

Russian Arms Distributor Targets Southern Cone Market

A state-owned Russian company has opened an office in Montevideo, Uruguay to sell arms to governments and private companies in Argentina, Chile, Paraguay and Uruguay, the Colombian newspaper *El Tiempo* reported on October 3.

The company, Rosoboronexport, signed a cooperation agreement with the Uruguayan government in 2002 that allows it to sell arms and offer technical and logistical support and leaves open the possibility of creating joint arms-producing ventures.

Rosoboronexport chose Montevideo as its base because it is home to the governing institutions of Mercosur, the South American common market. The company also has offices in Brazil, Colombia, Cuba and Peru.

According to the director of its Southern Cone office, Alexander Denisov, company officials will attend the meeting of the International Symposium of Military Equipment Producers in Buenos Aires, Argentina in mid October to pursue sales in the region. It already has seven accounts in Chile.

By Alisa Newman, LACC staff

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