

ATSUGI MEXICANA, SA DE CV

Avenida del Parque 8
Parque Industrial Lerma
Apartado Postal 3
52000 Lerma, State of Mexico
Phone: (728) 50955
Fax: (728) 50634

Juan Clement Juarez
Legal Consultant

Company Size:
320 employees

Primary Products:
Engine components for automobiles.

Export Levels:
The company does not export.

Plants:
The only plant is located at the above address.

Wastewater Status:
Effluent are currently sent to a wastewater treatment plant owned by the State of Mexico (EPCCA) and located within the industrial park. To date, these discharges are fully treated (to within legal norms).

Potential Opportunities:
Atsugi's wastewater needs are currently looked after by the above plant. However, the company is considering the purchase of an in-house treatment plant. Such a plant would treat water that is used in equipment cooling (discharged twice per year) and water used in the finishing process (ie. water sanding). Effluent primarily contain oils and aluminium particles.

A more immediate opportunity lies in recycling systems. Such a system would require a capacity of approximately 35000 litres per day.

Purchase Time Frame:
Wastewater equipment - 7 years
Recycling equipment - 3 years

Additional Comments:
Financing in any deal would be critical, as the company is in a tight cash flow position. Additionally, the company is owned by a Japanese consortium, and as a result there is expected to be a strong preference for Japanese suppliers.

Current discharge volumes are estimated at approximately 1,000,000 litres per month. The local wastewater plant charges approximately 1200 NP per month for treatment services.

MANUFACTURERA MEXICANA DE PARTES DE AUTOMOVILES, SA DE CV

Poniente 150 #872
Colonia Industrial Vallejo
02300 Mexico D.F.
Phone: (5) 587-0300
Fax: (5) 587-6888

Ruben Barron
Plant Manager

Company Size:
330 employees

Primary Products:
Radiators and heaters for cars and trucks.

Export Levels:

Plants:
The only plant is located at the above address.

Wastewater Status:
Fully complying with all ecological norms.

Potential Opportunities:
The plant currently has a wastewater treatment system that was installed in 1992, with a capacity of approximately 2.2 litres per second. Only 70% of capacity is used. However, the current plant is aerobic in nature, and management is seriously considering expanding the treatment process to include anaerobic treatment. The most important factor in water discharges is heavy metals.

A recycling system is also a likely purchase in the future. Such a system would need an approximate capacity of 1.0 litres per second.

Purchase Time Frame:
Anaerobic wastewater treatment plant - 6 years
Recycling plant - 3 to 5 years

Additional Comments:
Purchase of a recycling plant will be a result of rising costs of water. The company currently spends approximately 65000 NP/month on water consumption (0.8 litres/second). Financing of such a system is not an important factor in the purchasing decision.