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Meeting on Enterprise-to-Enterprise Co-operation
within the Latin American Plastics Industry
Buenos Aires, Argentina, 4-6 November 1985

REPORT*

prepared by the
Section for Economic Co-operation
among Developing Countries

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* This document has been translated from an unedited original.

PREFACE

The need to accelerate the economic and social progress of the developing countries has been a subject of continuous concern on the part of these countries and of various international organizations. The United Nations Industrial Development Organization (UNIDO) is continuing to play an essential role in pursuit of these objectives.

The General Assembly, at its thirty-ninth session, recognized that economic co-operation among developing countries was an integral part of the efforts to establish the new international economic order, without however being a substitute for co-operation between the developed and the developing countries or indeed an alternative to such co-operation.

The Buenos Aires meeting on enterprise-to-enterprise co-operation represented a practical example of UNIDO's efforts to achieve these goals.

Given the nature of its participants, the major feature of this meeting lay in its practical approach to what is a key problem confronting the developing countries and the fact that, clearly conceived within the spirit of the Buenos Aires Plan of Action, this approach underscored the need to promote and broaden technical co-operation among developing countries, while recognizing that bilateral and multilateral arrangements constitute the fundamental aspects of this co-operation.

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INTRODUCTION

1. The Meeting on Enterprise-to-Enterprise Co-operation within the Latin American Plastics Industry was held in Buenos Aires from 4 to 6 November 1985. A total of 83 participants from 13 countries, including seven observers from international organizations (see annex I), attended the meeting.

2. Background

The Buenos Aires Plan of Action contained an invitation to the Governments of the developing countries to endeavour to establish or strengthen appropriate arrangements designed to stimulate or maintain co-operation and communication between the enterprises or public institutions of their countries and those of other developing countries with a view, in particular, to the promotion of closer technical co-operation. In addition, the first meeting of heads of national technical co-operation agencies of the developing countries recommended the preparation of a series of guidelines on co-operation between the enterprises of these countries which the relevant public and private agencies were to take into account.

For this enterprise-to-enterprise co-operation programme, which was launched by UNIDO's Section for Economic Co-operation among Developing Countries at the end of 1983, a study was prepared including the elements of a global strategy for co-operation between the enterprises of these countries. It was agreed that co-operation on an enterprise-to-enterprise basis implied collaboration between two or more enterprises for the promotion of new projects or the reactivation or further development of previous projects. This collaboration might cover a part or all of the phases of a project from its conception to its execution, and might be limited to the technical area or cover both the technical as well as the economic aspects.

I. ORGANIZATION OF THE MEETING

1. Opening of the meeting

The meeting was opened on 4 December 1985 at the headquarters of the Argentine Chamber of the Plastics Industry (CAIP) by Mr. D. Néstor Fariás Bouvier, Secretary for Industry of the Argentine Republic, in the presence of the following authorities:

- Mr. Manuel Sadosky
Secretary for Science and Technology of the Nation
- Mr. Pedro Wainer
Under Secretary for International Co-operation, Ministry of External Relations
- Mr. Mario Pablo Cadenazzi
Auditor at the National Council for Technical Education (CONET)
- Mr. Alfredo Zilberstein
Vice President and Acting President of the National Institute of Industrial Technology (INTI)
- Mr. Lars Eriksson
Deputy Resident Representative of the United Nations Development Programme (UNDP)
- Mr. Ernesto Ponieman
First Vice President and Acting President of the Argentine Chamber of the Plastics Industry
- Mr. Eduardo de la Fuente
Second Vice President of the Argentine Industrial Union (UIA)
- Mr. Antonio Pinto-Rodriguez
Representative of UNIDO, Vienna
- Mr. Oscar Goldfarb
Secretary of the Argentine Chamber of the Plastics Industry
- Mr. Jorge Lehmann
Treasurer of the Argentine Chamber of the Plastics Industry

During this session the following persons took the floor: Mr. Oscar Goldfarb, Secretary of the Board of Directors of the Argentine Chamber of the Plastics Industry; Mr. Alfredo Zilberstein, Vice President and Acting President of INTI; and Mr. Antonio Pinto-Rodriguez of UNIDO.

2. Election of the President

Voting by acclamation, the meeting elected as its President Mr. Ernesto Ponieman, First Vice President and Acting President of the Argentine Chamber of the Plastics Industry.

3. Approval of the programme

The participants approved the provisional agenda and programme (annexes II and III).

II. SUMMARY OF THE DISCUSSIONS

After an expression of gratitude to UNIDO for its efforts in preparing and organizing the meeting, 18 participants, including a number of representatives of regional organizations, delivered papers, which were distributed among all those present. The subjects discussed by the participants included the following points:

- Status of the plastics sector in each country, including statistical information;
- Problems affecting the sector and constraints on its development;
- Proposals which, within the framework of enterprise-to-enterprise co-operation, might contribute to the solution of the above-mentioned problems and the easing of the constraints;
- Supply and demand opportunities for the production resources of the plastics sector in each country, such as goods, technology and capital;
- Examples of enterprise-to-enterprise co-operation to be found in the plastics sector;
- Realistic projects in the areas of technology and training, production and marketing, and information and promotion;
- Background and experience of the regional and international agencies in the area of enterprise-to-enterprise co-operation in other industrial sectors in developing countries;
- Role of the regional and international agencies in generating this co-operation and the machinery for its implementation and evaluation.

The observations, problems and proposed solutions of greatest interest were the following:

- The plastics industry is a transformation or processing sector producing finished or semi-finished articles for final or intermediate use, most of which are designed to satisfy basic consumer requirements;
- This sector's principal inputs consist of raw materials, mainly of petrochemical origin (polymers/resins), special products (charges/additives), processing equipment, moulds and dyes;
- In the relatively more economically developed countries, the plastics sector is a supplier to nearly all the other production sectors, thereby exerting a major multiplier effect.

The importance of this sector in Latin America can be gauged from the fact that it involves approximately 14,000 enterprises, which employ nearly 400,000 persons and consume annually three million tons of raw materials, producing finished products with a value of some \$7,500 million, despite the fact that over the last five years growth has been extremely sluggish in the majority of these countries.

Each of the countries surveyed has one or more associations, industry chambers or trade union groups, which (apart from those cases where affiliation is mandatory) have an associated membership of between 20 and 70 per cent of the existing enterprises, representing in nearly all cases more than 70 per cent of the total production of the country's manufactured plastic goods.

In general, the region's plastics industry lacks suitable national technology sources capable of performing the roles of formulation and processing, the design of articles and moulds, and the development of new products and applications. Similarly, in most cases there is not the capacity to develop the kind of technology that can increase plant productivity and the range of manufactured goods, while at the same time improving their quality.

In some countries there is virtually no plant-level quality control to ensure compliance with external standards or specifications.

The development of new products, applications and markets is generally pursued in a haphazard fashion, with no attention given, in most cases, to national needs and priorities.

Particular attention was called to the lack of specialized mid- and higher-level personnel to deal with the requirements of the sector's industrial plant, a shortcoming that, in addition to depriving the industry of its capacity for technological progress, also negatively affects its productivity and the quality of its goods.

Most of the firms operating in this sector have no suitable information service nor do they know where to turn to obtain this kind of service. Moreover, a gulf exists between the enterprises on the one hand and the research and development centres or institutes on the other: whereas the industrial sector is unaware of the technical assistance possibilities potentially available to it from these centres and institutes, the latter for their part are uninformed regarding the requirements of industry.

There has been a deterioration in the image of plastics in many countries, and users are largely ignorant of the facts and the ways in which these materials, when used in combination with traditional products, can in many cases bring them technical and economic benefits. Generally speaking, these same advantages are also not properly recognized by the respective Governments.

In nearly all the countries there is evidence of an interest on the part of the industrial sector - an interest in some cases shared by the Governments - in initiating or more actively pursuing projects concerned with the application of plastics in agriculture (plasticulture) and in construction, as well as with the recovery or recycling of plastic waste.

For all practical purposes, the sector lacks adequate information regarding technological advances and plastics industry trends in the industrialized countries, nor is it sufficiently informed about the potential of the region's own plastics industry.

In Argentina and Brazil there are public and private institutions specifically engaged in providing training through the medium of plastics technology courses, while in other countries a number of business associations offer short courses and seminars of a specialized nature.

As far as plastics technology centres or institutes are concerned, the majority of the countries expressed an interest in support facilities of this type for their plastics industry.

In Mexico, the Applied Chemistry Research Centre (CIQA), working through the CIQA/UNIDO project, is providing assistance to the plastics industry for the development of plastics for use in agriculture, while in Argentina the Technology Research Centre for the Plastics Industry (CITIP) may be regarded as a regional centre of excellence in this field.

It was also noted that there is virtually no exchange or systematic mailing of trade publications among the various associations.

Many of the speakers expressed their concern at the inadequate customs protection enjoyed by finished plastic products, whereas the protection afforded the raw materials from which these items are produced is in some cases equal to, or greater than, the level of protection instituted for the products themselves. The participant from Mexico invited those present to attend the International Plastics Fair and Seminar to be held in May 1986 in Guadalajara, noting that these events would provide a suitable forum for a new Meeting on Enterprise-to-Enterprise Co-operation within the Latin American Plastics Industry and stressing how important it was that UNIDO should support these activities.

For their part, the representatives of the regional organizations informed the participants of the mechanisms they used in performing their work.

In complementary presentations, spokesmen of the Argentine Technical Institute of the Plastics Industry (INSTIPLAST) and the Technology Research Centre for the Plastics Industry (CITIP) discussed their experience in the areas of training and technology, respectively, in Argentina.

III. CONSIDERATION OF PROJECTS

At three plenary sessions exclusively devoted to a discussion of the viability of possible projects for implementation within a framework of enterprise-to-enterprise co-operation, the participants submitted the following proposals, classified as indicated below:

Technology and training

- Network of technology centres;
- Training institutes: regional and subregional;
- Waste recycling;
- Development of materials: compounds using natural resources;
- Plastics in agriculture and the fisheries sector;
- Plastics in construction and mining;
- Quality and standardization;
- Organization for the production and distribution of educational video-cassettes for industry personnel.

Information and promotion

- Network of information about and for the plastics industry of the region: libraries;
- Organization for the promotion and publicizing of the plastics industry (fairs, publications), to act as an official agency for Latin America;
- Joint action to refurbish the image of the plastics industry: the awarding, by associations, of a guarantee seal;
- Establishment of equivalent plant personnel categories to apply throughout Latin America.

Production and marketing

- Regional institution for the identification, exploitation and co-ordination of supply/demand opportunities;
- Consortia for the export of manufactured plastic goods and technology;
- Joint enterprises for the design, planning, production and marketing of moulds, mould benches and dyes;
- Enterprise for the distribution and promotion of inputs to industry (buy-back/customizing operations);
- Sub-contracting exchanges.

These proposals were individually analysed, the participants concluding that there was a need for some sort of regional agency to assume responsibility for the co-ordination of the activities suggested and for their implementation in the form of projects.

Speaking to this point, the representatives of Brazil proposed the establishment of a regional plastics industry organization to consist of the business associations of this sector throughout Latin America, further suggesting that, for the time being, the secretariat of this new agency should operate out of the headquarters of the Argentine Chamber of the Plastics Industry (CAIP).

This proposal was unanimously approved, whereby it was specifically noted that UNIDO's valuable co-operation in assisting in the preparation and ultimate implementation of the project for the establishment of this agency would be extremely important.

IV. CONCLUSIONS AND RECOMMENDATIONS

1. Arrangements for the drafting of the conclusions and recommendations

At the suggestion of the President of the meeting, a committee was formed for the purpose of preparing a draft document of conclusions and recommendations. This open-ended committee was made up of participants from Argentina, Brazil, Costa Rica, Chile, Mexico, Peru and Uruguay.

2. Conclusions

The participants of the meeting arrived at the following conclusions:

- That the Meeting on Enterprise-to-Enterprise Co-operation within the Latin American Plastics Industry, organized at the initiative and with the support of UNIDO, represented the first regional event of this type for this industrial sector;
- That, because of their excellent quality, the preparatory arrangements for the meeting and the background documentation had been of fundamental importance to the success of the event;
- That the mere fact of having provided Latin American businessmen with an opportunity to meet and discuss their common problems constituted sufficient reason for regarding the meeting as a success;
- That the initially established objective of identifying potential areas of activity and designing a strategy to generate and strengthen enterprise-to-enterprise co-operation within the Latin American plastics industry had been fully achieved;

- That the results expected of the meeting in the sense of formulating a programme of action for the detection, promotion and exploitation of realistic opportunities for the implementation of joint projects had been achieved, and that, in addition, projects had been identified for possible enterprise-to-enterprise co-operation;
- Further, the document concluded by noting the difficulty of understanding the position of those Latin American Governments that were failing to accord the plastics sector its rightful importance, in view of what this industry might contribute to the economic and social development of the countries in question.

3. Recommendations

The participants in the meeting agreed on the following recommendations:

- That UNIDO should continue to provide support for the organization of meetings of this kind to deal with the problems of the industrial plastics sector of the region;
- That UNIDO should arrange to have sent to the Latin American plastics business associations detailed information on the projects that it has implemented and is in the process of implementing in the plastics industry area in various countries and regions;
- That, in order to facilitate specific enterprise-to-enterprise co-operation initiatives discussed during the meeting in the areas of technology and training, information and promotion, and production and marketing, there was a need to establish a Network of Business Associations of the Latin American Plastics Processing Industry (REPLA), to have the following initial functions:
 - Exchange of information on applications already developed in certain countries, inter alia, in the areas of:
 - Agriculture;
 - Construction;
 - Reinforced plastics;
 - Transport;
 - Packaging;
 - Recycling of raw materials;
 - Search for arrangements to permit the free exchange of moulds through temporary imports with the support of the Governments in question;
 - Evaluation of the feasibility of, and interest in, the formation of inter-enterprise consortia for the marketing of export products;
 - Establishment of a data bank for the Latin American plastics industry (with statistical data and information on resources, supply, demand, activities, etc.);
 - Analysis and solution of problems common to the business community, in connection with:

- Development and/or use of existing technology centres;
 - Development and/or use of existing training centres;
 - Exchange of technical standards;
 - Lobbying activities and negotiations with the support of such international organizations as UNIDO, the Latin American Integration Association (ALADI), etc., with the Governments of the various countries in order to secure their intervention and see to it that raw material prices correspond to the international price level;
- Formation of an ad hoc commission to formulate and present to the institutions of the countries present the plan for the establishment of this network;
- That this commission should have its headquarters at the seat of the Argentine Chamber of the Plastics Industry (CAIP) in Buenos Aires and that a counterpart commission should be established in every country;
 - That this commission should formulate and submit, before the end of November 1985, to each co-operating Latin American association its monthly operating budget;
 - That, when the commission has the necessary funds, it should prepare, within 90 days, a plan for the definitive establishment of the REPLA network, including its objectives, provisional statutes, method of operation, organization, sources of financing and tentative budget. In order that these activities may be carried out, UNIDO is requested to provide the ad hoc commission with information on its participation, including co-ordination with the regional organizations, in the establishment of the Latin American Pharmaceutical Industry Association (ALIFAR);
 - That REPLA should co-ordinate and direct to UNIDO all such technical assistance project requests as may be generated within the framework described above;
 - That UNIDO should bring to the attention of all the Governments the concerns expressed by the participants in the meeting in order that they may take appropriate measures to facilitate the development of the Latin American plastics processing industry;
 - That UNIDO should undertake to follow up carefully the actions recommended at the meeting and, when it deems it appropriate, should undertake an evaluation of the results;
 - That UNIDO should take the necessary steps for the establishment in the plastics sector of multinational enterprises, on the basis of such requests as may be received along these lines at its Headquarters;
 - That UNIDO should seek to co-ordinate co-operative programmes in this industrial sector with other developing countries.

V. CONCRETE RESULTS OF THE MEETING

- Distribution to all parties in attendance of business data cards containing information on each of the participants, plus an exchange of technical catalogues and directories from Argentina, Chile and Brazil.
- Complete information on the existing technology and training centres in the region and their potential for co-operation with countries requiring these services.
- The placing by INTI of its technicians at the disposal of the countries of the region for co-operation with a view to technological advances. The related expenditure might be covered out of the funds agreed under bilateral agreements and/or available through the United Nations Development Programme.
- Detailed information on special services that regional organizations, such as the Institute for the Integration of Latin America (INTAL) and others, are in a position to provide at the request of interested enterprises and associations. This immediately led to requests from the participants to these organizations, as in the case of the Argentine Chamber of the Plastics Industry.
- Formation of an ad hoc commission within the Argentine Chamber of the Plastics Industry to be responsible for setting the REPLA network.
- Specific discussions among participants regarding the implementation of projects of common interest in connection with the subjects described in annex IV.

VI. SPECIAL NOTE

The meeting was honoured by the presence of Mr. Francisco Masjuán, founder and honorary president of the Argentine Chamber of the Plastics Industry and a pioneer of outstanding reputation in the Latin American plastics industry. Mr. Masjuán recounted to the participants his experiences in the field of enterprise-to-enterprise co-operation dating back to the 1940s and urged them to seek the kind of new forms of co-operation that, in addition to benefiting the plastics processing sector, would also contribute to genuine Latin American integration.

In recognition of the election of Mr. Domingo L. Siazon Jr. as the new Director-General of UNIDO, the participants took the opportunity to congratulate him on his appointment and to convey their gratitude to the Organization for having sponsored the meeting, along with their hope that the new UNIDO would lend its support to the implementation of the above-mentioned recommendations, designed as they were to contribute to the development of the plastics sector, and thus, unquestionably, to the overall development of Latin America.

VII. READING AND APPROVAL OF THE REPORT OF THE MEETING

The Report of the meeting was approved unanimously on 6 November 1985.

VIII. CLOSING SESSION

The President of the meeting declared the meeting closed on 6 November 1985.

Annex I

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Gilberto Simão; Enterprise: TUBOS E CONEXOES TICRE SA, R. Xavantes 54,
Joinville

Colombia

José A. Pérez Toro, Commercial Advisor, Embassy of Colombia in the Argentine
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Chile

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Heinz Ruckert; Enterprise: UNIVERSAL PLASTICOS, Samba Roca 6115, Santiago

Patricio Ferrer; Enterprise: DURATEC SA, Panamericana Norte 1615, Santiago

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Uruguay

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Sergio Hofman; Enterprise: NIBO PLAST URUGUAYA SACI, Chiavari 2865,
Montevideo

Raúl Madeira; Enterprise: RAUL MADEIRA, Cornelio Canteras 2853, Montevideo

Uwe Thomsen; Enterprise: BROMYROS SA, Pedro Cosío 2330, Montevideo

Annex II

AGENDA

Monday, 4 November

- 08.30 - 09.30 : Inscription and registration
- 09.30 - 10.00 : Opening session
- 10.00 - 10.15 : Recess
- 10.15 - 12.00 : Working session No. 1
- 12.00 - 12.30 : Visit to CAIP installations
- 12.30 - 14.30 : Lunch
- 14.30 - 16.00 : Working session No. 2
- 16.00 - 16.15 : Recess
- 16.15 - 17.45 : Working session No. 3
- 17.45 - 18.15 : Formation of the committee to draft the conclusions and recommendations

Tuesday, 5 November

- 08.30 - 10.30 : Working session No. 4
- 10.30 - 10.45 : Recess
- 10.45 - 12.30 : Working session No. 5
- 12.30 - 14.30 : Lunch
- 14.30 - 16.00 : Working session No. 6
- 16.00 - 16.15 : Recess
- 16.15 - 18.45 : Working session No. 7
- 18.45 : Visit to INSTIPLAST installations

Wednesday, 6 November

- 08.30 - 11.00 : Bilateral meetings of participants and observers
Meeting of the drafting committee
- 10.00 - 12.00 : Closing session
Reading of conclusions and recommendations
Closing formalities
- 12.00 : Argentine barbeque and visit to CITIP-INTI installations
Afternoon free

Annex III

PROGRAMME

Monday, 4 November

- 08.30 - 09.30 : Inscription and registration of UNIDO participants, observers, special guests and the press
- 09.30 - 10.00 : Opening session
- Words of welcome by:
 - CAIP
 - INTI
 - UNIDO
 - Secretary for Industry of the Nation
- 10.00 - 10.15 : Recess
- 10.15 - 12.00 : Working session No. 1
- Presentation of papers by spokesmen of the plastics industries of the following countries:
Bolivia, Brazil, Colombia, Costa Rica, Cuba and Chile
- 12.00 - 12.30 : Visit to CAIP installations
- 12.30 - 14.30 : Lunch
- 14.30 - 16.00 : Working session No. 2
- Presentation of papers by spokesmen of the plastics industries of the following countries:
Ecuador, Mexico, Paraguay, Peru, Uruguay and Venezuela
- 16.00 - 16.15 : Recess
- 16.15 - 17.45 : Working session No. 3
- Presentation of papers by spokesmen of the plastics industries of the following country and international organizations:
Argentina, ALADI, ALIDE, INTAL, APLA, JUNAC, ECLAC
- 17.45 - 18.15 : Selection of the committee to draft the conclusions and recommendations

Tuesday, 5 November

- 08.30 - 10.30 : Working session No. 4
- Reports on experience in training and technological research in the plastics industry of Argentina, by:
- INSTIPLAST (Argentine Technical Institute of the Plastics Industry)
 - CITIP-INTI (Technological Research Centre for the Plastics Industry, of the INTI System)
- 10.30 - 10.45 : Recess
- 10.45 - 12.30 : Working session No. 5
- Analysis and consideration, with statements by participants and observers, of actions to implement enterprise-to-enterprise co-operation
- Subject: Technology and training
- 12.30 - 14.30 : Lunch
- 14.30 - 16.00 : Working session No. 6
- Analysis and consideration, with statements by participants and observers, of actions to implement enterprise-to-enterprise co-operation
- Subject: Information and promotion
- 16.00 - 16.15 : Recess
- 16.15 - 18.45 : Working session No. 7
- Analysis and consideration, with statements by participants and observers, of actions to implement enterprise-to-enterprise co-operation
- Subject: Production and marketing
- 18.45 : Visit to INSTIPLAST installations

Wednesday, 6 November

- 08.30 - 11.00 : Informal meetings of participants and observers
Meeting of the committee to draft the conclusions and
recommendations
- 11.00 - 12.00 : Closing session
Reading of the conclusions and recommendations
Closing formalities
- 12.00 : Argentine barbeque and visit to CITIP-INTI installations
Afternoon free

Annex IV

INTER-ENTERPRISE MEETINGS

| Enterprise/ Country | Enterprise/ Country | Subject |
|------------------------|--------------------------------|---|
| 1. Uruguay | Argentina | Toys |
| 2. Ecuador | Argentina | Toys |
| 3. Argentina | Uruguay | Moulds (exchange): buying, selling, renting, exchanging |
| 4. Argentina | Chile | " " " |
| 5. Argentina | Paraguay | " " " |
| 6. Argentina | Costa Rica | " " " |
| 7. Argentina | Bolivia | " " " |
| 8. Argentina | Peru | Supply of fabrics |
| 9. Argentina | Peru | Inter-enterprise association |
| 10. Argentina | Paraguay | Thermoplastic plates and sheets |
| 11. Argentina | Ecuador | " " |
| 12. Chile | Bolivia | Exchange of moulds (buying, selling and renting) |
| 13. Chile | Offers to Argentina | Plastisol technicians under a joint venture |
| 14. Bolivia | Uruguay (2) | Exchange of moulds (buying, selling and renting) |
| 15. Bolivia | Argentina | " " " |
| 16. Bolivia | Chile (2) | " " " |
| 17. Argentina | Ecuador | - Hermetically sealing plastic moulding PRFV - Translucent plastic plates - Bathroom partitions |
| 18. Ecuador | CITIP <u>1/</u> (Argentina) | Plastics for use in agriculture and the fisheries sector (nets) |

1/ Technological Research Centre of the Plastics Industry

| Enterprise/ Country | Enterprise/ Country | Subject |
|---|---|---|
| 19. Ecuador | Argentina | Special accessories for PRFV grooved roofing |
| 20. Ecuador | Argentina | Use of rigid and flexible PVC tubing |
| 21. Ecuador | Argentina | Manufacture of toys |
| 22. Ecuador | Chile | Buying and selling of machinery for the manufacture of polyurethane |
| 23. Ecuador | Chile | Manufacture and import of toys |
| 24. Ecuador | Argentina | Dispatch of publications, brochures and magazines for exchange |
| 25. Ecuador | Argentina | Future contacts with business possibilities |
| 26. Bolivia | Uruguay | Exchange of moulds (buying, selling and renting) |
| 27. Bolivia | Peru | " " " |
| 28. Chile | Peru | Technological support in the use of polyurethane |
| 29. Chile | Other countries of Latin America in Chile or in those countries | Interest in establishing multinational enterprises; list of enterprises interested in any of the alternatives proposed will soon be furnished |
| 30. Colombia | All the other countries present | Would accept capital contributions in the form of machinery and technologies; offer to export moulds and technology |
| 31. Brazil | All the other countries present | Offers technology for the formation of enterprises in the tubing sector; interested in the joint development of technical films |
| 32. Costa Rica and 33. Central America | To all the countries present at the meeting | OFFERS - Advantages existing in Costa Rica for export; free-trade zones also available; extensive experience in exporting to the United States market |
| 34. Argentina | To all the countries present at the meeting | - Offer to have Latin American participants attend the courses and seminars of the CAIP ^{1/} Commission on re-inforced plastics. |

^{1/} Argentine Chamber of the Plastics Industry

| Enterprise/ Country | Enterprise/ Country | Subject |
|--------------------------------|---|--|
| 35. Peru, Paraguay | To all the countries present at the meeting | - Also the organization of the above in the countries present |
| 36. Bolivia, Argentina | To all the countries present at the meeting | - Aspects relating to the financial problems affecting the industry in the region |
| 37. President | To all the countries present at the meeting | - Those present urged to train the entrepreneurs of the associations for work in national-level management groups - Status of the sector as part of the small and medium-scale plastics industry |
| 38. Argentina (INTI) | To all the countries present at the meeting | - Offer of technology co-operation under reasonable economic conditions |
| 39. Brazil | To all the countries present at the meeting | - Offer of the catalogues of the technical courses conducted at Brazilian institutes |
| 40. Mexico | To all the countries present at the meeting | - Proposal for the holding, possibly on a rotating basis (as suggested by Brazil) of an International Latin American Plastic Fair, together with the suggestion that a specialized agency be contacted to study how this idea might best be implemented. |