

### **GALVANIZADOR DE OCCIDENTE, SA DE CV**

Calle 7 y 20, Zona Industrial  
44940 Guadalajara, Jalisco  
Phone: (3) 611-3207, (3) 611-3992  
Fax: (3) 611-3519

Salvador de la Fuente Mejia  
Technical Director

Manuel Alvarez Martinez  
General Manager

**Company Size:**  
Annual Sales: \$US 1.0 million

**Primary Products:**  
The company provides a metal finishing service (product oriented) for other companies.

**Export Levels:**  
No exports.

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

**Wastewater Status:**  
Not currently complying with wastewater regulations.

**Potential Opportunities:**  
The company requires equipment that eliminates suspended solids and heavy metals. On occasion, the company is also outside of official norms in terms of biological demand for oxygen (BOD). The equipment would need an average capacity of 400m<sup>3</sup>/month.

**Purchase Time Frame:**  
Purchase will likely take place by the end of 1994.

**Additional Comments:**  
The company is capable of undertaking their own equipment installation. Financing is critical. Finally, equipment size is an important factor, given the space limitations within the plant.

### **GALVANIZADORA Y HERRAJES DE GUADALAJARA, SA DE CV**

Calle 11 #426  
Colonia Ferrocarril  
44440 Guadalajara, Jalisco  
Phone: (3) 610-4662  
Fax: (3) 612-3337

Oscar Nuñez Ruesga  
Owner

**Company Size:**  
Annual sales: \$CDN 330,000

**Primary Products:**  
Galvanized products for steel structures

**Export Levels:**  
None

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

**Wastewater Status:**  
The company does not currently comply with discharge norms.

**Potential Opportunities:**  
The company's primary interest area lies in the elimination of suspended solids. To that end, sedimentation equipment was purchased in November of 1993. Approximate cost was \$CDN 10,000. Future purchases in wastewater management are unlikely.

The company has also identified recycling as a future project. The current wastewater system will be adapted to provide recycling services as well. In all likelihood, the changes will be implemented by the same provider of the wastewater equipment.

**Purchase Time Frame:**  
Within one year.

**Additional Comments:**  
While there is a preference to utilize the same supplier to adapt the existing equipment, financing is critical. A Canadian company willing to finance over a five year period a small equipment purchase may have an advantage.