

METHODOLOGY

Research for this report was conducted primarily in the cities of Mexico City, Monterrey, Guadalajara, León, and Toluca.

The report can be divided into two components:

- 1) overview information on industrial wastewater in Mexico, and
- 2) specific information about the wastewater management plans of Mexican companies in the chemical/petrochemical, mining, food & beverage, pulp & paper, and autoparts industries.

The methodology for each sector was as follows:

Overview Information

Interviews were conducted with a variety of organizations active in the wastewater field, including:

Comisión Nacional del Agua, Instituto Nacional de Ecología, CANACINTRA, NAFINSA, Tecman SA de CV, Atlatec (a division of Grupo Cydsa), Asociación Nacional de Fabricantes de Equipos y Servicios Para Agua, Asociación Canadá-México de Guadalajara, Asociación Nacional de la Industria Química, Camará Nacional de la Industria Minera, Camará Nacional de la Celulosa y del Papel, the Canadian Embassy, the Canadian consulate in Monterrey, the Environmental Committee of the Mexico City Chamber of Commerce, and AMPIP (the Mexican Association of Industrial Parks).

Secondary information was also used extensively. Sources included:

1. March Consulting Group, "Environmental Opportunities on the U.S./Mexico Border," (Mexico City, The British Embassy, May 1993)
2. SEDESOL, "Normas Oficiales Mexicanas en Materia de Protección Ambiental," (Mexico City, Diario Oficial de la Federación, 1993)
3. SEDESOL, "México: Informe de la Situación General en Materia de Equilibrio Ecológico y Protección al Ambiente," (Mexico City, SEDESOL, 1993)
4. *El Financiero*, various articles, (Mexico City, El Financiero SA de CV, 1993)
5. Comisión Nacional del Agua, "*Ley Federal de Derechos en Materia de Agua*," (Mexico City, CNA, February 1993)

6. External Affairs (EAITC), "*The NAFTA Manual*," (Ottawa, EAITC, March 1993)
7. Probe Consulting, "*Market Study of Mexican Environmental Opportunities*," (Ottawa, EAITC, August 1993)
8. Environmental Resources Limited, "*Identifying Market Opportunities in Environmental Goods and Services: Mexico*," (Washington D.C., International Finance Corporation, March 1991)
9. NAFINSA, "*Programas de Apoyo Crediticio: Mejoramiento del Medioambiente*," (Mexico City, NAFINSA, June 82)
10. Estado de Baja California, "*Reglamento de la Ley del Equilibrio Ecológico y Protección al Ambiente del Estado de Baja California*," (Ensenada B.C., Empresas Bahía, November 1992)

Sources of industry specific information are recognized in the appropriate chapter.

Company Specific Information

Over 700 Mexican companies in the industries mentioned above were faxed questionnaires. The questionnaire covered a variety of issues, including: general company information, future purchasing plans for wastewater equipment and services, product preferences, purchase time frames, experiences with environmental enforcement, perceptions of equipment suppliers, and water cost and usage data.

To the extent possible, follow-up interviews were arranged, in order to discuss in greater detail future wastewater projects.

Companies selected to participate in the research process complied with a variety of criterion, including: geographical location, size, industrial sector, and publicly held companies (where possible).