

QUIMICA HOECSHT, SA DE CV

Plasticos 28, Santa Clara
55540 Santa Clara, State of Mexico
Phone: (5) 229-5500, 229-5514
Fax: (5) 569-7518

Dr. Constantino Alvarez
Production Area D and Technical Services

Company Size:
1455 employees

Primary Products:
Organic and inorganic chemicals, colorants, pigments, resins, plastics, human and veterinary medicines, and vaccines

Export Levels:
Information not provided

Plants:
Santa Clara (above address),
Ocoyoacac - State of Mexico

Wastewater Status:
The company does not comply with regulations

Potential Opportunities:
Hoechst must implement a secondary water treatment within the next year. The company is currently negotiating with Smurfit Carton (located next door) to share their plant that is in construction. If the treatment is not adequate, Hoechst will invest in its own secondary plant. Plant capacity would need to be 800 m³ per day. Water characteristics include: approximate COD of 3000 mg/l, BOD of 1000 mg/l, suspended solids of 50 mg/l and detergents of 30 mg/l.

Purchase Time Frame:
Within one year

Additional Comments:
Quimica Hoechst generally works with UHDE, a sister company that operates in the wastewater field. Most wastewater technology operated by Quimica Hoechst is developed by the Hoechst group in the United States. While the company does allow other vendors to bid on wastewater projects, there would have to be a significant advantage to accepting an outside proposal. Financing is normally done internally, large financing requirements are supplied by the head office in the U.S.

GRUPO PRIMEX, SA DE CV

Unidad Cuautitlán
KM 24 Carretera Puente de Vigas Tepoztlán
54830 Cuautitlán, State of Mexico
Phone: (5) 325-2501
Fax: (5) 325-2545

Maximo Jimenez Loya
Unit Manager

Company Size:
Approximately 600 employees

Primary Products:
PVC resins, DOP, PVC products

Export Levels:
30%

Plants:
The company has three Plants:
• Puebla, Puebla
• Cuautitlán, State of Mexico
• Tampico, Tamaulipas

However, in May of 1994 the first two plants will be closing; all production lines will be re-established at the Tampico facility.

Wastewater Status:
Currently complying with norms.

Potential Opportunities:
The factory in Tampico currently has a wastewater treatment plant. However, the equipment was installed before the decision to close the Cuautitlán and Puebla plants was taken. As a result, there is a strong possibility that treatment capacity will be insufficient. Additionally, production processes are different in the three plants. Wastewater processes may need to be expanded to deal with different types of effluent contaminants. This is especially important given that the wastewater equipment currently located at the Cuautitlán plant will remain there.

In Cuautitlán, effluent contained high levels of BOD, COD, and suspended solids.

Purchase Time Frame:
If purchases are required, within the next year.

Additional Comments:
Two people are in charge of environmental affairs at the Tampico plant:

Martin Condé
Chief of Security and Ecology

Carlos Manrique
Plant Manager