



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

Roy T. Gottesman
Executive Director

July 3, 1990

TO: The Attendees at the Vinyl Institute Annual Meeting
RE: Copies of Presentations on International Trade Issues

We have now received copies of the slide materials used by the speakers at the Annual Meeting Panel Presentation on "International Trade Issues Affecting The Vinyl Industry" and are pleased to enclose copies for your use.

Materials are from the presentations of the following:

Willem Prinselaar
European Vinyls Corporation
Brussels, Belgium

"Government Changes In Eastern Europe
and Their Possible Effect on the
PVC Industry in Western Europe"

Jose Eduardo Prestes
Solvay do Brasil, S.A.
Santo Andrea, Brazil

"Brazil's New Government Actions and
Their Possible Effect on the Mexican
PVC Industry"

Jon Kent
Kent and O'Connor
Washington, D.C.

"U.S. Government Position on GATT
Issues Relating to PVC, VCM and EDC"

I trust you will find this information useful.

Sincerely yours,

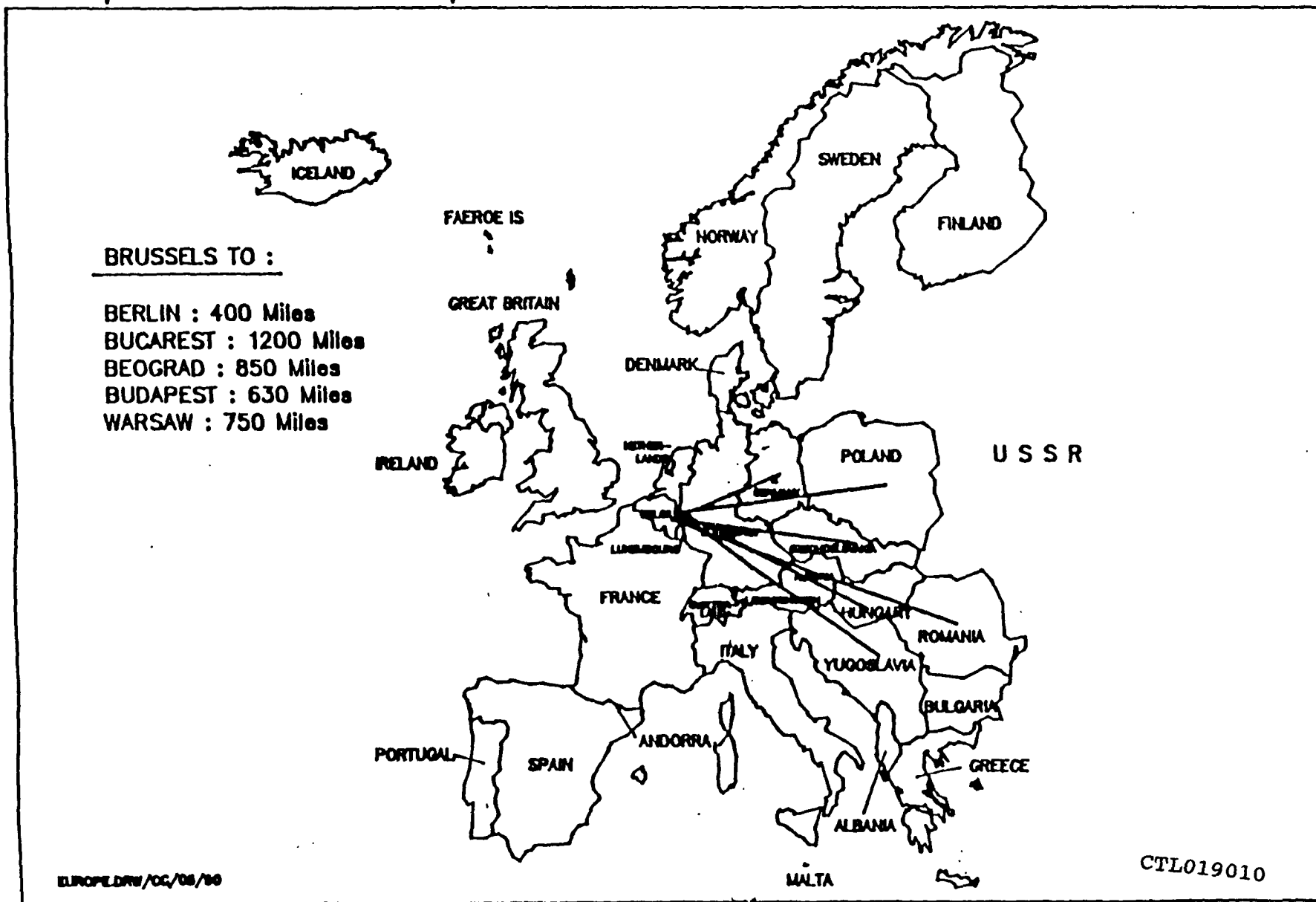
RTG/pmb

CTL019009

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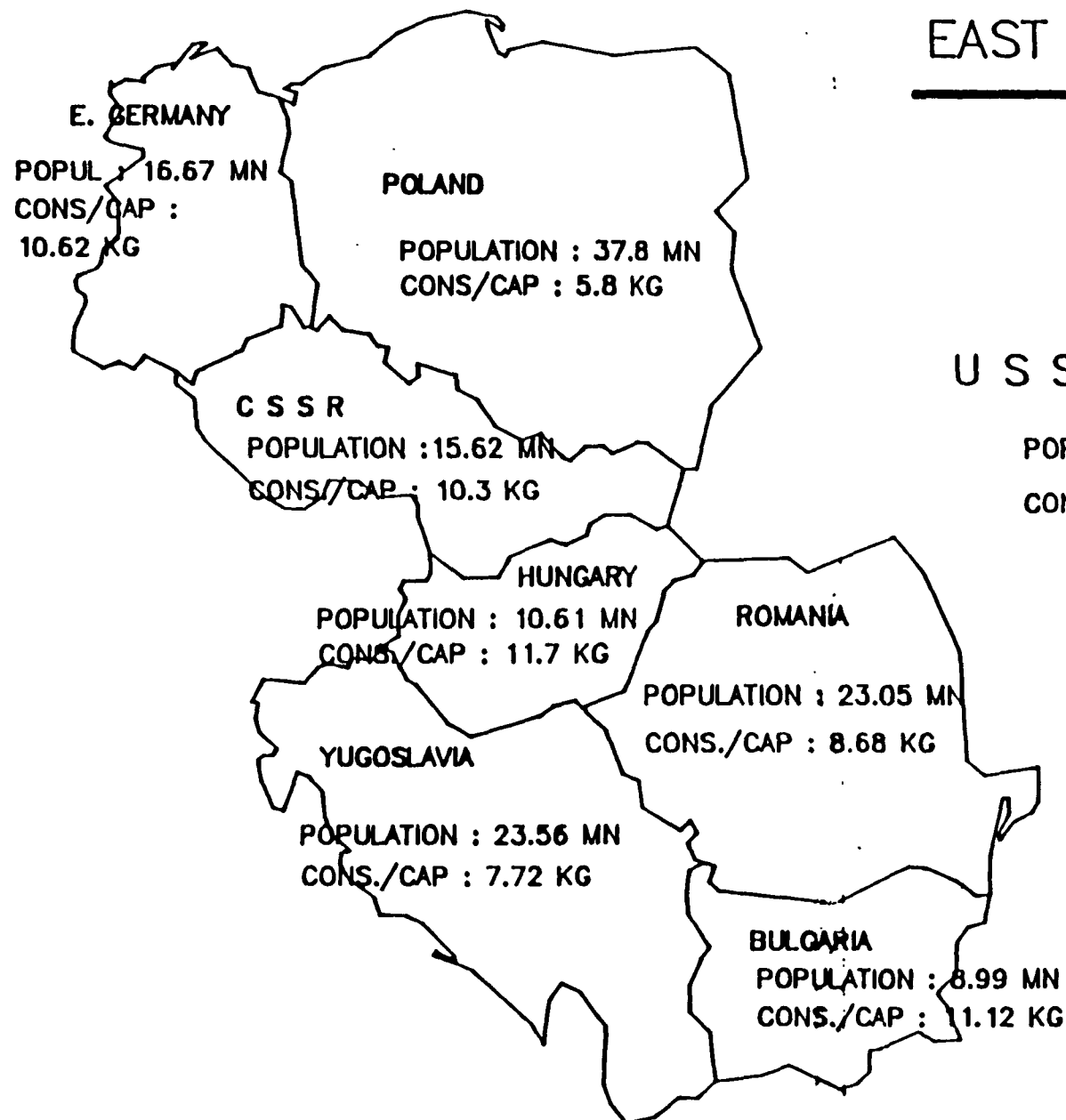
PRESENTATION OF WILLEM PRINSELAAR, EVC, AT VI ANNUAL MEETING, MAY 12, 1990

Maps — Europe



12

EAST EUROPE



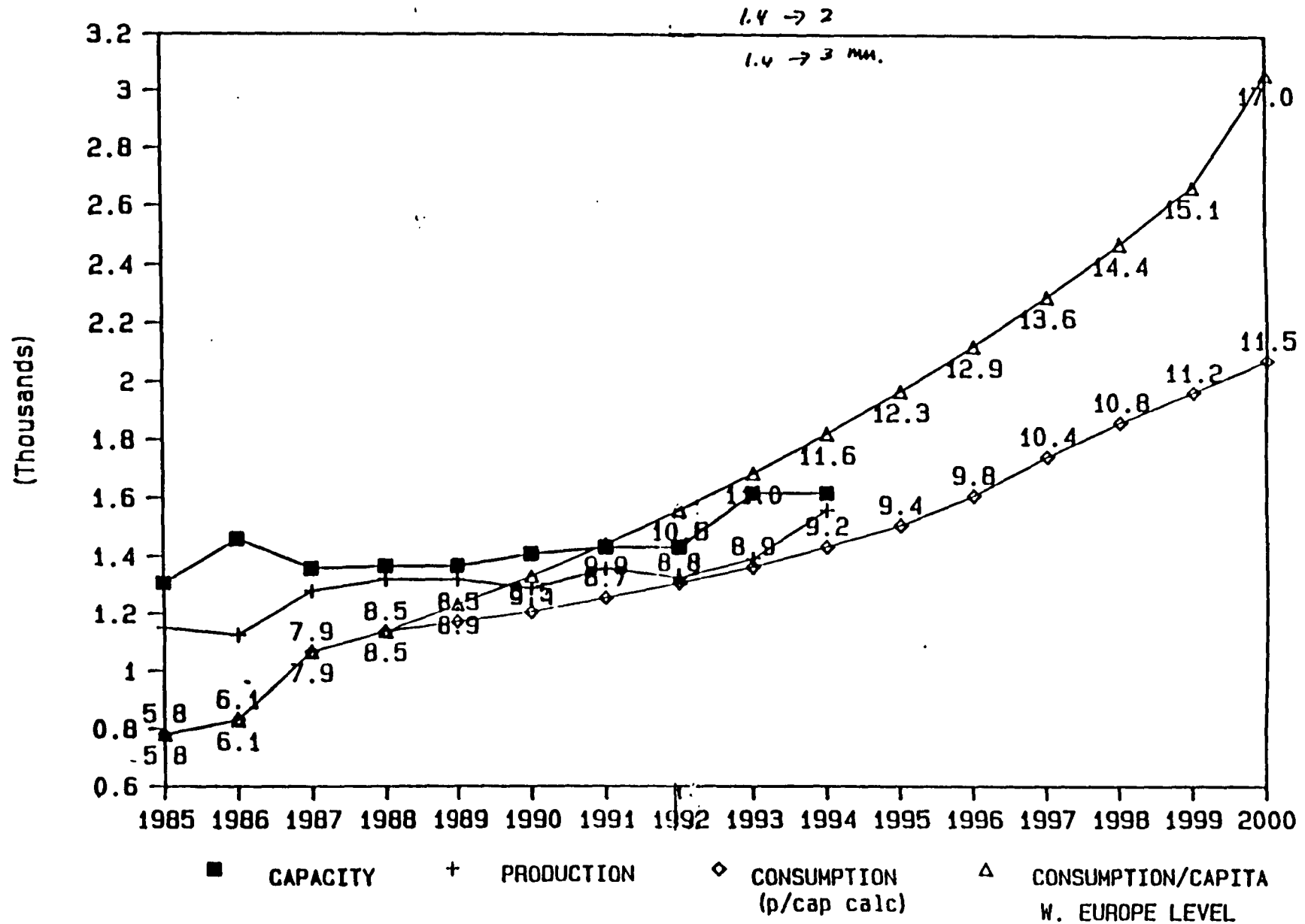
U S S R

POPULATION : 283.68 MN
CONS./CAPITA : 3.26 KG

CTL019011

(5)

EAST EUROPE EXCL. USSR

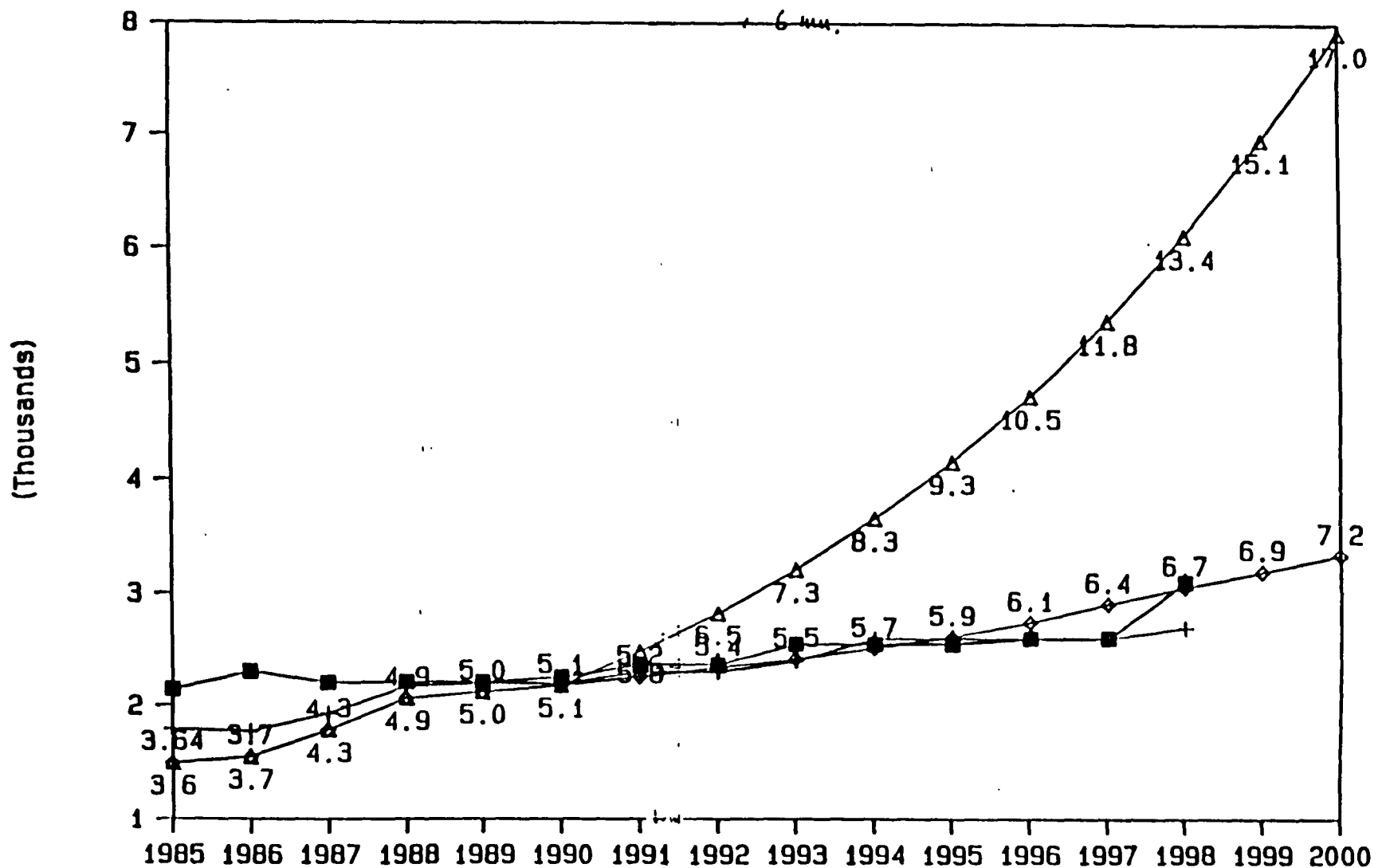




EAST EUROPE INCL. USSR

+ 1 mm.

+ 6 mm.



CAPACITY



PRODUCTION



CONSUMPTION
(p/cap calc)



CONSUMPTION/CAPITA
W. EUROPE LEVEL

CONSEQUENCES OF PERESTROIKA

- DEMISE OF THE COMECON BLOCK
- EXCHANGE RATES/CONVERTIBILITY
- POLITICAL UNCERTAINTY
- ENVIRONMENTAL PROBLEMS
- LACK OF FINANCIAL RESOURCES

U.S. OBJECTIVES

- **EXPAND MARKET ACCESS**
- **ELIMINATE GOVERNMENT SUBSIDIES**
- **PROHIBIT CERTAIN TRADE-RELATED INVESTMENT MEASURES**
- **DEVELOP EQUITABLE RULES FOR THE NEW AREAS OF:**
 - SERVICES**
 - INVESTMENT**
 - INTELLECTUAL PROPERTY**
- **ENSURE THAT GATT RULES APPLY TO DEVELOPING COUNTRIES**
- **CREATE A SWIFT AND EFFECTIVE MEANS TO RESOLVE TRADE DISPUTES**
- **AGRICULTURAL REFORM**
- **GATT REFORMS**

URUGUAY ROUND TIMETABLE

JUNE 5 - 15, 1990

**REVIEW OF TARIFF PROPOSALS BY
TARIFF NEGOTIATING GROUP**

JULY 1990

**ALL 15 NEGOTIATING GROUPS TO
COMPLETE "PROFILE" OF
AGREEMENTS**

DECEMBER 3 - 7, 1990

CLOSING MINISTERIAL MEETING

MARCH 1, 1991

**ADMINISTRATION MUST FORMALLY
NOTIFY CONGRESS OF ITS INTENT TO
ENTER INTO THE AGREEMENT
NEGOTIATED**

MARCH 1 - JUNE 1, 1990

**CONGRESSIONAL APPROVAL UNDER
"FAST TRACK" AUTHORITY - NO
AMENDMENTS ALLOWED**

CTL019016

URUGUAY ROUND
NEGOTIATING GROUPS

- **TARIFFS**
- **NON-TARIFF MEASURES**
- **SUBSIDIES AND COUNTERVAILING MEASURES**
- **TRADE ASPECTS OF INTELLECTUAL PROPERTY RIGHTS**
- **TRADE-RELATED INVESTMENT MEASURES**
- **DISPUTE SETTLEMENT**
- **MTN AGREEMENTS AND ARRANGEMENTS (TOKYO ROUND CODES)**
- **SAFEGUARDS**
- **NATURAL RESOURCE-BASED PRODUCTS**
- **TEXTILES AND CLOTHING**
- **AGRICULTURE**
- **TROPICAL PRODUCTS**
- **GATT ARTICLES**
- **FUNCTIONING OF THE GATT CODES**
- **SERVICES**

CTL019017

PRESENTATION OF JOSE EDUARDO PRESTES, SOLVAY DO BRASIL,
AT VI ANNUAL MEETING, MAY 12, 1990



E. PRESTES, May 1990

CTL019018

**NORTH
AMERICA**

**INTERNATIONAL TRADE ISSUES
AFFECTING THE VINYL INDUSTRY**

An outline map of North America, including Canada, the United States, and Mexico. A small black dot is located on the Gulf of Mexico coast of Mexico, near the border with the United States.

E. PRESTES, May 1990

CTL019019

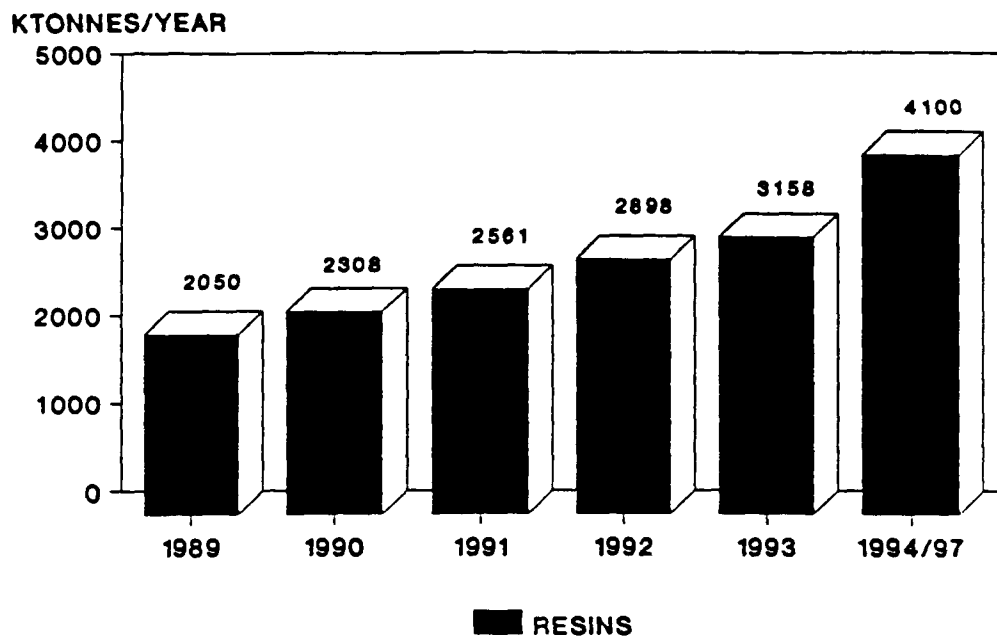
PETROCHEMICAL BUSINESS IN BRAZIL

PLASTICS



E. PRESTES, May 1990

THERMOPLASTIC RESINS INSTALLED CAPACITY BRAZIL



E. PRESTES, May 1990

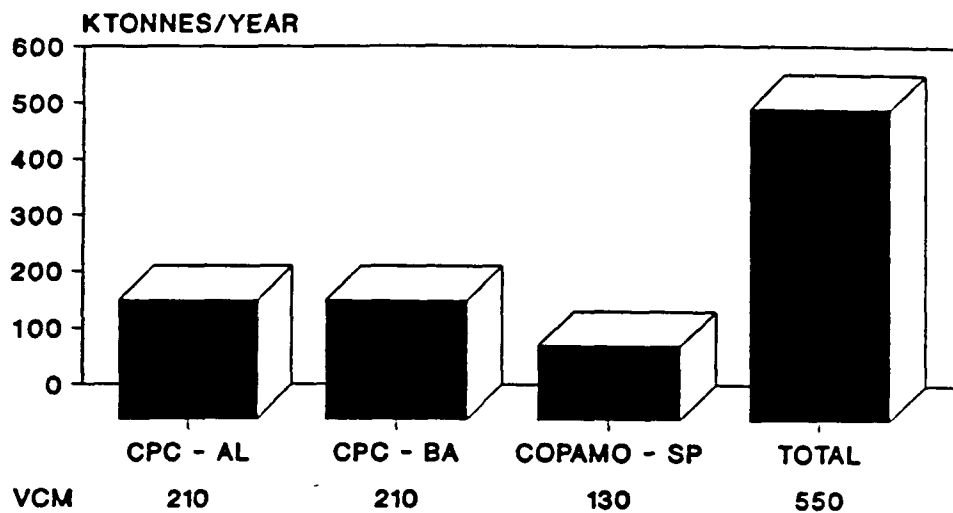
CTL019021

PVC BUSINESS IN BRAZIL



CTL019022

VCM: NAME PLATE CAPACITY BRAZIL - 1989

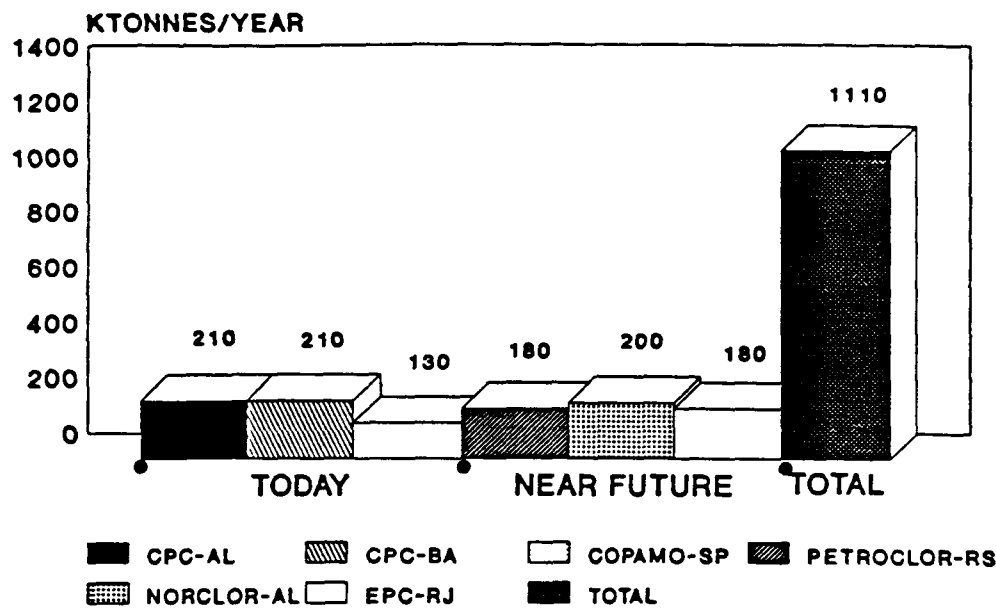


■ VCM

E. PRESTES, May 1990

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VCM BUSINESS IN BRAZIL

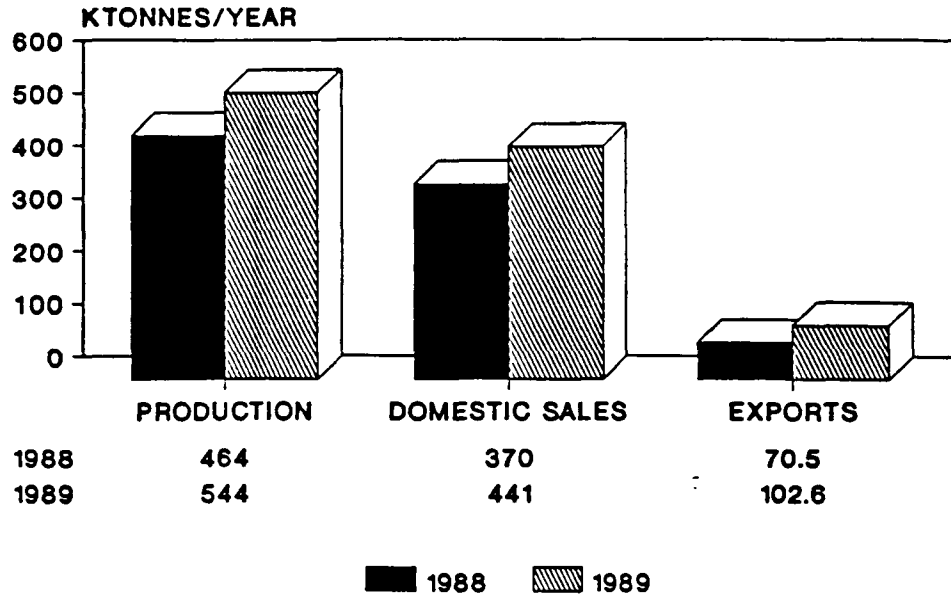


E. PRESTES, May 1990

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PVC - BRAZIL

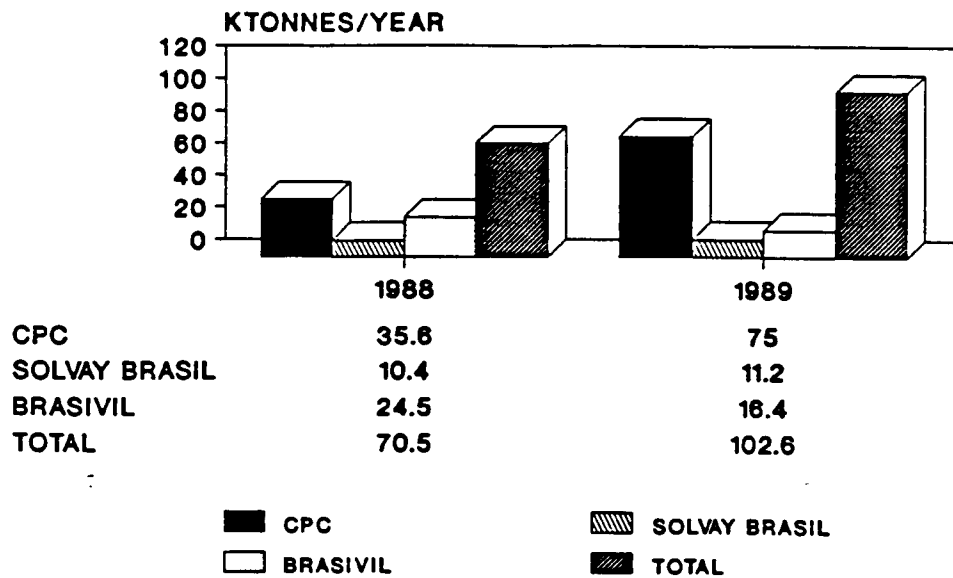
PRODUCTION x DOMESTIC SALES x EXPORTS



E. PRESTES, May 1990

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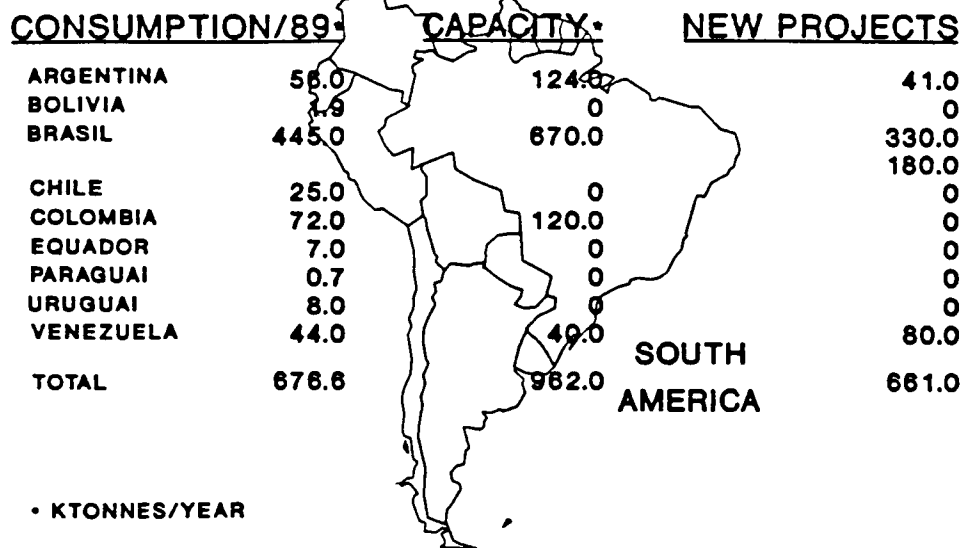
PVC: EXPORTS BRAZIL



E. PRESTES, May 1990

CTL019026

PVC BUSINESS IN SOUTH AMERICA AN OVERVIEW



E. PRESTES, May 1990

TRADE ISSUES AFFECTING VINYL INDUSTRY BRAZIL

- **COLLOR'S ECONOMIC PLAN**
- **INTERNATIONAL TRADE - NEW RULES**
- **SUPER 301 - BRAZIL EXCLUDED**

E. PRESTES, May 1990

CTL019028

COLLOR'S ECONOMIC PLAN BRAZIL

- **STRONG RESTRICTION IN THE ECONOMY LIQUIDITY**
- **COMPANIES AND CITIZENS ALL FINANCIAL ASSETS FROZEN**
- **CREATION OF A NEW CURRENCY**
- **TEMPORARY PRICE CONTROL**
- **NEW POLICY FOR INTERNATIONAL TRADE**

E. PRESTES, May 1990

INTERNATIONAL TRADE - NEW RULES BRAZIL

- LESS GOVERNMENT CONTROL / MORE TRADE
- ELINATION OF THE "LIST OF PROHIBITED PRODUCTS"
- IMPORT DUTIES FOLLOWING INTERNATIONAL LEVELS
- ELIMINATION OF PREVIOUS GOVERNMENT APPROVAL FOR IMPORTATION OF SPECIAL GOODS

E. PRESTES, May 1990

CTL019030

INTERNATIONAL TRADE - NEW RULES BRAZIL

- **ELIMINATION OF SUBSIDIES AND INCENTIVES**
- **FLUCTUATING EXCHANGE RATE**
- **REDUCTION IN THE BUROCRATIC EXPENSES**
- **BRAZILIAN NEW RULES IN DISCUSSION AT GATT**

E. PRESTES, May 1990

CTL019031

PRACTICAL RESULTS FOR PVC BRAZIL

- **IMPORT DUTIES KEPT IN 20% AFTER REDUCTION FROM 50%**
- **NO MORE PREVIOUS ANALYSIS FOR IMPORTATION**
- **NO MORE RESTRICTIONS TO IMPORTS**
- **FLUCTUATING EXCHANGE RATE**

E. PRESTES, May 1990

CTL019032

PRACTICAL RESULTS FOR PVC BRAZIL

- **ECONOMY STABILIZATION: HOME BUILDING INDUSTRY
TAKE OFF**
- **NO LIQUIDITY / NO IMPORTS**
- **LOCAL PRODUCERS WILL LOOK FOR BETTER QUALITY,
SERVICE AND COMPETITIVE PRICES**
- **301 EXCLUSION: NO RETALIATIONS AGAINST BRAZILIAN
PRODUCTS**

E. PRESTES, May 1990

CTL019033