

EQUIMSA

Vasconcelos 650 Oriente
Fracc. Valle del Campestre
66265 Garza García, Nuevo Leon
Phone: (8) 336-2376
Fax: (8) 336-2707

Alberto Aranda Herrera

Company Size:
90 employees

Primary Products:
Hydraulic fluids, oxidization inhibiting fluids

Export Levels:
Information not provided.

Plants:
The only plant is located in Santa Catarina, Nuevo Leon.

Wastewater Status:
It is unlikely that the plant is currently meeting discharge regulations, as it does not own water treatment equipment.

Potential Opportunities:
Purchases will focus on wastewater treatment equipment. Potential areas of interest include filtration systems, skimming machines, and sedimentation tanks. The company also identifies services as a possible purchase. The capacity of such a system would be approximately 10 - 15 m³/day.

Purchase Time Frame:
Medium term, between two and five years.

Additional Comments:
Price has been identified as the most important factor in the buying decision. Additionally, Equimsa has suggested that a supplier must be able to guarantee the equipment to be purchased will allow the company to operate within discharge norms.

FERTILIZANTES DE MINATITLAN, SA DE CV

Carretera Trasistica KM 26.5
Minatitlán, Veracruz
Phone: (922) 40391, 92, 93
Fax: (922) 46302

Angel Mario Ochoa Castillo

Company Size:
Nearly 700 employees

Primary Products:
Chemical fertilizers, including superurea, supernitrate, and triple 17

Export Levels:
Information not provided

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

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

Potential Opportunities:
The company needs wastewater solutions designed to eliminate amoniocal nitrogen and organic nitrogen. The first step is such a process will be the update of an existing distillation tower. Required treatment capacity is approximately 27m³/hour.

Purchase Time Frame:
Between two and five years

Additional Comments:
Financing has been identified as the second most important factor in the buying decision, after quality. Total water consumption is approximately 350m³/day, at a cost of 0.2 NP/m³. Purchases have been classified as equipment and components as well as services.