20 m³ per day, and the company pays approximately \$ NP 5000 per month for secondary treatment. Water discharges comply with all parameters except for BOD and COD levels. Current BOD is approximately 700 mg/l and the company is trying to reach level of 380 mg/l. As a result, investment in a secondary biological treatment will be required. The estimated budget for secondary treatment is \$US 500,000.

Purchase Time Frame:

Within 2 years

Additional Comments:

National Starch and Chemical is a member of the Lever Brothers Group. Financing is usually provided internally, however large purchases must be approved by the head office in the U.S.. After sales service is extremely important.