



A Division of The Society of The Plastics Industry, Inc.

Robert H. Burnett
Executive Director

March 6, 1992

TO: VI Executive Board

RE: Brazilian Inquiry

The attached correspondence may be of interest to your operation. Please contact Ms. Hilary Esmonde-White at the Brazilian Embassy in Washington to follow-up.

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RHB/pmb

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BRAZILIAN EMBASSY
Commercial Section
3006 Massachusetts Avenue NW
Washington, DC 20008

Roy T. Gottesman
Executive Director
The Vinyl Institute
Wayne Plaza II
155 Route # 46 West
Wayne, NJ 07470

Dear Mr. Gottesman:

I am writing to request your assistance. The Embassy has received requests from two Brazilian companies in the plastics industry which seek U.S. companies interested in engaging in joint ventures or licensing arrangements.

I wish to disseminate information about these two companies and the projects they are interested in to the U.S. plastics industry. I would also like to identify U.S. companies with a potential interest in these endeavors.

I would be interested in learning whether you have any type of newsletter or other type of publication in which these business leads could be published, or any other channel for notifying your members of these business opportunities. I would also be interested in obtaining any sort of membership directory or buyer's guide or similar information resource on the U.S. plastics industry.

One company (reference no. SP001-91) located in São Paulo, Brazil seeks the transfer of technology related to injection molding and thermoplastic material through a joint venture, licensing, subcontracting or other relationship. This company's earnings for 1990 were approximately US\$ 8 million. Its fixed assets are approximately US\$ 2 million and its employees number 250.

The other company (reference no. SP002-92), also located in São Paulo, Brazil, is interested in a joint venture with a company to produce PVC compound, thermoplastic rubber, epoxided soyabean oil, rigid pipe, spiralled and flexible hoses, development of its own tool room. It would prefer a company in the same line of business or a company that could be a supplier of raw materials. Earnings for this company in 1990 were approximately US\$ 58 million. It has 880 employees and fixed assets worth approximately US\$ 35 million.

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Hilary Esmonde-White

**Investment Promotion
Brazilian Embassy**

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