

Alcan Chemicals
Division of Alcan Aluminum Corporation

3690 Orange Place, Suite 400
Cleveland, OH 44122-4438

Tel: (216) 765-2550
(800) 321-3884
Fax: (216) 765-2590



TELEFAX

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If problems occur in this transmission, please call: (216) 765-2576

To/Location:	Pierre S. Pettigrew Trade Policy Planning Division (EAI) / Central America Department of Foreign Affairs and International Trade	Fax: 613-944-0757
From:	John McCormack – Alcan Chemicals/Beachwood	Tel: 216-765-2550 Fax: 216-765-2590

Dear Mr. Pettigrew:


Thank you for your letter, which we received on January 15, 2001. We do sell specialty hydrate to customers in Costa Rica, Guatemala, and Nicaragua.

Eight-to-ten years ago, we sent out a series of mailers to customers in the kitchen and bath fixtures business. These usually are small companies that manufacture molded countertops and bowls from plastic resin, plus fill material. The fill material we supply is Super White hydrate, produced in our plant, which is located in Jonquière, Quebec, Canada. Understandably, these customers are small—producing for the local market. Our sales over the past eight-to-ten years have been regular, but typically in the \$5,000-\$8,000 per customer range.

With regard to investment, we would not plan on any investment in this region, rather we would focus on the supply of specialty hydrates as noted.

Thank you for your interest.

Regards,


John McCormack
President
Alcan Chemicals

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