

Freight considerations are most important to be competitive in the Guatemalan marketplace. Freight and insurance from a U.S. port to Santo Tomás de Castilla in Guatemala's Atlantic coast is of 4.6 U.S. cents per pound equal to \$101.20 per ton, while freight from Canada increased 2 additional cents or \$44.00 per ton. To offset this price disadvantage, it is important to offer customers other incentives. The most important would be delivery times because the most expeditious they are it translates into inventory reductions and thus into cost reductions. The quality of the product and favourable sale terms are also important considerations.

#### IV. END USERS IN GUATEMALA

The principal users of plastic raw material in Guatemala are listed below. (PLEASE SEE ANNEX A FOR A COMPLETE LISTING)

Fabrica de Plásticos La Luz	Helenoplast
Lacoplast	Oreplast
Tubovinil	Geoplast
Guateplast	Inyectores de Plástico
Extrudoplast	Olefinas, S.A.
Polidustrias, S.A.	Prepac C.A.
Termoform	

#### V. REPRESENTATIVES AND DISTRIBUTORS

In addition to the big companies that handle the greatest percentage of raw material imports, are the following:

**TECUN, S.A.**  
Mr. Federico Moreno, General Manager  
3a. Calle 3-60, Zona 9  
Guatemala C. A.

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