

PN-ABT-586
92643



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Summaries of Completed ABLE Projects

as of August 1985

(will be updated periodically)

*American Business
Linkage Exchange
PN ABT 586
92643*

Project #	Title	Country	Report Type **
A0001	Grain Storage Facility	Costa Rica	NBD
Study included a detailed analysis for developing a grain storage facility, where no previous plant of this nature had existed.			
A0002	Tropical Fruits	Costa Rica	ED
This export development report explored distribution opportunities for Costa Rican tropical fruit juices and purees in the United States. Assessed US market characteristics and, typical distribution channels, packaging alternatives.			
A0003	Frozen Pineapple	Costa Rica	ED
This report explored export opportunities for frozen pineapple in the US market. Included relevant government regulations and classifications, potential marketing alternatives, and market activities.			
A0004	Retirement Communities	Costa Rica	NBD
Evaluated the possibility of building and marketing a US-type retirement community in Costa Rica for retired Americans. Explored the requirements of a retirement community, design requirements, construction scheduling.			

** Report Classifications:

ED	Export Development
JV	Joint Venture
Co-production	
NBD	New Business Development
EP	Equipment Purchase
NPD	New Product Development

A0005 Berries Chile ED

Analyzed US market trends, opportunities, and channels of distribution for berries. Assessed US Customs requirements, pricing trends, and competing supply sources.

A0006 Milk Caramel Costa Rica ED

Examined feasibility of entering US Hispanic market and overall US market with caramelized milk products (dulce de leche). Explored alternative marketing options and linked client with marketing firms.

A0007 Electronics Guatemala JV

Examined current use of off-shore production by US firms. and assessed joint venture opportunities for US manufacturers wishing to become involved in off-shore production of electronics parts in Guatemala.

A0008 Polystyrene Sheets Costa Rica ED

Explored Southeastern US market and distribution channels for polystyrene sheets to be exported from Costa Rica; discussed marketing policy and US Customs regulations.

A0009 Vegetable Sponge Costa Rica ED

Analyzed US market trends, opportunities, and channels of distribution for loofa exported from Costa Rica.

A0010 Student Exchange Costa Rica ED

Identified and qualified US universities and colleges with foreign/Spanish language programs who might be interested in having students participate in a Costa Rican university-level program. Examined current programs available to students.

A0011 Sawmill Chile EP

Evaluated suitability of a portable sawmill for client. Interviewed American users to obtain opinions and comments. Provided information on alternative products and on implications of technology transfer.

A0012 Draperies Honduras JV

Examined US market for home textiles. Located information sources. Assessed feasibility of joint venture with US drapery firms, and evaluated interest of American drapery manufacturers.

A0013 Chemicals Honduras NBD

Investigated process design for the processing of toluene, xylene, and mineral spirits. Examined alternate sources of feedstock and engineering firms willing to scale up the operation.

A0014 Furniture Honduras ED

Analyzed US market characteristics and the current use of imports. Provided client with alternative strategies for planning to enter US market for wooden bed frames.

A0015 Baked Goods Guatemala EP

Investigated feasibility of acquiring packaging manufacturing equipment for a bakery. Examined costs of, need for, and implications of proposed equipment purchase. Linked client with equipment sources and with ready-made packaging suppliers.

A0016 Sport Shoes Jordan NBD

Examined feasibility of opening a sneaker factory in the Middle East. Assessed interest of US manufacturers in joint ventures or licensing, linked client with equipment manufacturers capable of installing turnkey systems, and provided market and product information.

A0017 Cheese El Salvador NPD/ED

Identified several processes and equipment for processing cheese. Linked client with sources of technical information and equipment. Explored possible export market for cheese in the United States.

A0018 Roofing Plaques Venezuela ED

Evaluated US export market for asphalt-coated fiberglass roofing felt. Investigated certifications and standards requirements. Assessed market interest in client's product.

A0019 Moroccan Wine Morocco ED

Analyzed US export market for wine. Linked client with sources of importing, industry, marketing, and technical information and advice.

A0020 Chewing Gum Honduras NBD/JV

Identified process, sources for equipment, and necessary considerations for starting a chewing gum manufacturing plant. Identified potential licensing partners for the technological components of the venture.

A0021 Clay Tiles Guatemala ED

Evaluated US market for clay roofing tile exports, including current market characteristics as well as trends for future. Linked client with actual distribution opportunities for client's products. Analyzed present opportunities and future options.

A0022 Paper Guatemala ED/EP

Identified sources of equipment needed for expansion of capacity. Examined US market for paper. Identified US manufacturers interested in joint venture with client.

A0026 Aloe Vera Honduras EP/ED

Examined US market for aloe vera and aloe vera products. Identified potential US joint venture/distribution opportunities, evaluated different strains of aloe, and located processing equipment sources.

A0027 Cocoa Processing Honduras NBD

Assessed feasibility of developing a cocoa processing industry. Discussed cocoa processing, chocolate manufacturing, and licensing of technology. Linked client with sources of equipment, market information, and technical knowledge, as well as with potential joint venture partners.

A0030 Fast Foods Guatemala NBD/JV

Assessed interest of US chain restaurants in joint venture with client in Guatemala. Examined implications of entering new businesses and of entering the restaurant industry.

A0031 Paper Blocks Guatemala ED

Explored distribution links for client's products. Developed overview of US market for paper products, including discussion of pricing and promotion.

A0033 Iron Bars Honduras NBD

Examined feasibility of constructing a small steel rolling mill. Identified sources of market, managerial, and technical information, as well as engineering firms to undertake full-scale studies. Considered implications of entering steel industry.

A0038 Copper Utensils Chile ED

Analyzed US market for imported copper cooking utensils. Developed channels of distribution for export from Chile. Provided representative photos and pricing for competing lines to indicate possible options.

A0039 Dog Bones Guatemala ED

Explored US market for rawhide chew products for dogs. Linked client with sources of industry information. Explored alternative channels of distribution.

A0040 Mushrooms El Salvador NBD/ED

Evaluated US market for canned mushrooms. Identified processing techniques and industry standards. Assessed domestic and foreign competition, and discussed alternatives.

A0041 Wood Finishes Jamaica NPD/JV

Linked client with potential partners for a joint venture and/or licensing agreement to add nitrocellulose-based wood lacquer finishes to a chemical company's product line.

A0043 Cookies Honduras ED

Explored market for client's cookies. Linked client with food brokers and discussed alternative distribution channels. Discussed marketing considerations, import regulations, and FDA regulations.

A0045	Cement	Guatemala	JV
Investigated sources of financial investment for starting a new cement manufacturing operation. Provided documentation of funding requirements for a variety of capital sources.			
A0048	Moroccan Shoes	Morocco	ED
Explored distribution channels for leather shoes. Identified sources of market and technical information. Discussed implications of market entry.			
A0055	Antacid	Mexico	JV
Provided market overview of antacid production and consumption in the US. Actively sought joint venture partners within the US pharmaceutical industry. Described Food and Drug Administration regulations pertaining to the importing of foreign-produced drugs.			
A0057	Tempering Furnace	Guatemala	EP
Identified manufacturers of bent tempered automotive glass and assessed their interest in licensing, joint ventures, or direct sale of process technology. Linked client with sources of process equipment and discussed implications of undertaking a complex manufacturing process.			
A0058	Blouses	Mexico	ED
Explored US fashion industry. Analyzed markets in key cities. Discussed marketing, distribution, and import considerations. Linked client with sources of industry information and potential customers.			
A0063	Vitamin E Skin Lotion	Thailand	ED
Explored US market characteristics for skin preparations containing Vitamin E. Examined uses and efficacy of vitamin E. Discussed government cosmetic manufacture guidelines and importing considerations.			
A0066	Paper Products	Guatemala	NBD
Examined feasibility of opening a small tissue paper mill. Linked client with sources of technical, managerial, equipment, and engineering expertise. Discussed implications of joint ventures and licensing arrangements.			

A0067 Rubber Products Guatemala ED

Provided market overview and competitive pricing information for industrial, rubber gloves and car mats available in the United States. Discussed marketing strategies for entering the US market and developed sources for potential buyers of the client's products.

A0070 Honey Guatemala NBD

Explored US market for Guatemalan honey. Developed channels of distribution and potential customers for client's honey. Included US government regulations and information necessary for importing into the US.

A0071 Sisal Guatemala NBD

Provided market overview for US use of imported sisal for baler twine. Described processing techniques. Developed mill contacts for processing sisal. Mentioned alternative uses for sisal.

A0072 Suntan Lotion Indonesia NBD

Described manufacturing process for suntan lotion from a generic point of view, as much of the information was proprietary. Identified six American firms who expressed interest in entering into joint venture and licensing agreements.

A0073 Wood Products Guatemala ED

Explored US market for furniture components. Discussed elements involved in trying to interest US manufacturers in producing certain furniture products offshore.

A0074 Mung Beans Guatemala ED

Examined US market for mung bean seeds and mung beans. Developed marketing strategies and contacts for entering US market. Discussed considerations for importing mung beans into the US.

A0078 Generic Drugs Mexico JV

Described the emerging market for generic drugs in the United States. Included US Food and Drug Administration regulations and essential government contacts. Created the first comprehensive guide to generic drug manufacturers in the US and qualified their interest in entering into a joint venture agreement with the Mexican pharmaceutical manufacturer.

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| A0081 | Alcohol | El Salvador | ED |
| | <p>Provided market overview of US use of fuel alcohol and potential customers for Salvadoran alcohol in non-beverage related industries. Delineated shipping and US import regulations.</p> | | |
| A0082 | Styrofoam Holders | Peru | NBD |
| | <p>Located sources for process design and equipment necessary for manufacturing styrofoam beverage holders. Also located ways to scale up production, including technology and equipment necessary for silkscreening designs on holders.</p> | | |
| A0084 | Ceramic Tile | Guatemala | ED |
| | <p>Identified major US tile manufacturing firms and American businessmen interested in joint ventures with the Guatemalan tile manufacturer. Provided examples of promotional material and pricing information. Also, set forth US government guidelines and manufacturers' quality standards.</p> | | |
| A0085 | Rawhide | Guatemala | NBD/ED |
| | <p>Discussed process design for manufacturing dog bones from rawhide. Also developed channels of distribution and US government regulations for exporting this pet product to the US. Options for joint ventures were also included in this report.</p> | | |
| A0087 | Circular Saw | Taiwan | ED |
| | <p>Provided US market overview for circular sawblades. Provided competitive pricing information and product literature. Listed potential US distributors.</p> | | |
| A0088 | Hydrocooling | Guatemala | EP |
| | <p>Located sources for hydrocooling equipment intended for preparing fruits and vegetables for storage. Identified credit terms for purchase of equipment.</p> | | |
| A0089 | Contact Adhesive | Venezuela | ED |
| | <p>Provided market overview for US market for contact adhesives. Included information on different chemical compositions available in US, packaging considerations, methods and regulations for shipping hazardous waste to the US.</p> | | |
| A0090 | Galvanized Steel | Thailand | EP |
| | <p>Located sources for rolling equipment for galvanized steel. Described the process design and implementation necessary for utilizing machinery.</p> | | |

A0095 Cashew Nut Shell Liquid Kenya NPD/ED

Project involved identification of products manufactured from cashew nut shell liquid (CNSL) and the respective processes and product applications. Provided contacts with US manufacturers of similar products. Also included relevant technical bulletins and articles detailing end-use applications.

A0096 Soup Guatemala NBD/JV

Discussed the prospects for imported, dehydrated soup mixes in the US. Developed potential joint venture partners from among US soup manufacturers.

A0097 Fans Honduras NBD/ED

Provided Honduran manufacturers' association with information essential to subassembling fans using components from US manufacturers. Listed equipment suppliers and potential joint venture partners. Described US regulations for drawback production agreements.

A0098 Jojoba Guatemala NPD/ED

Analyzed current and potential growth of market for jojoba and jojoba seed in the United States. Obtained latest bulletins on research developments relevant to jojoba propagation and its end uses. Identified US growers and processors of jojoba enthusiastically interested in entering into joint venture agreements with Guatemalan client.

A0099 Sportswear Guatemala ED

Discussed trends in offshore apparel manufacturing and the US apparel industry's diverse attitudes. Provided US government bulletins on Article 807. Identified positive contacts willing to enter into manufacturing deals with Guatemalan client based on 807.

A0101 Garlic Guatemala ED

Presented market overview for imported dehydrated garlic in powder, granulated, and minced form. Developed channels of distribution and potential importers for Guatemalan garlic.

A0104 Xanthan Gum Brazil JV/ED

Explored new applications for equipment currently in disuse in what was once a lactose fermentation plant. Presented information on market potential for xanthan gum. Developed potential joint US venture partners and manufacturers interested in using the Brazilian facility for tolling operations. US firms are in the position to provide ready distribution opportunities.

A0105 Particle Board El Salvador ED

Discussed market overview for US particle board furniture. Sent US manufacturers' trade literature, catalogues, and pricing information. Set up channels of distribution and potential distributors.

A0106 Bath Fixtures Portugal ED

Presented US market overview for plastic bath fixtures. Enclosed trade literature and US competitors' and other exporters product catalogues and pricing information. Identified potential importers. Discussed US customs regulations.

A0109 Buttons Barbados ED

Client was interested in breaking into the US market for buttons manufactured from coconut shells. ABLE consulted with leaders in the button, apparel, and cleaning industries. Determined that market bleak, at best. Documented findings through use of US Department of Commerce data and expert testimony.

A0126 PVC Plastic Jamaica ED

Developed market overview for PVC plumbing fixtures in the United States. Set up channels of distribution. Contacted numerous potential distributors for Jamaican PVC products.

A0136 Dehydrated Potatoes Guatemala NBD/ED

Explored US market for dehydrated potatoes. Arrayed all possible end-users. Developed channels of distribution and competitive pricing information. Presented adequate information on which client could base his decision to invest in this area as a new venture.