

### ALIMENTOS LIBAY, SA DE CV

Ave J. Cantú Leal No. 1320 Sur  
Col. Buenos Aires  
Monterrey, N.L.  
Phone: (8) 359-4200 ext 5033  
Fax: (8) 359-5778

Ing. Daniel Moreno Garza  
Superintendent of Quality Control

**Company Size:**  
500 employees

**Primary Products:**  
Sausage, ham, weiners, bologna, chorizo and salami

**Export Levels:**  
Unavailable

**Plants:**  
Located at above address.

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

**Potential Opportunities:**  
Water effluent has high BOD and suspended solids levels. The company currently utilizes settling tanks and suspended solids traps. However, the National Water Commission has advised Alimentos Libay to reduce its BOD level. As a result, investment in advanced treatment technology is necessary. The plant uses 140,000 litres of water per day.

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

**Additional Comments:**  
Service is extremely important to the purchase decision. Equipment must be compact due to lack of available space.

### SABRITAS, SA DE CV

Norte 45 No 740  
Col. Industrial Vallejo  
02300 Mexico D.F.  
Phone: (5) 227-5835, 227-5822  
Fax: (5) 567-9038

Juan J. Paisan Rabassa  
Director of Engineering and Technical Services

Silvia Tapia Flores  
Manager of Engineering

**Company Size:**  
14000 employees

**Primary Products:**  
Cornmeal chips, tortillas, wheat products

**Export Levels:**  
5% - primarily to U.S. and South America

**Plants:**  
Mexico City (D.F.)                      Tijuana (Baja California)  
Guadalajara (Jalisco)                Monterrey (Nuevo Leon)  
Toluca (state of Mexico)            Obregon (Sonora)  
Mexicalli (Baja California)

**Wastewater Status:**  
The company does not comply with regulations.

**Potential Opportunities:**  
The primary wastewater issue is high levels of BOD (2400 mg/l) and suspended solids (2800 mg/l). Sabritas has advanced primary treatment Guadalajara, Obregon, Saltillo, and Mexicalli. Treatments of flocculation, coagulation and sedimentation screening are employed in these plants. However, wastewater treatment in the Mexico City plant is limited to oil and solids tanks. As a result Sabritas is considering a treatment installation in Mexico City. In addition, the company must install secondary treatments in other plants. Water discharge in Mexico City is approximately 35 litres per second and in other facilities 15 litres per second.

**Purchase Time Frame:**  
Mexico city - within 1 year  
Other plants - within 5 years

**Additional Comments:**  
Space is at a premium in Mexico City, and as a result compact detailed design is required. Sabritas would prefer to work with a company that has a proven track record in the snack food industry. Also, Sabritas (Mexico) wants to commission wastewater plants in South America and so would prefer a supplier that can provide services throughout Latin America