

INDUSTRIAL DESHIDRATADORA, SA DE CV

Av. Tlalhuac # 4615
09880 Mexico D.F.
Phone: (5) 656-0024, (5) 656-6438, (5) 656-0105
Fax: (5) 656-0225

Carlos Reyes Rodriguez
Technical Director

Company Size:
300 employees

Primary Products:
Fruit and vegetable powders, coffee whitener, ketchup and syrups.

Export Levels:
2-3% of sales

Plants:
San Juan del Río (Queretaro) and at the above address.

Wastewater Status:
Plants do not comply to all wastewater regulations.

Potential Opportunities:
The company is seeking solutions to separate greases and oils from the water. Effluent has a high BOD and suspended solid levels in both plants. Water consumption is approximately 8 cubic metres per week in San Juan del Río, and 14 cubic metres per week in Mexico D.F.

In addition, the company requires a high quality of water for use in the process. Opportunities for pretreatment equipment may arise.

Purchase Time Frame:
Within one year

Additional Comments:
Primary purchases will be technology and equipment; however, the company also requires consulting services. There is a strong preference for compact equipment, due to lack of space. Internal financing is expected.

LA COSTEÑA, SA DE CV

Kilómetro 19.5 Antigua Carretera a Pachuca
55400 Tulpetlac, Edo de Mexico
Phone: (5) 775-5999
Fax: (5) 775-1940

Fernando Manzanique
Plant Manager

Company Size:
Sales: \$US 160,000,000 Employees: 1000

Primary Products:
Jalapeños, tomato paste, tomato puree, marmalades, peaches

Export Levels:
18% - primarily to U.S. and Japan

Plants:
Above address: jalapeños, marmalades and peaches
Guasave, Sinaloa: - tomato paste

Wastewater Status:
The company does currently comply with wastewater regulations.

Potential Opportunities:
Wastewater problems consist of a high BOD, COD and suspended solids, as well as a low PH level. La Costeña has recently decided to invest in an anaerobic reactor with aerobic post treatment in the Tulpetlac plant. The technology has been chosen and installation will begin in June 1994. The company is currently investigating wastewater solutions for the plant in Sinaloa. They have not decided on whether to invest in anaerobic or aerobic treatment, and are looking for the best solution.

Purchase Time Frame:
Sinaloa - installation by January 1995

Additional Comments:
Purchase decisions are based on quality and price of equipment, as well as experience of the supplier. Guaranteed success is extremely important. Financing is not required. In addition, there is a preference for a compact solution as the Sinaloa plant is expected to expand operations.