

FORDATH, SA DE CV

Vasconcelos Ote. 650 1er. Piso
Fracc. Valle del Campestre
66265 Garza Garcia, Nuevo Leon
Phone: (8) 3357071
Fax: (8) 3787267

Claudio Ramirez
General Manager

Company Size:
Revenue \$US 7-8 million

Primary Products:
Industrial resins, additives for brake lining, resins for manufacturing of moulds, stripping agents

Export Levels:
Information not provided.

Plants:
Ciudad Mitras, Nuevo Leon
Cuautitlan, Mexico

Wastewater Status:
Effluent from Ciudad Mitras do not comply to all municipal standards. The plant in Cuautitlan uses very little water and is currently complying to all required standards.

Potential Opportunities:
The company currently uses an activated carbon system to reduce phenol resins from water effluent. However, the system is not adequate to deal with high concentrations of pollutants. The company is undertaking a pilot project and is installing a boiler that will alter the phenol content to allow water to pass through the activated carbon filter.

If the project fails they will be looking for immediate solutions to reduce phenol resins in effluent.

Time frame: Within 1 year

Additional Comments:
The company has a strong preference for a supplier of equipment with a representative or office in Mexico. They have an environmental budget of \$US 40,000 per year. Financing is viewed as an economic benefit and not a necessity. The company is 49% British owned. While purchases are not decided in Britain, support is occasionally obtained on large projects.

ACERTEK, SA DE CV

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Colonia Escamilla
67120 Guadalupe, Nuevo Leon
Phone: (8) 379-2215
Fax: (8) 377-9863

Miguel Gallegos Torres

Company Size:
50 employees

Primary Products:
Steel girders for use in railway car brake systems

Export Levels:
Information not provided.

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

Wastewater Status:
Not currently complying with discharge norms.

Potential Opportunities:
The company requires wastewater treatment to remove greases, oils, and sediments from effluent. Decision makers have identified potential purchases as sedimentation tanks, filtration systems, and neutralizers. The required capacity of equipment is 9m³/day, with a constant discharge of 30 litres per hour.

Purchase Time Frame:
Within one year.

Additional Comments:
Acertek already has one natural sedimentation system with a capacity of 9m³/day. Potential problem areas are identified as BOD, suspended solids, oils, and fats. Quality is critical.