

## CHRISTIANSON, SA DE CV

Calle 37E #434  
Civac  
62500 Jiutepec, Morelos  
Phone: (73) 192322  
Fax: (73) 300960

Alberto Zamora Muñoz

**Company Size:**  
Approximately 100 employees

**Primary Products:**  
Detergents

**Export Levels:**  
Information not provided

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

**Wastewater Status:**  
Information not provided.

**Potential Opportunities:**  
Very little information was provided. While the company does suggest that future purchases are possible, no specific equipment types were mentioned. Interest is in advanced technology, services, and equipment and components. Production level increases are identified as the driving factor behind wastewater equipment purchases.

**Purchase Time Frame:**  
Medium term, 2 to 5 years

**Additional Comments:**  
No additional comments

## CELANESE MEXICANA

Av. Revolucion # 1425  
01040 Mexico D.F.  
Phone: (5) 325-5159  
Fax: (5) 325-5575

Enrique Viveros Villa  
Director of Environmental Protection

**Company Size:**  
6800 employees, annual sales: \$US 975.0 million.

**Primary Products:**  
Fibres, chemicals, packaging

**Export Levels:**  
25 - 30% of sales.

**Plants:**  
Toluca (State of Mexico), Queretaro (Queretaro), Ocatlan, Zacapu, Celaya (Guanajuato), Cangrjera Oasoleacaqui, and Demacsa.

**Wastewater Status:**  
Most plants comply with regulations.

**Potential Opportunities:**  
The company is considering the installation of a treatment plant in Zacapu. Currently, wastewater treatment plants are in operation in Queretaro, Ocatlan, Celaya and Cangrjera. Water from the Oasoleacaqui is shipped by truck and treated at Cangrjera. However, the plant at Zacapu uses large quantities of water and has no treatment facility.

In addition, the company is considering the installation of a recycling unit in Queretaro. There is a strong desire to reuse water, achieving zero discharge in this plant.

**Purchase Time Frame:**  
Within three years

**Additional Comments:**  
Celanese Mexicana is continually investing in environmental protection. Ongoing opportunities are apparent with Celanese. However, they have expressed a preference for U.S. and German suppliers. The purchasing process has recently been decentralised. All projects are approved at head office, but equipment is purchased at the plant level.