

FORDATH SA DE CV

Vasconcelos Ote. 650 1er. Piso
Fracc. Valle del Campestre
Garza Garcia, Nuevo Leon
C.P. 66265
Phone: (8) 3357071
Fax: (8) 3787267

Claudio Ramirez
General Manager

Company Size:
Revenue \$US 7-8 million

Primary Products:
Industrial resins, stripping agents

Export Levels:
Information not available

Plants:
Ciudad Mitras (Nuevo Leon)
Cuautitlan (State of Mexico)

Wastewater Status:
The plant in Ciudad Mitras does not comply to regulations

Potential Opportunities:
The company currently uses an activated carbon system to reduce fenol resins from water effluent. However, the current system is not adequate to deal with the high concentrations of pollutants. The company is currently undertaking a pilot project and installing a boiler that will react the fenol content to allow water to pass through the activated carbon filter. If this project fails they will be looking for immediate solutions to reduce phenol resins in effluent.

Purchase Time Frame:
Within one year

Additional Comments:
Fordath has a strong preference for a supplier of equipment with a representative or office in Mexico. They have an environmental budget of US\$40,000 per year. Financing is viewed as an economic benefit and not a necessity. The company is 49% British owned. While there are no main buying links to Britain, support is occasionally obtained on large projects. The company usually looks to the U.S. first for technology unavailable in Mexico, due to geographical proximity.

CIBA GEIGY MEXICANA, SA DE CV

Calz. de Tlalpan 1779
Colonia San Diego
Mexico D.F.
Phone: (5) 549-3012
Fax: (5) 544-4344

Juana Miguel López

Company Size:
Approximately 350 employees.

Primary Products:
Voltaren, teretoc, tesalon, loproresor

Export Levels:
Information not available.

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

Wastewater Status:
The company is currently surpassing environmental norms.

Potential Opportunities:
Ciba Geigy already has a treatment system in-house but is looking to optimize it. Potential purchases include a carbon activated filter and mud filtering technology. The company requires near drinkable water for its production process, and consequently quality and reliability are critical.

Purchase Time Frame:
Purchases will likely begin within the next year, and continue over a five year period.

Additional Comments:
Any supplier must have a local market presence. Ciba Geigy uses approximately 220m³/day of water, at an average cost of 6.15 NP/m³.