

### HILOS HERNAN SA DE CV

Industriales 210  
Fracc. Julian de Obregon  
P.O. Box 79  
León, Guanajuato  
Phone: (47) 11-25-08, 11-25-46  
Fax: (47) 11-40-97

Juan José Hernández Gallo  
Director General

**Company Size:**  
Information not available

**Primary Products:**  
Threads for the shoe industry

**Export Levels:**  
None

**Plants:**  
Located at the above address

**Wastewater Status:**  
Does not comply with regulations

**Potential Opportunities:**  
Hilos Hernán has a problem with acetic acid and colorants in water discharge. The company currently has no wastewater treatment technology, and is interested in purchasing a system that will treat water to comply with municipal and industry regulations. There are two areas within the plant that water is discharged, as such it is expected that two equipment purchases will be necessary. Effluents will be

**Purchase Time Frame:**  
As soon as possible

**Additional Comments:**  
Internal financing is expected.

### SAN SEBASTIAN CURTE SA DE CV

Ciprés y Perón  
Col. Garita  
León, Guanajuato  
37320, Mexico  
Phone: (47) 17-35-00, 17-34-50, 17-59-75  
Fax: (47) 17-85-58

Luis Marmolejo Puente  
General Manager

**Company Size:**  
Information not available

**Primary Products:**  
Leather

**Export Levels:**  
None

**Plants:**  
Located at the above address

**Wastewater Status:**  
Does not comply with regulations

**Potential Opportunities:**  
The plant is located in the city of León and has no wastewater treatment facilities. As such the company is being forced to move the tannery out of the city. The owner (General Manager) has the land to build a new plant, however financing is limited. Purchases of an entire wastewater treatment system will be necessary in the new plant location. New plant facilities will not be built until competitive financing is obtained.

**Purchase Time Frame:**  
Before 1997

**Additional Comments:**  
Financing is essential. The state government plans to ensure all leather plants are relocated before 1997.