

### TALOQUIMIA, SA DE CV

KM 4.5 Carr. S.J.R. - Tequisquiapan  
76800 San Juan del Río, Queretaro  
Phone: (467) 20669  
Fax: (467) 20187

Luis Octavio García Espino

**Company Size:**  
Approximately 40 employees

**Primary Products:**  
Synthetic pine oil, dipentene, terpinolene, tall oil

**Export Levels:**  
Information not provided

**Plants:**  
San Juan del Río, Qro. (Pine oil, dipentene, terpinolene)  
Anahuac, Chih. (tall oil)

**Wastewater Status:**  
Currently complying with norms.

**Potential Opportunities:**  
Taloquimia has expressed an interest in a wastewater treatment plant for the San Juan plant. Treatment would focus on high BOD levels. A capacity of 150m<sup>3</sup>/day would be required.

Interest also exists in a recycling system. Equipment would require a capacity of 200m<sup>3</sup>/day. Current water costs are 3 NP/m<sup>3</sup>.

**Purchase Time Frame:**  
Decision makers expect to purchase wastewater equipment in 1994. Recycling equipment is classified as a medium term project (3 to 5 years).

**Additional Comments:**  
Financing is an important aspect to the buying decision. The company has also indicated that they would be interested in buying consulting services.

### MANUFACTURAS Y PROCESOS INDUSTRIALES, SA DE CV

Lázaro Garza Ayala 1312 Ote.  
C.P. 66230 Garza García, N.L.  
Phone: (8) 338-0853, 338-8274  
Fax: (8) 338-4850

Ing. Homero García Castillo  
General Manager

Ing. Bernardo Rojas Mayo  
Manager of Operations

**Company Size:**  
120 employees

**Primary Products:**  
Lubricants, greases and oils

**Export Levels:**  
Information not provided

**Plants:**  
At the above address

**Wastewater Status:**  
Complies with regulations

**Potential Opportunities:**  
The company is in the process of moving its production facility. Wastewater treatment technology purchases will occur this year to meet stricter regulations. In addition, the company wishes to reuse its water at the new site for irrigation purposes. Water use is currently 245 m<sup>3</sup> per month, and characteristics include a high BOD and mineral oil content as well as a varying PH level. The company is currently looking for quality solutions.

**Purchase Time Frame:**  
Within one year

**Additional Comments:**  
If no alternative financing is available, the company will apply for financing under the NAFINSA program. While financing is important, the company will not sacrifice quality. They are looking for the best equipment available.