
SPEAKER – Agency and Distribution in Latin America

February 11, 2010

On February 11, 2010, Aaron Ball and Paula Galhardo will be speaking on "Agency and Distribution in Latin America". Latin America has just experienced six years of the highest GDP growth it's had in more than 40 years. The recent downturn demonstrates, however, that the Latin American nations' economic performance has not been completely decoupled from developed economies. Nonetheless, the process of economic reform undertaken in Latin America has been extremely worthwhile. As a result, some Latin American countries will be among the first to rebound from the downturn and are the subject of keen interest for investment and increased domestic consumption. Prime examples include Brazil and Colombia where growth and investment is being primed through oil and gas development. As more companies move into the Latin American economy one of their first steps is to develop a local presence in the form of an agent or distributor. Such relationships are particularly critical to oilfield services and product manufacturing companies.

Aaron Ball and Paula Galhardo of Gray Reed & McGraw's Latin America Projects Group will provide a general review of the many fields that most directly affect agency and distribution from an energy perspective: dealer contracts; relations and termination; and others.

The Latin America Projects Group brings together lawyers with wide-ranging experience representing U.S. and international clients who do business in Latin America, as well as advising Latin American clients on their business ventures in the United States.

Speaker – Aaron Ball & Paula Galhardo

Title/Topic – Agency and Distribution in Latin America

Date – February 11, 2010

Time – 7:30 a.m.

Group – Young Professionals in Energy

Place – BHP Biliton Tower, 1330 Post Oak Blvd, 2nd Floor, Houston TX 77056