

WITCO MEXICO, SA DE CV

CALLE GUADALUPE NO. 410
C.P. 54880, EDO. DE MEXICO
Phone: (5) 565-9088, 565-9287
Fax: (5) 872-3083

Alejandro Zamorano
Vice President

Company Size:
80 employees

Primary Products:
Additives, plastics, stabilizers and lubricants

Export Levels:
Low

Plants:
Located at the above address

Wastewater Status:
The company currently complies with regulations

Potential Opportunities:
While water discharge is within environmental standards, the company believes that they will have to invest in additional technology in order to comply with increasing legislation. Witco uses approximately 2500 m³ per month, and water discharge characteristics include oils and greases, metals, and fatty acids. Current wastewater treatment involves settling and separation tanks as well as chemical neutralization.

Purchase Time Frame:
As soon as regulations require it

Additional Comments:
The company relies on its head office in the U.S. for technical solutions, and large equipment purchases must be approved by them. Financing would be required, but is obtained locally.

LINDE DE MEXICO SA DE CV

Blvd. M. Avila Camacho No. 32
Lomas de Chapultepec
1100 Mexico D.F.
Phone: (5) 627-9538, 627-9500 ext 2508
Fax: (5) 627-9566

Victor M. Quiroz
Commercial Manager

Company Size:
700 employees

Primary Products:
Industrial gases: oxygen, nitrogen, hydrogen

Export Levels:
None

Plants:
Monterrey (Nuevo Leon)
Coatzacoalcos (Veracruz)
Mexico D.F.

Wastewater Status:
The company complies with all regulations

Potential Opportunities:
Water is used for services and cooling only. Water used for cooling is pretreated with chemical and recycled. Effluent goes to the municipal sewers in all plant locations except Mexico D.F.. Discharge from the D.F. facility is sent to an industrial water treatment plant on a pay for use basis. While no immediate opportunities are apparent, the company has expressed an interest in equipment that will allow them to recycle discharges.

Purchase Time Frame:
Will depend on economic benefit of project

Additional Comments:
Linde de Mexico is currently developing an entry strategy for the Mexican wastewater treatment market. The company has developed its own technology for water treatment.