



Logistics International Associates, Inc
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LOGISTICS INTERNATIONAL ASSOCIATES, Inc

L I A

Business Plan

Welcome to The Logistics International Associates (LIA)

The LIA is an association of individuals with vast general business and technical knowledge. Each member contributes with detailed experience and understanding in Strategic, Administration and Logistics.

This Business Plan is the path for the sales presentation of our company. It is the vehicle to get us face to face with the market.

The Logistics International Associates (LIA) is a corporation established in the State of Florida, USA, with its main office in North Palm Beach, Florida. For Latin America and Europe, the office is in Brasilia, Brazil. LIA specializes in strategic, administration and logistics consulting for procurement, maintenance and transportation of material, facilities and training personnel.

It has a large capacity to develop ample study of Strategic, Administration and Logistics scenarios for Latin America, especially Brazil, the biggest market in the region, aiming at supporting its projections of logistics demand and its strategic and investment decisions.

LIA is also specialized in helping to structure courses, conferences, seminars, study programs in different levels for Universities, Companies and all kind of organizations that wish to develop in Latin America. We can provide support for traveling and research.

LIA has an appropriate staff to evaluate the results of organizations and to update the studies of scenarios, attempting to anticipate tendencies, opportunities and threats to the Logistics market.

LIA can provide Strategic, Administration and Logistics Scenarios for the Brazilian Amazon, including images of the future configured from a coherent combination of hypotheses on the probable behavior of variable determinants of the different systems.

In the LIA organization, we have complete documentation of products and services, the management structure, marketing and details about the company's mission, structure, strategies, tactics and milestones.



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We provide for our customers a finished product with a complete and fully faceted document. It contains all the necessary elements of the project. Also, LIA offers you a menu of options to complete a business plan, analyze a significant business decision or do a full market analysis. Developed by telephone and/or e-mail, the options are completed as a management tool for presentation or decision-making.

Executive Summary

Our main goal is the sale of our idea and process in order to make investments in one of the strongest emergent markets in the world: Brazil. We have two branches in the company: future market (scenarios) and Human Resources Development.

Working in Small Business Administration structure, our company has access to a vast list of professionals in different fields of the knowledge who are ready to develop any kind of strategic, administration and logistics consulting.

LIA will gain market entry and penetration for your business with the cooperation of your staff and consulting group.

World Economy Trends

One of the more interesting trends that have occurred in recent times has been the unification of sovereign nations for the purpose, in part, of economic advancement. One of the most significant unifications that has occurred in recent years is the creation and the development of the European Union or the EU and some other markets. LIA helps you to better understand this relationship with Latin America and Brazil.

In recognition of the current economic uncertainty in the World Economy , it now makes it even more relevant and important for companies wanting to do business in world markets to do their "due diligence" and have logistical studies created before they commit their financial resources for investment. LIA is your solution to this issue with confidence and excellence.

Description of the business concept and the business

Strategic, Administration and Logistics consulting for Latin America, especially Brazil.

The opportunity and strategy

One of the biggest vulnerabilities of the logistics market in Latin America is the Human Resource Capacitating. The direction in which we are taking our



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company helps to expose those weaknesses, working with scenarios and creating possibilities of implementing associations between American Educational Organizations (University, College, School, Company, etc) and similar in Europe and Latin America, especially Brazil.

The target market and projections

For the next 20 years, Brazil will grow at least 3% per year and will need to increase the participation of logistics professionals with complete knowledge about international trade.

The competitive advantages

We believe that we need to know the market very well before suggesting any kind of investments. In Latin America you do not find so many strategic, administration and logistics consulting companies with the same experience of our staff with more than 35 years of logistics management.

The Team in the USA

President: Frederick L. Kramer

He was born in the State of New Jersey, U.S.A. and has first hand experience in some countries of South America, especially Brazil, where he has been making research in different parts, from the south to the Amazon. He speaks Portuguese and Spanish, and knows details of the Brazilian culture.

Vice President: Marcelo A. Felippes, PhD

He was born in Rio de Janeiro and has lived in the United States, Venezuela and worked in many countries. He is graduated in English, German, Spanish, Russian, Portuguese, French and also has some acknowledge in Italian, Arabic and Greek. He is doctor in Logistics and teaches in the University of Miami – USA and Catholic University in Brazil.

The Team in Brazil and Latin America

President: Vera Lucia Adriano de Felippes

She was born in Rio de Janeiro, Brazil, and has lived in the United States, Venezuela and many parts of Brazil. She is expert in Amazon culture and knows very well the main differences between the American and Latin way to do things. She speaks Portuguese, English and Spanish. She is an alumnae in Logistics and Transportation of the University of Miami, Coral Gables, Florida, USA.

Vice President: Marcelo A. Felippes, PhD



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He was born in Rio de Janeiro and has lived in the United States, Venezuela and worked in many countries. He is graduated in English, German, Spanish, Russian, Portuguese, French and also has some acknowledge in Italian, Arabic and Greek. He is doctor in Logistics and teaches at the University of Miami – USA and Catholic University in Brazil.

Director: Bruna Adriano de Felippes, Engineer Master

She was born in Rio de Janeiro, Brazil, and studied in the United States and Venezuela. She speaks Portuguese, Spanish, English and some German. She is in charge of identifying which consultants will be involved in each project. She is an engineer and has experience with quality programs and ISO norms. She is an alumnae in Logistics and Transportation of the University of Miami, Coral Gables, Florida, USA.

The team in Europe

President: Roberto Calderara

He is Italian and lives in Milan – Italy. He is expert in negotiation and in European business.

Vice President: Marcelo A. Felippes, PhD

He was born in Rio de Janeiro and has lived in the United States, Venezuela and worked in many countries. He is graduated in English, German, Spanish, Russian, Portuguese, French and also has some acknowledge in Italian, Arabic and Greek. He is doctor in Logistics and teaches at the University of Miami – USA and Catholic University in Brazil.

The offering

LIA will charge each project and it depends on what kind of job will be developed.

LIA projects include a pre project that will show how much time will be necessary to accomplish the target, costs analysis and all conditions of the execution;

Only the authorized project will be developed by the LIA through a contract between the parties.

Some products and services:

- Airships, Aerostatics and Aeroscrafts.



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- Technical Strategic, Administration and Logistics books, manuals, training, studies, etc.
- Strategic, Administration and Logistics Consulting.
- Import and export Consulting.
- Russian airplanes and helicopters.
- Courses in many Universities in USA, Latin America and Europe..
- Logistics Projects.
- VIP support for companies and organizations that are looking for opportunities in Brazil and Latin America.

Contacts

For more information, please contact:

- Brazil, and Latin America: **felippes@hotmail.com**
- USA and Canada: **flk@comcast.net**