

Embassies of the Kingdom of the Netherlands

*Costa Rica, Guatemala, Nicaragua, El Salvador, Honduras and Dominican Republic*

*The regional newsflash is a publication composed by the Embassies of the Kingdom of the Netherlands in Costa Rica, Guatemala, Nicaragua and Dominican Republic. The newsflash provides an update in terms of imperative economical developments, the most important tenders and a selection of other relevant business news that have to do with the region. This newsflash is shared with a distinctive group of Dutch businesses with special interests in the region or in a specific country. It consists of publicly available information from various sources such as news articles, press releases, and third party information. The Embassies of the Kingdom of the Netherlands in San José, Guatemala, Nicaragua and Dominican Republic are not responsible for the accuracy of the published information. If you do not want to receive the regional newsflash, or wish to add a person to the distribution list, or would like to send a response, please feel free to send an email to [sanjose@trade-minbuza.nl](mailto:sanjose@trade-minbuza.nl). For Panama a separate newsletter is published.*

### **Spreekdagen Latijns-Amerika, 28 t/m 30 juni 2010**

Verken uw kansen in Argentinië, Brazilië, Chili, Colombia, Costa Rica, Cuba, El Salvador, Honduras, Mexico, Panama, Peru, Suriname en Uruguay. De spreekdagen geven u een unieke gelegenheid om samen met vertegenwoordigers van diplomatieke posten uit verschillende landen te kijken naar uw kansen op de lokale markt.

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### **Netwerkbijeenkomst Latijns-Amerika, 1 juli 2010**

Bent u actief op het gebied van voedingsmiddelenindustrie, duurzame energie of watertechnologie? Latijns-Amerika biedt goede kansen voor Nederlandse ondernemers in deze branches. De landen in dit continent hebben zich al snel hersteld na de economische crisis. Vrijwel alle landen tonen economische groei. Tijdens de netwerkbijeenkomst op donderdagmiddag 1 juli in het Van der Valk Hotel Den Haag Nootdorp kunt u deelnemen aan een van de drie parallelle workshops. Daarnaast zijn de vertegenwoordigers van de diplomatieke posten in het buitenland aanwezig.

Inlichtingen bij Annita Jainandan

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## Central American region



### **Central America agrees to trade deal with Europe**

(Source: Wall Street Journal) European Union and Central American leaders agreed to a free-trade deal, but its implementation is likely to be delayed until the end of the year at the earliest, adding to a pattern of bilateral trade agreements being signed, then not actually ratified and applied. The EU's new deal reduces import tariffs on goods traded with Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua and Panama. Both sides will

remove nontariff barriers for all industrial goods, and EU cars will receive tariff-free access for 10 years. The EU will cut import tariffs on bananas, for a total savings of \$61.6 million, and increase import quotas for beef by 10,000 tons and rice by 20,000 tons. Applause and recriminations formed a mixed bag of reactions by Central American business leaders over the recent accord on a European accord with the region. Costa Rica, Panama and Nicaragua are mostly positive, however, business leaders in Guatemala and El Salvador were less than happy with the agreement.

**Producers seek slices of Europe's trade cake** (Source: La Nación) Sugar, rice producers and cattle ranchers throughout Central America are working on plans to divide quotas allocated by the association agreement with Europe. The various accords will be some of a relief to governments, by alleviating the pressure on what could be difficult issues. Rice farmers and cattle ranchers have already reached preliminary accords, while sugar producers are close to reaching a verbal agreement.

**Central American leaders plan summit next month** (Source: Efe) Mauricio Funes, the president of El Salvador, confirmed that Central American presidents would meet a summit meeting in San Salvador on July 20. The aim is to evaluate progress of the region's plans for economic integration. Funes said Panama will formally call the summit because it is the current president of the Central American Integration System. The summit will be held under the auspices of the World Bank.



### **Northern Triangle nations aim to boost trade accord with July in Canada**

(Source: La Tribuna) Following the accords between Central America and the European Union, the countries of the four countries of Central America's Four Northern Triangle -- Guatemala, El Salvador, Honduras and Nicaragua -- aim to conclude trade talks with Canada. Farm exports and textiles are expected to benefit in a major way during talks with Canada.

Canada is one of the investors in Honduras, with major stakes in mining and textiles.

**Central American countries fear fallout from mining as metal prices soar** (Source: Reuters) Four Central American countries, fearing environmental and political fallout from mining, have called for a halt to new projects, even as gold prices soar and copper prices rebound. Mining has frequently been a source of controversy in Central America, sparking sometimes violent protests by residents who fear losing their land or access to resources such as clean water. Less than two hours after taking office in May, Costa Rican President Laura Chinchilla issued a decree banning all new open-pit gold mining in the country, reversing the policy of her predecessor, who had lifted the ban two years earlier.

**Regional textile exports bounce back in first quarter** (Source: La Prensa) Central American textile exports recovered during this year's first quarter, according to the US Commerce Department. Sales of Honduras came to \$525 million, a 7.2 percent increase on the first quarter of last year. El Salvador rose by 9.8 percent to \$337 million, Guatemala by 7.1 percent to \$271 million, and Nicaragua by 11.7 percent to \$221 million. Only Costa Rica's small textile industry registered in negative numbers.

**Moody's raises Guatemala and Nicaraguan bond rating by one notch on economic stability** (Source: Reuters) Moody's Investors Service raised its foreign currency government bond rating on Guatemala one notch to Ba1 from Ba2, bringing it in line with the local currency rating. Moody's cited a stable macroeconomic environment supported by prudent fiscal and monetary policies. However it also noted comparatively low levels of economic development, challenges in raising taxes, and substantial social and infrastructure needs.

Moody's Investors Service raised Nicaragua's foreign currency government bond rating to B3 from Caa1 and affirmed its domestic currency bond rating at B3. The outlook on the ratings is stable. The B3 rating, among Moody's lowest for a rated sovereign nation, balances Nicaragua's very weak economic position and continued concerns about institutional stability with improvements in the main debt metrics and generally low fiscal deficits.



**Arctas sells largest Central American wind plant to AEI in Nicaragua**

(Source: Energy Solutions) Arctas announced that it has sold its 47.5 percent joint controlling interest in the 63 megawatt Amayo I and Amayo II wind projects in Nicaragua to AEI. AEI, together with its partner Centrans, a regional energy and shipping company based in Guatemala, have increased their joint holdings in Amayo to 95 percent with local partners owning the remaining 5 percent of each project. The

amount of the transaction is undisclosed, but the two-phase Amayo project represents an investment of approximately \$150 million, among the largest privately developed energy investments in Central America.

**Costa Rican named as UN chief of climate change**

(Source: Associated Press) Secretary-General Ban Ki-moon appointed Christiana Figueres of Costa Rica as the new UN climate chief. She is an expert on climate negotiations and the daughter of the country's former president. Figueres, who has been a member of Costa Rica's negotiating team on climate change since 1995, will replace Yvo de Boer as executive secretary of the UN Framework Convention on Climate Change. De Boer, who has shepherded troubled climate talks for nearly four years, announced his resignation in February, saying he will step down July 1 to work in business and academia.



**Costa Rica sets sights on vegetable exports following trade treaty with Europe**

(Source: Fresh Info). Costa Rica has set its sights on increasing vegetable exports to Europe following negotiations over a free trade agreement with the European Union. External trade minister Anabel Gonzalez said cassava and chayote are currently important exports and that the country was looking to increase exports of carrots, tomatoes and

peppers, initially to the US. The EU is the second most important market for Costa Rica, taking some 47 per cent of its total agricultural exports.

**Costa Rica faces bottleneck of \$900 million on roads** (Source: La República) Costa Rica has no lack of money for a highways construction and repair program. Never before has the nation been awash in funds for highways and public transport programs. Two schemes alone amount to \$903 million. However, so far the resources are being held up by red tape and government delays on requests to the Legislative Assembly.

**New Costa Rican port has new \$950 million price tag** (Source: Business News Americas) The project to build and operate a new port complex in Costa Rica's eastern Limón province has a new price-tag of \$950 million. Dutch firm Royal Haskonig carried out a study and found that the original \$812 million budget was not realistic as it dated back to 2004. The estimated return on investment also rose from 15-17.5 percent and the cost of handling a container rose from \$169 to \$252.



**Costa Rica's capital to build \$50 million wind farm with BCIE loan** (Source: La República) The breezes that refresh San José, Costa Rica, aim to provide a wind farm in the city. The Central Valley Wind Plant will generate some 17 windmills in the capital. The project will be financed by a \$50 million loan by the Central American Bank for Economic Integration.

**Costa Rica's Chinchilla withdraws plan for membership in Petrocaribe** (Source: Efe) Costa Rica's president, Laura Chinchilla, said that his company will no longer adhere to its plan to join Venezuela's Petrocaribe project. Costa Rica has proposed to join the group since 2008, but has never appeared to have been convinced about membership. Petrocaribe's upcoming June summit was included to have proposed Costa Rican membership.

**Costa Rica boosts high-tech products as major increase in exports** (Source: La Nación) Of Costa Rica's leading exports, in the last five years, four are high-tech products, including micro-processors, chip sets, medical prostheses and serums. All four products accounted for 32 percent of all the nation's exports last year. Meanwhile, high-tech exports accounted for 27 percent of all exports in 2007.

**Costa Rica's telecoms lag has one very big winner** (Source: La República) The delay in the opening of the Costa Rican telecommunications market has provided a major winner: the state Costa Rican Electricity Institute (ICE). The ICE is not to blame for the delay, but it made all the use of its extra time to improve new services. During the last year, the ICE has launched novelties such as pre-payment and 3G cellular services, as well as new data-card options for Internet services.

**Costa Rica adopts Japan's specifications for digital TV broadcasting** (Source: Kyodo News) Costa Rica will become the seventh country outside Japan to adopt the Japanese specifications after such countries as Brazil and Peru. It is still undecided when the Latin American country will begin terrestrial digital TV broadcasting, the ministry said. With the decision, the ministry will offer technological assistance to broadcast stations in Costa Rica, it said.

**Costa Rica hopes to see 5 per cent growth in its tourism during 2010** (Source: AP) Costa Rica hopes to see a 5 per cent increase in its tourism during 2010. The country's tourism authorities have established a goal of 2.5 million tourists each year by 2014. One of the goals for the country's new president, Laura Chinchilla, is to hire a Europe based public relations to help promote the country, said Costa Rica's tourism minister, Carlos Ricardo Benavides.

## Guatemala



***Wages and salaries have slipped sharply during recent years in Guatemala*** (Source: Prensa Libre) The purchasing power of Guatemalans has fallen in recent years. According to a new study, wages and salaries have fallen by 16.5 percent in the last five years. The study by Pricewaterhouse Coopers reveals that the main reasons are inflation and the failure of wages to keep living costs. The impact has been especially hard on white-collar workers, whose incomes have fallen by more than 19 percent on average in recent years.

***Enel plans \$228 million Guatemalan hydro scheme.*** Enel Green Power, the renewables subsidiary of Italian group Enel, aims to develop a \$228 million hydroelectric project in Guatemala. Enel, which controls Spain's Endesa, is already a major player in Guatemalan renewables. So far, Enel has 664 megawatts of renewable power – mainly hydroelectric – already installed in Central and South America.

***Japanese aid agency supports Guatemala's new green electricity grid*** (Source: International Water Power) The Japan International Cooperation Agency has agreed a \$11 million grant to support Guatemala's ambitious seven-year plan for a national power grid, with funding being used to help develop hydroelectric schemes in the country. The funds will be used to identify and diversify the country's energy sources, with a particular focus on renewables. Among the projects to benefit include the construction of three small-scale hydroelectric plants in the impoverished region of Alta Verapaz, in the north of the country, where electrification is still limited and badly needed.

***Guatemala's Pantaleón sugar mill plans \$93 million investment*** (Source: El Periódico) The 2009/2010 sugar harvest is yet to be complete but the Pantaleón sugar mill in Guatemala is already planning a substantial increase in production. Next year Pantaleón aims to invest in \$93 million in production of sugar, ethanol and electricity. Pantaleón is one of Latin America's largest sugar-mills.

## Nicaragua



***Russia to boost Nicaragua's budget with \$10 million in financial support*** (Source: Itar-Tass) Russia will extend \$10 million to Nicaragua to support the country's budget. The first meeting of the two countries' intergovernmental commission on trade, economic, scientific and technical cooperation was held in Managua. Nicaragua's deputy foreign minister Manuel Coronel Kautz, said the meeting focused on the projects in economy, trade, transport, energy, and education.

***Nicaragua aims for national trade fare to boost investment and opportunities*** (Source: Inside Costa Rica) Nicaraguan business and government leaders aimed to hold the nation's second industry affair in late August. More than 60 companies will attend the event, representing countries such as Taiwan, Brazil and Mexico. These companies focus on different products such as natural gas, machinery, plastics, security, and modern technology, among others.

***Wall Street Institute expands opens center in Nicaragua*** (Source: <http://www.wxvt.com>) Wall Street Institute, the world's premier provider of English language instruction, announced today the grand opening of a center in Nicaragua, the company's first learning center in

Central America. Nicaragua is the largest country in Central America and is experiencing increased investment in growth industries such as tourism, making it a prime market for Wall Street Institute's proven English language training method. It is the first in a series of centers planned for Central America. Wall Street Institute currently operates over 400 centers in 27 countries.

**Nicaragua to host a season of hit TV series Survivor** CBS announced that Nicaragua has been chosen as the next location for the filming of the Emmy Award-winning reality television series Survivor. The beaches on Nicaragua's southern pacific coast will become the new scenario of one of TV's most successful shows during the 21st season, after a careful selection process on behalf of the producers which included evaluating the country's capacity to host a show of this magnitude. The Survivor format has been adapted for numerous international versions of the show, including Italy's "Celebrity Island" and Spain's "Supervivientes", both of which have filmed in Nicaragua earlier this year.

**Textile & apparel sector increases its exports** Nicaragua's textile and apparel exports have increased during the first three months of 2010 when compared to the same period in 2009. The last report of the Nicaraguan Association of Textile and Apparel (ANITEC, for its acronym in Spanish), indicates that the value of exports increased 11.75 percent during the first quarter, reaching US\$220.6 million, as well as a 4.2 percent increase in volume. Dean Garcia, Executive Director of ANITEC, stated that this increase in value and volume during the first trimester of 2010 creates optimism in the behavior of the textile sector throughout the year. "If we achieve a 10 or 15 percent increase in 2010, then we will level out the decrease we had in 2009," commented Garcia. United States continues to be the main destination of exports from Nicaragua (30.3 percent), followed by Venezuela (10.6 percent) and El Salvador (10.5 percent), which altogether buy more than half of Nicaragua's products (51.4 percent). Behind these countries, other main destinations are Costa Rica (5.87 percent), Canada (5.25 percent), Mexico (4.31 percent), Honduras (4.16 percent), India (3.72 percent), Guatemala (3.60 percent), Puerto Rico (2.48 percent) and Germany (2.16 percent).

**Nicaragua remains third leading country in latin america in FDI as a percent of its GDP** Nicaragua remains, for the second consecutive year, the third leading nation in Latin America when measuring foreign direct investment (FDI) as a percent of each country's gross domestic product (GDP), according to a 2009 study conducted by the Latin Business Chronicle which analyzes FDI data from the United Nations Economic Commission for Latin America and the Caribbean (ECLAC) and GDP data from the International Monetary Fund (IMF). In 2009, Nicaragua reported US\$434 million in FDI and its GDP reached US\$6.2 billion, which translates into a FDI/GDP rate of 7.1 percent. Even when experiencing a 31 percent decrease relative to 2008, Nicaragua's FDI figures can be considered positive when compared to the rest of the Central American region, as other countries that have traditionally been strong recipients of FDI experienced drastic drops, such as Honduras (-46.1 percent) and El Salvador (-45.5 percent). According to the study, Chile, Panama and Nicaragua were the highest ranking countries in Latin America, with FDI-GDP rates of seven percent or more, while the rest of the countries achieved significantly lower rates, below five percent. Chile replaced Panama as the Latin American country with the highest foreign direct investment rate as a percent of its economy, while Venezuela replaced Haiti as the country with the lowest rate.

**Nicaragua one of the safest countries in Central America** In 2010 a global leader in business intelligence, the Economist Intelligence Unit (EIU), positioned Nicaragua as the second safest country in Central America, only behind Costa Rica. In 2009 the Global Peace Index (GPI) also placed Nicaragua as the second safest nation in the Central American region. The Global Peace Index ranks over 144 countries, and includes such measures as the levels of military expenditure, relations with neighboring countries and respect for human rights.

In addition to very impressive safety statistics, Nicaragua has also been ranked as the fastest country in which to start a business in Central America. In 2010, the Doing Business Report published by the World Bank Group measured business regulations and the protection of property rights. In the Central American region, the study placed Nicaragua in the number one position. The same report also positioned Nicaragua as the Central American country that best protects investors. The study measured transparency of transactions, disclosure and shareholders' rights, all in a comprehensive Strength of Investor Protection Index.

**B2Gold sees new mine for mining in Nicaragua thanks to La Libertad** (Source: La Prensa) Mining is likely to enter a new stage for the industry, thanks to the reopening of the La Libertad mine. Clive Johnson, president of B2Gold explained that the mine will need a new investment of \$70 million. But this year alone, the mine is likely to earn exports of \$100 million. Johnson says that the business climate is very positive for mining in Nicaragua now.



**Funes maintains that El Salvador's troubled economy is back on track** (Source: ANSA) President Mauricio Funes of El Salvador said that improvements in the economy have encouraged local and foreign investors. The president was speaking to legislators on his first report of the State of the Nation. Funes said that the recession has been abating since March. Remittances by emigrants have increased by 5 percent, first-quarter imports increased by 13 percent year-on-year, and El Salvador was the lowest inflation rate in Latin America.

**El Salvador's debt rises to 16.9 percent of gross domestic product** (Source: El Diario de Hoy) El Salvador's public debt will increase by 16.9 percent of gross domestic product this year, the highest proportion in the last two years. In May of last year, the Legislative Assembly approved new loans for a total of \$2.7 billion. In addition, the president has ordered the need to acquire an additional \$887 million.

**Alba grows fast in El Salvador** (Source: Elsalvador.com) Alba Petróleos is going full speed ahead in El Salvador. Alba, a joint venture of the Venezuelan government and El Salvador's ruling party, the FMLN, has growing substantially. Fuel sales are just one of the new business horizons viewed by Alba. The company has been exporting Salvadoran beans and fertilizers while importing medicine from Venezuela. In 2007, Alba launched operations with 75,000 gallons of diesel. Last year, it earned \$72 million from diesel.

**El Salvador's La Unión port given green light to begin operations** (Source: Dredging Today) El Salvador's La Unión port has been given the green light to open after receiving the ship and port facility security code (ISPS code) required to begin operations. The ISPS, which was issued to La Unión by the International Maritime Organization (IMO) on May 28, was the only pending requirement for the port to open for business. Construction of the La Unión port began in 2005 and finished in 2009, and cost over \$180 million. Four gantry cranes from the La Unión port in El Salvador arrived in time for the port's official opening. The cranes included their spare parts, though they are not expected to be used for the first four years of operations.

**Salvador meets challenge of \$200 million Cafta case** (Source: Elsalvador.com) El Salvador challenges Canadian mining company Pacific Rim at the World Bank's center for arbitration investment disputes in Washington. The company is calling for \$200 million compensation over a project that was cancelled by the government. The case is the first to

be held within the disputes procedure of Cafta that allows foreign companies and their affiliates to base natural resources.

**Funes launches \$24 million fund for renovation of coffee plantations** (Source: Prensa Libre) Mauricio Funes, the president of El Salvador, announced the creation of a \$24 million fund to renovate coffee plantations in poor condition. Funes said that the fund will last for five years from 2011. The president added that some 3,100 coffee farmers will benefit from the fund.

**Firms in El Salvador find a cash-free economy that promotes business** (Source: Elsalvador.com) For the last two years, a group of 200 small companies in El Salvador have been doing business without each other for cash-free transactions. The network is known as puntoTRANSacciones. The company's manager, Koen de Beer, claims that the companies in question generate more business than they would do normally in cash transactions.

**El Salvador's garment industry recovers job losses in first quarter** (Source: Elsalvador.com) El Salvador's textile industry recovered 2,800 jobs in the first quarter of the 10,000 that were lost to 2009. Orders are improving only marginally as the US garment makers recover. The US is by far El Salvador's market for the garment industry. El Salvador's garment industry generates usually some 100,000 direct jobs as well as a similar number of indirect employment.



**Honduras textile mills aim for \$1 billion a year from accord with Europe** (Source: La Prensa) The recent agreement with Central America and Europe will provide textile jobs in Honduras. The textile plants aim to be the big winners from the agreement. Currently, Honduras is exporting \$500 million a year in exports from Europe, but the new agreement will promise to double the figure.

**Honduran fish farmers aim to boost European sales for fresh tilapia** (Source: La Tribuna) Honduran fish farmers hope to boost new markets in Europe having already sold some \$60 million a year in the United States. Ecuador, Costa Rica and Honduras are the Latin American leaders in fresh tilapia. China is the number one in frozen fillets, though Honduras is a contender. The industry meets all the European Union's sanitary requirements.

**Abrupt \$40 million fall in sales tax shocks Honduran finance ministry** (Source: El Heraldo) A \$40 million shortfall in sales tax during 2009 credit-card transactions is being investigated by the Honduran finance ministry. The new slump in receipts by credit and store cards is being reviewed by the minister, William Chong. "We've already being look at this problem, and it's a tax-evasion issue," said Wong.



**DR receives most foreign investment** (Source: [www.eclac.cl/cgi-bin/getProd.asp?xml=/prensa/noticias/comunicados/...](http://www.eclac.cl/cgi-bin/getProd.asp?xml=/prensa/noticias/comunicados/...)) The Dominican Republic receives more foreign direct investment than any other country in the Caribbean. The DR received

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US\$9.15 billion over the past five years, compared to US\$3.28 billion in Trinidad, in second place. Statistics from the Economic Commission for Latin America and the Caribbean (ECLAC) indicate that last year the DR received US\$2.15 billion in foreign investment, which was 27% less than what was received in 2008. Foreign direct investment (FDI) flows to Latin America and the Caribbean will rebound in 2010, rising 40% to 50%, after dropping in 2009 as a result of the global crisis, according to ECLAC's annual report on FDI released today.

**20% buys 80% furniture** A foreign consultant study reveals that the 20% affluent part of the population purchases 80% of all furniture sold in the DR. The preference is to buy imports, primarily because the locally-made furniture do not meet expectations in design, price and quality, says the study. Some US\$300 million (approximately RD\$10 billion) is the volume of furniture sales according to the study.

**Viadom to spend US\$470 million** The Ministry of Public Works has started repair work on the Duarte Highway, along the Santo Domingo-Santiago section (127 kilometer), as part of the VIADOM 2010 program, which is expected to cost US\$470 million.

## Trade Events

**FENITUR 2010, June 18-21, Managua, Nicaragua** In order to promote Nicaragua's domestic and international tourism strongly, the president of the Nicaraguan Tourism Board (INTUR for its acronym in Spanish), Mario Salinas, announced the official launch of the country's First International Tourism Fair, FENITUR 2010, taking place in the capital city of Managua, on June 18 to the 21 at the Crowne Plaza Convention Center. The Fair aims to promote Nicaragua as a national and international tourist destination, with the participation of large, medium and small tourism businesses across the country, involving national institutions, municipalities and organizations interested in promoting cooperation and sustainable development of the national tourism industry. The fair will also bring together Nicaraguan and foreign tour operators, especially those of Central America and the United States.



### **Dutch B2B renewable energy and energy saving matchmaking trade mission to Central America and Colombia**

The Dutch Embassy in Costa Rica in cooperation with the Dutch Embassy in Colombia, have contracted Metasus Consulting from the Netherlands who completed a study about the opportunities for Dutch companies in the sectors of renewable energy and energy saving. Coming September 2-10 a Dutch trade mission on renewable energy and energy efficiency is scheduled to Panama, Costa Rica and Colombia. As a result of preparatory market surveys in 2009, many business opportunities were identified in biomass / biofuels, waste 2 energy, solar and wind energy as well as energy efficiency. Private and public sector organizations can also participate in development cooperation projects or invest in hydropower or biofuels. Financial instruments of a.o. FMO and NL EVD International make it even more attractive to participate. The mission is organized by MetaSus, in collaboration with the Dutch renewable energy umbrella organization DE Koepel and local partners. NL EVD Internationaal, the Dutch Agency for international business and cooperation supports the mission and the Dutch Embassies are actively cooperating to turn the event into a success. **For more information contact: Ir. A.T. (Bert) Keesman by e-mail: [keesman@metasus.nl](mailto:keesman@metasus.nl) or via [www.metasus.nl](http://www.metasus.nl)**



### **Dutch B2B matchmaking trade mission to Central America**

The EVD has assigned DLV Plant, with the local support of INCAE business school (Ranked #1 in Latin America), the Ministries of Agriculture of Central America, the Dutch Embassies in Central America and SNV to organize a B2B Tomato & Dairy Trade Mission. The mission will also focus on social corporate responsibility and fair trade. The events will take place in Panama and Costa Rica, where representatives and branch organizations from whole Central America will be present. A trade mission will be planned for 14-20 of November. For more details send an e-mail to Jan Tuinstra at [j.tuinstra@dlvplant.nl](mailto:j.tuinstra@dlvplant.nl)

### **More information**



### **TRADEPLATFORM:**

In 2009 the Departments of Commerce of the Dutch Embassies Guatemala-City, Managua and San José developed a trade platform. This Business to Business (B2B) tool helps Central American and Dutch companies to get in touch with the aim of exchanging information and doing business. The website [www.doingtradeincentralamerica.com](http://www.doingtradeincentralamerica.com) provides information sources for Dutch companies interested in doing trade with Central American companies, and groups them together on this website. On the 1<sup>st</sup> of November 2009 the Embassy of the Netherlands has launched a trade platform, which can be found at [www.centralamericab2b.com](http://www.centralamericab2b.com). This service is provided free of charge. The services of this trade platform include the possibility to promote your company, to publish your trade leads, to search for potential contacts or partners in the different countries and sectors, and to contact the companies that you are interested in. In addition, notifications of events that could be of interest to Dutch or Central American companies will be published on this platform. To maximize the accessibility for all parties, the website is in English. Furthermore, a short manual is provided to make the usage of the website as easy as possible.

To benefit from all these services, please register your company at [http://www.centralamericab2b.com/index.php?option=com\\_comprofiler&task=registers](http://www.centralamericab2b.com/index.php?option=com_comprofiler&task=registers).



### **EVD country webpage**

The EVD provides Central American country web pages where you can find up-to-date information, such as: business news, economical developments, tenders, country information (incl. fact sheet and laws), interesting sectors, activities, important documents and the business country guide from the Embassy of the Kingdom of the Netherlands. For more information visit the website: [www.evd.nl/landen](http://www.evd.nl/landen). More information can also be obtained from Judith Brussee, e-mail: [centraal-amerika@info.evd.nl](mailto:centraal-amerika@info.evd.nl), telephone: +0031 (070) 778 86 92.



### **Embassy of the Kingdom of the Netherlands as information source**

On the website of the Embassy of the Kingdom of the Netherlands in San José (for the countries Panama, Costa Rica, Honduras and El Salvador)

you can not only find general information about these countries in our resort, but also specific commercial information. Our 'handelswijzers' business trade guides entail broad and up-to-date information on how to do business in each of the four countries, they are meant as a tool/guide for Dutch exporters and investors. For more information visit: [www.holanda.cr](http://www.holanda.cr), [www.handelswijzer.com](http://www.handelswijzer.com), [www.doingtradeincentralamerica.com](http://www.doingtradeincentralamerica.com) or [www.centralamericab2b.com](http://www.centralamericab2b.com).

For more information you can contact our commercial department at the Dutch Embassy in San José thru email [sanjose@trade-minbuza.nl](mailto:sanjose@trade-minbuza.nl) or by phone (00506) 2296 1490 (Carel Richter or Hans Buhrs).

You can also contact our Consulaat-Generaal in Panama (Debby van der Schuit), Phone: (00507) 263 6494 or (00507) 264 7257. Email: [consuladonl@cwpanama.net](mailto:consuladonl@cwpanama.net)

For more information about Guatemala you can contact the commercial department of the Dutch Embassy in Guatemala City by email; [gua-ez@minbuza.nl](mailto:gua-ez@minbuza.nl) or by telephone (00502) 2381 4300 (Susana Azurdia). More information can be found on the website: [www.mfa.nl/gua](http://www.mfa.nl/gua)

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For more information about Nicaragua you can contact the commercial department of the Dutch Embassy in Managua by email [mng@minbuza.nl](mailto:mng@minbuza.nl) or by telephone (00505) 2276 8630 (Jan Bauer, Luis Bravo) For more information visit the following website: [www.embajadaholanda-nic.com](http://www.embajadaholanda-nic.com).

For more information about the Dominican Republic contact the commercial department of the Dutch Embassy in Santo Domingo by email [std-ea@minbuza.nl](mailto:std-ea@minbuza.nl) or by telephone (00 1 809) 262 0320 (Reinier Davina) More information is available on the following website: [www.holanda.org.do](http://www.holanda.org.do)