

DU PONT, SA DE CV

Homero 206
Colonia Polanco
11570 Mexico, D.F.
Phone: (5) 250-9033 ext 2228
Fax: (5) 255-2251

Javier Villarreal M.
Manager of Environmental Control

Company Size:
Approximately 4500 employees.

Primary Products:
Explosives, paint and paint bases, chemicals, louridic acid, freon refrigerants, nylon - interim lycra, and agro-chemicals

Export Levels: Approximately 30 - 40%

Plants:
Lerma (state of Mexico), Matamoras (Tamaulipas), Monterrey (Nuevo Leon), Tlalnepantla (state of Mexico), Santa Clara (state of Mexico), Tampico (Tamaulipas), Torreon, Puebla (Puebla), Coatzacoalcos (state of Veracruz)

Wastewater Status:
All plants are currently complying with federal regulations or are undertaking measures to comply. For example, the Tlalnepantla plant is currently participating in a shared wastewater facility for secondary and tertiary treatment (scheduled completion of spring 1994).

Potential Opportunities:
The company is embarking on a project to investigate recycling alternatives. The priority in all plants is the use of water. Total water consumption is approx. 3 million m³/year. Du Pont is looking to recycle water and recover by-products for reuse. Decision makers are particularly interested in ferrichloride for water treatment, and are currently looking for technology used in this process.

Purchase Time Frame:
Within three years.

Additional Comments:
Du Pont will continue to increase spending levels on waste water over the next few years. This increase is driven by economic benefit (cost control) and the desire for a good image. The company is looking for innovative solutions.

Currently, most waste water technologies come from the U.S. head office. However, project control is maintained at Du Pont Mexico.

Each plant maintains autonomy in technology purchases for small projects; however, large projects that affect all plants are coordinated at head office. Solutions will be implemented company wide. All financing is done internally.

MEXICANA DE RESINAS, SA DE CV

Potreros 12
P. Ind. Netzahualcoyotl
57819 Netzahualcoyotl, State of Mexico
Phone: (5) 227-0250
Fax: (5) 227-0250, extension 177

Marcelina Nolasco
Manager, Quality and Technology

Company Size:
70 employees

Primary Products:
Unsaturated polyresins

Export Levels:
Approximately 4%

Plants:
The company has one plant, located at the same address as above.

Legal Status:
The plant does not currently comply with government norms. Both BOD and COD are legislated at levels of 60 and 300 respectively; current discharges are in the area of 1000.

Potential Opportunities:
The company recently purchased a new water treatment plant, and is currently fine tuning its operation. However, Mexicana de Resinas is interested in purchasing a water recycling system, primarily due to the rising cost of water. Such a recycling system would need to be compact, yet have a capacity of approximately 5 tons of water/day.

Purchase Time Frame:
Within the next six years.

Additional Comments:
Current water costs average 4000 NP/month, and any decision to buy recycling equipment would use this figure to determine economic benefit. Financing over a three to five year period will be important. Additionally, the company has expressed interest in contracting maintenance services on any new equipment.