

QUIMIKAO, SA DE CV

Km 22.5
Carretera Guadalajara - El Salto
45680 El Salto, Jalisco
Phone: (3) 688-0422
Fax: (3) 688-0681

Rubén Sandaz
Technical Development Director

Ricardo Pérez Aguas
Environmental Supervisor

Company Size:
\$US 20 million

Primary Products:
Fatty aminos and their derivatives.

Export Levels:
Approximately 30%.

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

Wastewater Status:
Not currently complying with discharge norms.

Potential Opportunities:
Although the company currently has a treatment plant using coagulation, flocculation, and biological treatment technologies, capacity is insufficient. Monthly discharges average 6500m³ while capacity totals approximately 1200m³. Decision makers prefer to optimize the current plant by upgrading the biological treatment. A second option is an increase in system size.

Another area of interest for QuimiKao is a recycling system. The company currently utilizes 8000m³/year of water, at a cost of 2 NP/m³.

Purchase Time Frame:
Wastewater treatment equipment - as soon as possible
Recycling system - within the next three years

Additional Comments:
The company does not require external financing.

KEMEK DIVISION DE CONDUCTORES MONTERREY, SA DE CV

Apartado Postal 2039
64000 Monterrey, N.L.
Phone: (8) 379-2089, 379-2000
Fax: (8) 377-2669

Jorge De La Rosa Sanchez
Plant Manager

Company Size:
Information not provided.

Primary Products:
Polyester and fenonic resins

Export Levels:
30 % - Canada, U.S., South America

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

Wastewater Status:
Kemek does not comply with wastewater norms.

Potential Opportunities:
Kemek discharges a relatively small amount (100 m³ per month) of toxic water. Currently the water is mixed with sanitary waters from the adjoining plant, and standard municipal discharge taxes are paid. However as norms become more stringent, the company will have to invest in treatment of the toxic water. Water characteristics include high phenols, cresylic acids and polymers, and suspended solids (organic). Kemek already has a primary treatment, but must employ a secondary treatment.

Purchase Time Frame:
Within 6 months.

Additional Comments:
Kemek will only consider proven technology.