

FIRM	AGENT IN GUATEMALA	COUNTRY
Dow Chemical	Tepeca, S.A.	U. S. A.
Union Carbide	Union Carbide de Guatemala	U. S. A.
Quantum (USI)	Quantum	U. S. A.
Mobil	Muehlstein	U. S. A.
ICI	ICI Panamericana, S.	U. S. A.
Unikam	Unikam	CANADA

The Canadian firms represented by Unikam are:

PETROMONT INC.	LDPE FE, LDPE BM, HDPE BM, HDPE FE
ESSO CHEMICAL CO.	LLDPE FE, LLDPE IM, HDPE IM
SHELL CHEMICAL CO.	PP IM, PP BM PP RG
SYNERGISTICS	PVC compounds
POLYALLIANCE INC.	Color concentrates

The remainder of the market is covered by small companies acting as brokers, with limited administrative and sales personnel (1 or 2 persons) and with very low administrative and overhead costs. 80% of the market is covered by no more than 10 companies acting as representatives.

The sale terms provided by the main suppliers are based on an open credit situation. This basically means that letters of credit, cash in advance or sight drafts are not required. Most business transactions are based on long-term trust and knowledge of their local representatives and customers with whom they work on a 30, 60 or 90 days credit basis.

There is consensus among the industry experts interviewed, that the plastic products market is far from being saturated and that demand is growing at an estimated annual rate of 15%.

### III IMPORT AND CUSTOM CONSIDERATIONS

Raw material for the plastic industry pay custom duties of 8% Ad Valorem of the CIF price plus and additional 7% for Value Added Tax.