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Transfer News

Trade Fair Bilbao Metal Union (Sept. 24-28)

Because of the wide range of opportunities the Spanish metal industry has to offer foreign suppliers, the Dutch Royal Metal Union invites Dutch entrepreneurs to participate in the *Subcontratación* fair in Bilbao from the 24th until the 28th of September, one of the biggest international summits for subcontracting in this sector. TRANSFER Consultancy will be arranging individual matchmaking for participating companies, arranging at least 6 appointments with possible business partners. In our next edition we will be able to provide more information about the event. For more information, please visit www.transfer-lbc.com/bilboa.

Trade mission Argentina and Chile (Oct. 8-12)

As mentioned in the last issue of our newsletter, the Dutch Chambers of Commerce and TRANSFER Consultancy will be joining forces during the trade mission to Argentina and Chile in October. Having reached the maximum amount of participants all preparations are in full swing.

Trade mission Retail France (Oct 28th-Nov 1st)

MKB Holland and TRANSFER will be organizing a trade mission to France in the last week of October. The focus will be on the French retail sector. For more information please contact our Paris office at france@transfer-lbc.com

**Trade mission Mexico (NEW: November 4-9)
Automotive mission Brazil (NEW: April 2008)**

Due to explicit requests from the participants, the carry out dates of both the trade mission to Mexico and the automotive mission to Brazil, mentioned in our previous newsletter, have been adjusted. The changes have resulted in a considerably bigger amount of companies will have the opportunity to take part in the missions.

Fairs and Festivities

Planning a visit to Latin America, Spain, Portugal or France? Check here to see if there are any festivities or fairs worth combining with your business trip!

Date	Country	Fair	Description
July 4-6	Spain, Barcelona	Bread and Butter www.firabcn.es	Biggest fashion and lifestyle summit
July 23-26	Brazil, São Paulo	FISPAL Food www.fispal.com	Fair dedicated to food commerce in all its versions
Aug. 15-17	Brazil. Rio de Janeiro	Expo Logística www.expologistica.com.br	Fair for products, services & solutions for logistics sector
Sept. 21-Oct. 2	France, Marseille	La Foire Internationale de Marseille www.parc-chanot.com	International fair for food, leisure, beauty and the newest technologies
Sept. 25-28	Spain, Bilbao	Cumbre Industrial y Tecnológica www.bilbaoexhibitioncentre.com	International summit for subcontracting in industry & construction
Sept. 27-29	Spain, Madrid	BRICMA www.ifema.es	Biggest do-it-yourself fair of Spain

Date	Country	Festivity	Description
July 6-27	France, Avignon	Festival d'Avignon	Theatre festival in Avignon
July 6-14	Spain, Pamplona	Fiesta de Sant Germin	The famous bull-chasing through Pamplona
July 7-20	France	Tour de France	Traditional arrival at the Champs-Elysées
July 9-15	Brazil. São Paulo	Festival de Cinema Latino Americana	International movie festival
August 15 th	Portugal	Maria Ascension day	National free holiday
July 14 th	France	14 de Juillet	Celebration of the charge of the Bastille in 1789
August 25-26	Spain, Valencia (Buñol)	La Tomatina (www.latomatina.es)	Worlds biggest food fight with 240.000 kilo of tomatoes

NEW: case study
Lightweight Structures goes SPAIN

Lightweight Structures B.V., based in Delft, The Netherlands, focuses its business on creative product development, engineering and manufacturing of structures for markets where weight reduction is one of the design drivers, while improving sustainability, safety and performance .

Their core competences are in the composites (fibre reinforced plastics) area, although they are not limited to composites. The company boasts a background of 250 man years in structural applications in various markets and for various end-users. Lightweight Structures is a TNO spin-off and most of its employees have been working for many years in Holland's most famous R&D environment.

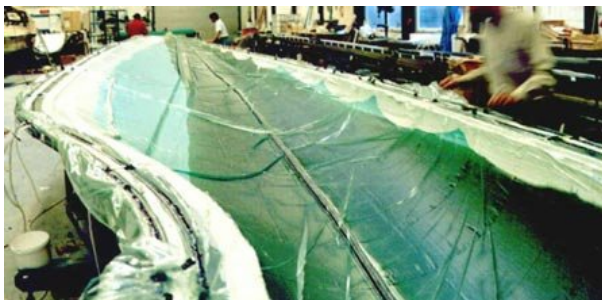
The applications of the products vary a lot, some of their markets are:
 Aerospace, Maritime, Building & construction, Truck bodies & trailers, Road furniture, Automotive, Wind energy and Machine building.



The different technologies being used revolve around: Vacuum infusion, Crash engineering of composites, Material & component: testing & optimization, and the production of Thermoplastic composites.

Lightweight Structures has been active in many international markets from the beginning of its existence. Internationalisation is essential as their products are used globally and The Netherlands offers a too narrow market for them. This is done through trade fairs, international joint research projects, but also the participation in trade missions.

Sales manager Aldert Verheus recently participated in NEVAT's automotive trade mission to Spain, organised by Transfer Consultancy. Not only did he meet automotive companies during his visit to Barcelona and Basque Country, but due to the high versatility of their products also wanted to meet other companies interested in composites.



A windturbine rotorblade halve during vacuum injection with Lightweight's technology

One of the organized visits was at new manufacturer of rotor blades for wind turbines, where Lightweight Structures arrived at the right moment. This company was looking for new components to improve the dynamics and resistance of the total system. After an active follow-up period, the purchasing director came to Delft to convince himself of the engineering and production capacity of Lightweight Structures. Following this visit and the signing of a non-disclosure agreement a first try-out deal was signed. If the material proves itself in practice, something Aldert Verheus is 100% convinced about, many new projects will be possible for this new client.

Apart from this success, Lightweight Structures will be further introduced to a sister company active in the aerospace sector to develop new components in cooperation.

Mr Verheus is clear about the advantages of participating in a trade mission: "Although we could probably find and contact all the companies we visited during the mission ourselves, it would have taken us much more time and effort. The network of TRANSFER Consultancy and the dedication of putting together an intensive visiting program, has saved us a lot of time and has proven really effective. A specialized consultant with knowledge of the local market can open doors for you that would otherwise remain closed.

For any company that is going to a new market, we recommend highly to participate in trade missions. Especially, the follow-up after your visits is important, this is when you show you're a serious company. Also, my experience is that in Spain personal contacts are important and in the follow-up process it's good to put effort into improving personal relations. TRANSFER consultants can assist companies in this follow-up process and actively create new business".



Lightweight wheel section of the GIGA trailer, developed using vacuum infusion, saving hundreds of kilos of weight while reinforcing the structure

More information: www.lightweight-structures.com

Interested in Spain or other markets TRANSFER is active? Click [here](#) for a free of charge intake session with one of our specialised consultants*.

SPAIN



Decathlon chooses Barcelona for logistics

The French company Decathlon (largest sports products retailer in Southern Europe) is about to establish its main distribution centre in 'El Prat', Barcelona. The centre will function as the starting point for distribution to regional warehouses in Madrid, Sevilla and Catalonia and a part of the warehouses in the United Kingdom, Germany, France and Italy. The distribution centre will occupy some 80.000 m2 and requires an investment of about €28 million. It is expected to be taken into use as from April 2008.

Lately, Barcelona is vigorously expanding its logistic sector. Over the last few years the already present companies have moved some 2,5 million tons of goods a year. To further enhance this

development the main logistic park (ZAL) announced plans to double its facilities during the next two years. With an investment of some €350 million, ZAL will increase its terrain with approx. 200 hectares. The new Decathlon centre will already take up 50% of ZAL's expansion plan.



Getronics sells Iberian activities

The company has announced it has signed an agreement to sell its activities in Spain and Portugal to the software company Tecnomcom for the amount of €95 million. Getronics expects a net loss of €15 to €30 million on this deal. This will depend on the sales results of Q1 of this year which are expected to be around €7,8 million. The company will receive a part of the payment in stocks in the company (12%). By closing this deal Tecnomcom will become the second largest ICT company of Spain and Portugal with expected net sales of €450 million.

Spain ready for hot tourism summer

The Spanish tourist industry is buzzing with activity for the next coming 2 months of summer holidays. During the summer over 22 million tourists are expected, a jump of 700.000 people with regard to 2006. Even though tourists tend to spend less and less money per trip, the growth in the total number of tourists makes up for this. The pressure on margins is felt in the industry, for example the share of holiday package deals has gone down from 60-70% in the '90s to about 30% these days, due to the facilities of internet booking and the huge growth of low-cost airlines in Spain. Most popular destinations remain the well-known beach resorts, and most of the tourists come from UK, Germany and France.

Opportunities waste sector

Together with the European Union, the Spanish government is looking for innovative solutions for the disposal of animal cadavers and residues. The country produces 2 million tons of animal waste material a year. Furthermore, about 37 million dead farm animals (380.000 ton) have to be transported from the farm to the place of disposal. This has an annual cost of €150 million. After the Mad Cow disease Spanish farmers, butchers, etcetera are not longer allowed to put animal residues together with ordinary waste and sustainable disposal solutions are becoming a hot issue. Therefore, good business opportunities exist for companies that can supply ecological and cost reductive solutions for the transformation of the said products.

Expo Zaragoza

On the 14th of June the 365 days-to-go sign for the official inauguration of the EXPO Zaragoza was celebrated. Between the 14th of June and 14th of September 2008 the World Expo will take place in Zaragoza, Spain, with its main theme WATER and all related issues. During the enormous event a total of 92 countries will participate and 6,5 million visitors are expected. More information: www.expozaragoza2008.s



Don Quijote Airport

The first private airport of Spain will be built near Ciudad Real and will have a capacity of 2 million passengers a year. Next to passenger flights the airport will become a logistic centre with advanced logistical installations. Furthermore, the airport will be connected directly with downtown Madrid by a high-speed train. The project includes a total initial investment of €1,1 billion and is expected to start operating in 2007.

PORTUGAL



TAP Air buys Portugalia

TAP Air Portugal completed the offer for its smaller domestic rival airline Portugalia, from the Espirito Santo International group. However, the deal with a value of €144 million does not include the carrier's debts. The deal, agreed on by the two companies last November, obtained the European Competition Authority's approval early June. Portugalia, which flies to 19 destinations and has 17 planes, has booked losses in recent years. In 2006 it posted a net loss of about €50 million. TAP Air, which is owned by Transportes Aereos Portugueses SA, flies to 46 destinations in 25 countries, owns 47 planes and employs 5.664 people.

Portugal to take over the EU presidency

On the 1st of July Portugal, as one of the European Union's smallest countries, is about to take over the EU Presidency for a term of 6 months that rotates among member states. The EU presidency will give the country a chance to play international powerbrokers. At the other hand however, it also places pressure on a relatively small public administration and leaders who may not have expertise in all EU policy areas. In general, the boost in international attention is positively looked upon by the Portuguese and the business community.

New Lisbon airport by 2017

Lisbon's current airport, which is located on the edge of the city, is forecast to reach its capacity limit of 16 million passengers a year in 2015. Since many years the government has been planning the construction of a new airport that should be running by 2017. The tender to construct and operate the new airport has been delayed to 2008 as the government is reconsidering the exact location of the airport. Building the airport at the proposed new site, south of the capital near Alcochete, is budgeted at € 3,6 billion.



Economic development at the Iberian Peninsula

With last year's GDP growth of just 1,3% the Portuguese economy is lagging behind its neighbour's economy as well as other European countries. Spain has been posting consecutive growth rates of 3% or more. The Portuguese government is trying to catch up with for example liberalisation of the labour market and investment in high-growth sectors. However, in order to tackle public debt it has had to increase the value-added tax from 19% to 21%

FRANCE



Tenders in the French rail transport sector

Presented as the market of the century, the development of high-speed networks and increasing regional traffic, led the French national railway company (SNCF) to prepare two major invitations to tender in the supplying of thousands of wagons equivalent to billions of euros.

The first invitation to tender concerns the supply of 200 high-speed wagons in order to face the extension of the network and the renewing of old wagons in service since 1981. The SNCF will launch it in 2008. Alstom, Bombardier and Siemens might not be the only constructors that want to sign the contract. The Spanish CAF, the Swiss Stadler and the Italian Ansaldo seem to be interested as well.

The second invitation to tender is due at the end of 2008 and concerns the supply of regional

materials. More than 500 wagons -from 6 to 10 millions each- might be ordered to be in service in 2011-2012. The potential suppliers are the same as quoted above. The French high speed railway network is already some 1800 km in total length, and will be expanded again in 2011 with the opening of the Rhine-Rhone network. For more information on this tender procedure visit these websites:

- <http://www.journal-officiel.gouv.fr/jahia/Jahia/marches-publics>
- <http://www.marchesonline.com/>

KLM-Air France; respect for cultural difference key to success

Where the French are presumed centralized, the Dutch are decentralized. Where the French are more horizontally organized, the Dutch companies are more vertically organized. Where the French speak French, the Dutch speak English. And where the French are catholic the Dutch are protestant. Not many common grounds to stand on one could say, but the merger of KLM and Air France is a clear success according to those who follow stock exchanges, and those who accompanied the merger from close by.

Shedding some light on what made this merger so successful was therefore to attract the necessary attention of Nord-Pas de Calais business men and women present during the French-Dutch business lunch debate Tuesday 19th of June organized by Michèle van Hasselt of the Netherlands Business Support Office in Lille.

Mutual respect for each others companies and clear recognition were key factors to success. Establishing a relationship of confidence is another one. But for this to become possible some important hurdles needed to be overcome. The French were afraid of being dominated by the Dutch who's English was supposed to be impeccable. The Dutch worried about the chauvinist French averse to change, with their hierarchic management structures blocking transparent communication.

An internal perception monitor, mutual exchange programs, intercultural teambuilding, a Dutch language course of three-hours for the French and French language courses for the Dutch; important development programs were put in place to deal with prejudices from both sides. But KLM and Air France decision was to make Air France-KLM a group with two distinct companies was much more important. No cultural fusion but mutual respect. No loss of identity but recognition of each others strong points and in this way a peaceful co-existence and an ever stronger position in today's competitive aviation industry.



The Netherlands Aerospace Group at the international Paris Air Show

The 47th International Paris Air Show, which was held at the Bourget from the 18th to the 24th June, is the most important aeronautic meeting in the world. Last year more than half a million visitors were present. For all the companies, private and public, of the aeronautic sector, the Paris Air Show is one of the most important meetings of the year.

The Netherlands Aerospace Group did not miss this rendezvous; they had a complete private pavilion to support more than 50 Dutch companies present at the Paris Air Show. During the Air Show, the Dutch Ambassador in France was also present to support the national aeronautic sector.

French retail industry is growing with double figures; discover potential now!

French traditional retail sales channels are expected to grow in turnover by around 15 % this coming year. Not a bad reason to orientate oneself a bit more on French retailing. Online selling growth figures represent an even stronger reason to become interested in France. This selling channel is becoming ever more lucrative, with growth rates of around 50 % yearly.

These are only two of the many reasons TRANSFER and the organization MKB-Nederland (SME-Netherlands) decided to organize a trade mission for Dutch companies with the objective to open doors of decision makers in the French retail sector. The mission will take place in October this year and information on participation can be found at the following website: www.evd.nl/cpa/frankrijkdetail or on page one of the newsletter under Trade Missions. Participation costs are just €500 and will include a fully-organized match-making program in the regions Ile de France and Nord-Pas-de-Calais; France's most important regions for traditional retailing and internet selling respectively. Participation will be limited to companies active in the non-food industry, with interests in selling to French retail.



What role current president Kirchner will play in an Argentina governed by his wife is yet unclear. He himself stated to support his wife as long as "Cristina doesn't kick me out".

New factory for Dutch company Hunter Douglas in Buenos Aires

Hunter Douglas, manufacturer of amongst other curtains and Venetian blind, opened up another factory in Villa Martelli, BA. The new factory, with a surface of approximately 6.000 m2, will double the local production capacity.

The Dutch company has been active in Argentina for over twenty years selling the brand Luxaflex. In 2006 Hunter Douglas employed 1.225 people in the Buenos Aires Region and established a revenue of US\$ 150 mln.

Argentina and Chile represent the highest GDP of the region

An investigation by the Economic Commission for Latin America and the Caribbean (CEPAL) and Statistics Canada shows that Chile and Argentina are currently the two countries with the highest real GDP per inhabitant. The enquiry shows a real GDP of 46% for Chile and one of 32% for Argentina. The Chilean population spends most of its money on clothing, shoes, transport, housing, water and electricity. The Argentines on the other hand see most of their money go to food, communications, healthcare and education. The average amount that a person spends in Argentina is 37% higher than the regional average.

The investigation was carried out in a hundred different countries divided over 5 regions. The intention was to compare the differences between the price ranges all over the world. It turns out that in Latin America the same goods with an equal quality are most expensive in Chile and Brazil. In Paraguay and Bolivia you will find the same good for the least amount of money.

LATIN AMERICA



Mrs Kirchner for President?

Will Cristina Fernández de Kirchner take over her husband's position and become the first female president of Argentina? According to the polls Mrs. Kirchner has a high chance of winning the upcoming elections in October of this year. Though, this chance will only exist if President Kirchner decides not to put himself up for re-election, since his current popularity will give him a big advantage over his wife.

If Mrs Kirchner does indeed win the upcoming elections, she is expected to be the right person to strengthen the ties with the outside world. Where her husband did not show any interest in keeping foreign relations up to date, shown for example by the fact that he stood up Queen Beatrix during her visit to Argentina last year, Mrs Kirchner has already been making foreign visits on behalf of her husband.

Chile in search for gas

The economic growth of Chile is expected to top the 5% this year. To be able to keep this growth up, Chile will have to find a solution for the problems it encounters when it comes to foreign energy supply. Since 1997 Chile was being supplied by neighbouring country Argentina against regulated prices of between US\$ 20 and US\$ 30. However, since Argentina decided in 2004 that the home supply of gas should be given priority, prices for Chile have gone up. Instead of waiting for a shortage to occur, Chile has taken matter in its own hands and has legislated incentives for foreign investments. The national auction system obliges investors to start a long-term contract with an obligation to provide the client in their power-needs for a period of at least three years.



The fact that the demand for electricity in Chile has grown on average 6% to 7% during the last few years, makes the market very attractive to foreign investors. This attraction was also clear for

the Australian generator Pacific Hydro, already present in Chile, who decided to invest US\$ 1 billion in the Alto Cachapoal Basin in central Chile. The high turnout at the first auction round in New York confirmed the appeal for foreign companies as well.

Accelerated growth in Brazilian automotive sector

Due to the fact that the internal market has shown significant growth during the last four years, Brazilian car and truck manufacturers are in a favourable situation when getting new investments from their head offices. Currently the Brazilian automotive industry operates with approximately 80% of their installed capacity, the highest level of the last decade. Experts state that constantly operating at 85% is not sustainable.

All together Brazilian car manufacturers have a production capacity of 3.5 million cars per year divided into three shifts. Estimated is that a matured demand for cars will accumulate to 4 million per year, of which 3 million cars are for the internal market while 1 million are meant for export.

In the upcoming months large investments by the producers of cars and their suppliers are expected. General Motors Brazil is currently negotiating with their headquarters about an investment of US\$ 1 billion in their Brazilian installations. At the same time Fiat is negotiating the construction of a new car factory with the Minas Gerais government.



As the market is growing at an accelerated pace, alternative solutions are being investigated. Fiat Brazil has an impressive track record and was the companies' most important trump in the improvement of its profitability. Another example comes from Ford, who is negotiating fiscal incentives with the government of Bahia to amplify its factory. So far negotiations have not shown any results. Nevertheless, current favourable developments within the Brazilian automotive sector offer a lot of opportunities for companies that directly or indirectly supply car manufacturers.

Brazil's economic expansion

In the first quarter of this year Brazil's economy expanded with 4,3% in comparison to the same quarter in 2006. GDP increased with 4.8% compared to the last quarter of 2006. Brazil's Finance Minister Guido Mantega expects that the economy will accelerate in the second half of the year. According to the minister, strong consumer spending and company investments will be responsible for a 4,5% growth of the GDP in 2007. Several companies already revised their sales target for this year, due to faster economic growth.

The economic growth also has a positive influence on job creation in Brazil. Compared to March 2006, the amount of formal job permits nearly doubled in the same period of this year. Within 12 months about 1,3 million new formal positions were created. Consumption increased with 6% in the first quarter of 2007. When compared to the last quarter

of 2006, the services sector experienced a growth of 4,6% in the first quarter of this year. Industry output on the other hand slowed to 3% in the first quarter, compared with 3,6 at the end of 2006.

Embraer taking over Brazilian aerospace

Embraer won an order worth as much as US\$1.46 billion from Brazilian airline BRA for 40 of Embraer's biggest commercial jetliners. BRA ordered 20 Embraer 195 aircraft and acquired options for another 20. Deliveries will begin in the second half of 2008, Embraer announced at the Paris Air Show. Embraer plans to boost deliveries with 30% this year to as many as 170 aircraft.

The Embraer 195 seats 118 passengers and is part of a family of jetliners Embraer developed to diversify its operations from the 50-seat jet market. BRA will use the aircraft to increase service in Brazil to profit from the rising of national air travel. According to the Brazilian civil aviation regulator, Anac, the country's air travel has grown 49% over the last five years.

BRA has a market share of 3% of domestic travel in Brazil, behind TAM, Gol and Varig. Just recently Italian regional carrier Alpi Eagles converted five options for the Embraer 195 aircraft into firm orders and GE Commercial Aviation Services converted three options into firm orders for the Embraer 190 aircraft.

Highlights Brazil

- Pope Benedict XVI has made his first official visit to the Americas, including a five day stay in Brazil. The highlight of the Pope's visit to São Paulo was the canonisation ceremony of Brazil's first native-born saint. His name was Brother Antonio Galvão and he lived two centuries ago in a rather modest monastery still standing among the skyscrapers in sprawling modern São Paulo. The canonisation mass attracted approximately two million people.
- Mid June 2007 the Euro exchange rate was 2.55; for the whole of 2007 an Euro exchange rate that oscillates between 2.70 and 2.90 was expected.
- Executives from Petrobrás announced in May that the companies' rights to sell crude and white gasoline produced at the refineries were to be transferred to the state-owned YPF Bolivianos. After this announcement Petrobrás added that it wants to sell the refineries. Bolivia forced foreign energy firms, including Petrobrás, to renegotiate their contracts last year to include higher taxes.
- Coffee exports from Brazil, the world's biggest producer of coffee, rose 14% in April when compared to the exports of April 2006, because of an increase in Arabica shipments. Brazilian exporters shipped 2.08 million bags of green coffee beans and instant coffee last month, compared with 1.83 million bags in the same month a year earlier.



Business opportunities for Dutch companies in the Mexican private care sector

The Mexican National Association of Private Hospitals (ANHP) has concluded that much is to be improved in the national private care sector. Even though the amount of beds in private hospitals has considerably increased between 1997 en 2005, the lack of quality within the sector is a factor of great concern. This conclusion leads to an increasing demand for private services, which creates opportunities for Dutch companies active in this area.

Improving accessibility in Mexico-City

Mexico City, home to over 22 mln people, is one of the most densely populated cities in the world. Because driving a car means spending most of the day in traffic jam, a big part of the inhabitants make use of the subway and other means of public transport. In order to keep up with the ongoing stream of people going to and from work everyday, the city has come up with a so-called "Master Plan".

In the upcoming fifteen years new tunnels will be built, the existing ones will be expanded and there will be investments in the construction of a railroad between Atizapán en Tlanepantla, to the north of the country. Another way to improve the infrastructure of the capital will be by building a tunnel underneath the highway from Mexico City to Toluca, the capital of neighbouring state México.

Graduated maids in Mexico

Mexico has the scoop when it comes to special graduate programs for cleaning ladies. Thanks to their diploma, the first twenty students to graduate from the Technical University in Coahuila are entitled to ask higher wages, a working week of maximum five days and working hours that do not exceed the regulatory 8 hours a day. The course not only teaches the women how to clean, but also provides them with social skills, knowledge of first aid, nursing and cooking.



Banco del Sur as counterpart of the IMF

The Mercosur council of ministers of foreign affairs has approved the creation of a bank that is supposed to become the counterpart of the American International Monetary Fund (IMF). The Venezuelan president Hugo Chavez is said to be the person promoting the creation of such a financial institution. The South American Bank is meant to be the Southern counterpart of the International Monetary Fund, governed by the United States. Argentina, Bolivia, Brazil, Ecuador, Paraguay and Venezuela have already come to a constitution that was supposed to be signed on the 26th of June. On the day before Uruguay had also decided to take part of the formation of the *Banco del Sur*.

Due to conflicting agendas of the presidents of the several countries, the actual signing of the document has been postponed to a yet unknown date in July.

Copa América 2007

The **Copa América 2007** is the 42nd edition of the Copa América, the main international football tournament for South America. Organized by CONMEBOL, South America's football governing body, it was successfully held in Venezuela between June 26 and July 15, 2007, being the first time that Venezuela organized the tournament. The winner Brazil (over Argentina, 3-0 in the finals) will represent CONMEBOL at the 2009 FIFA Confederations Cup.



Selected web links

- www.noticias.nl Sociatal news about Latin American countries (Dutch)
- www.marchesonline.com Information about a wide range of French markets (French)
- www.bndes.gov.br Brazilian bank for development, industry and commerce (Portuguese)
- www.mercantil.com Business community for companies present in Latin America (English, Spanish, Portuguese)

Sources: among other The Economist, Business Monitor International, Business Week, EVD, Latin Trade, World Bank, InterAmerican Development Bank, Financial Times.

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TRANSFER Consultancy

Since 1996 TRANSFER has been a leading company in offering assistance to European exporting companies looking to exploit market opportunities in the Spanish, Portuguese and French speaking countries of Europe and Latin America. We work from our offices in Rotterdam (headquarters), Barcelona, Paris and São Paulo.

As a partner of, among others, the EVD (the Dutch agency for International Business and Cooperation), Embassies, Chambers of Commerce, Trade and Sector organizations and of course exporting companies, we provide export support services, such as market research, partner selection, coordination of sales and/or distribution, and legal and accounting services in the strongly developing markets of Spain, Portugal, France, Argentina, Brazil, Chile and Mexico.

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