

**EMPACADORA DEL GOLFO DE MEXICO,
SA DE CV**

J. Azueta #1041
Veracruz, Veracruz
Phone: (29) 314688
Fax: (29) 326770

José Antonio Sainz Trapaga Aja

Company Size:
260 employees

Primary Products:
Canned food products, primarily peppers and olives

Export Levels:
Information not provided

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

Wastewater Status:
It is unlikely that the company is complying with wastewater norms.

Potential Opportunities:
The firm currently has no wastewater equipment, and is interested in buying a system including sedimentation tanks, flocculators, filters, and interchangers. Primary areas for concern include suspended solids and BOD.

Purchase Time Frame:
Equipment will be purchased in the medium terms, between two and five years.

Additional Comments:
The company identified equipment and component purchases more likely than high technology. Total water consumption averages 300m³/day; however, required capacity for wastewater equipment is estimated at 200m³/day. The company relies on two industry chambers — CANAINCA and CONCAMIN — for wastewater advice.

CERVECERIA CUAUHTÉMOC, SA DE CV

Ave. Alfonso Reyes 2202 Nte.
Monterrey, N.L.
Phone: (8) 374-0544, 375-2200
Fax: (8) 372-2925

Ing. Arturo S. Villarreal T.
Manufacturing Planning Director

Company Size:
6500 employees

Primary Products:
Beer - brands include Carta Blanca, Tecate, Superior

Export Levels:
5%, primarily to the U.S.

Plants:
Monterrey (above address), Toluca, Guadalajara, Orizaba, Tecate, Navojoa and Puebla

Wastewater Status:
The company does not currently comply with standards; however five treatment plants are being constructed.

Potential Opportunities:
Cervecería Cuauhtemoc uses a total of 14,000,000 m³ of water per year in six of its seven plants. The company has two treatment plants in operation and an additional five under construction. These plants will bring all seven breweries within water discharge regulations. It is a company requirement that new treatment plants exceed current discharge standards (ie. supplier required to guarantee a BOD of 50 mg/l). While all immediate wastewater treatment projects have been awarded, the following opportunities exist:

- The Toluca plant is still in first phase treatment and new technology will be required.
- Cervecería Cuauhtémoc is planning to build two new brewing plants by 1997. Obviously wastewater treatment facilities will be required.

Purchase Time Frame:
Toluca plant - 2 years

Additional Comments:
Project bids are open, but not published. The company prefers large wastewater contractors that have experience. Financing is not a decision criteria for the bidding process. In past projects Cervecería Cuauhtemoc has obtained competitive financing independently.