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## **Report Name:** Exporter Guide

**Country:** Brazil

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**Report Category:** Exporter Guide

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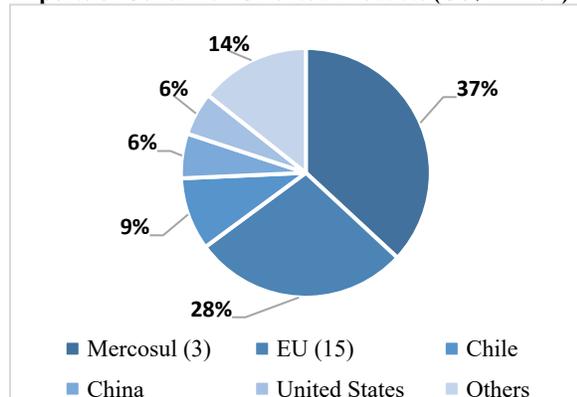
### **Report Highlights:**

Brazil's economy grew by 1.1 percent in 2018. The macroeconomic performance maintained a modest pace but is expected to be accelerated by reforms and trade liberalization in the following years, as these topics are priorities in the government agenda. In 2018, imports of consumer-oriented and intermediate products by Brazil were valued at US\$4 billion and US\$2.8 billion, respectively. The United States was able to maintain its market share of 6 percent in the consumer-oriented category while in the intermediate group the country gained one percentage point, up to 11 percent. Even in a slow growth scenario, exports from the United States to Brazil have room to grow, capturing market share from competitors.

## Executive Summary

In 2018, Brazil's gross domestic product (GDP) grew by 1.1 percent compared to the previous year, reaching \$1.8 trillion. According to market analysts the low-pace scenario was caused by political and economic downturns, which accentuated weaker demand, as consumers were still concerned about increasing spending, and the perception of a highly risk-averse environment. The Brazilian currency remained weak, and government spending was considered at a critical level. In October 2019, the pension reform passed in the Senate, which is expected to generate savings of approximately US\$200 billion over the following ten years. The government is still struggling to pass other critical reforms, but plans for a more liberal agenda are in place. In 2018, imports of consumer-oriented products by Brazil reached US\$4 billion, a 3.5 percent increase compared to the previous year. In this period, exports from the United States to Brazil also decreased but market share was maintained at six percent.

### Imports of Consumer-Oriented Products (US\$ million)



Source: Global Trade Atlas/Brazilian Foreign Trade Secretariat (SECEX); Note: Mercosul (3): Argentina, Uruguay and Paraguay; EU (15): Germany, Austria, Belgium, Spain, Denmark, Finland, France, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, United Kingdom and Sweden.

### Food Processing Industry

In 2018, the food sector represented 10 percent of Brazil's GDP. Annual sales reached \$179 billion, with food and beverage sales representing 81 percent and 19 percent, respectively. The food processing industry encompasses 49,000 companies. Although considered a fragmented sector, most multinational companies have a presence in the country.

### Food Retail Industry

The retail industry accounted for US\$97 billion in 2018, which represented 5.2 percent of the country's GDP.

Brazil's retail sector includes 89,368 stores. Cash-and-carry continue to play a key role in industry growth. The Brazilian retail sector is responsible for 80 percent of food and beverage distribution.

## Quick Facts CY 2018

### Imports of Consumer-Oriented Products: US\$4 billion

#### Top 10 Growth Ag Products in Brazil in 2018

1. Juice of Citrus Fruit	6. Nuts (exc. Peanuts)
2. Tomatoes	7. Beans
3. Crispbread	8. Bananas
4. Pears	9. Dairy Spreads
5. Bovine Meat	10. Cranberry Juice

Source: TDM/SECEX

#### Food Industry by the Numbers (US\$ Billion) in 2018

Food Processing Industry Output	179
Food Exports	35
Food Imports	5.5
Domestic Consumption	143.7
Retail	97
Food Service	47

Source: ABIA

#### Top 10 Retailers in 2018

1. Carrefour	6. SDB Comercio
2. Grupo Pao de Acucar	7. Supermercados BH
3. Walmart Brasil	8. Companhia Zaffari
4. Cencosud Brasil	9. DMA Distribuidora
5. Irmaos Muffato	10. Sonda

Source: ABRAS

#### GDP/Population

Population (million): 210.9

GDP (US\$ trillion): 1.8

GDP per capita (US\$): 8,969

Source: IBGE

Note: Exchange rate US\$1=RS\$3.65

### Strengths/Weakness – Opportunities/Challenges

Strengths	Weakness
U.S. suppliers are able to respond to market demands, regardless of the segment.	Brazilian importers tend to buy small quantities to test the market. U.S. companies are usually not willing to operate with small volumes.
U.S. suppliers are willing to maximize sales opportunities and are inclined to work with different partners.	Exclusive contract is a common demand for Brazilian companies.
Opportunities	Challenges
Food processing industry demands gains in efficiency and innovation.	Sluggish economy continues to hamper buying power.
Importers of high-value products are constantly searching for unique items.	The United States faces stiff competition in the premium food and beverage category.

## **Section I. Market Overview**

Expectations for the Brazilian economy reversed by the second quarter of 2019 when GDP increased just one percent compared to the same period of 2018. This result, above public and private sector forecast, led the Brazilian government to review GDP growth forecast to one percent in 2019 and to 2.3 percent in 2020. In October, the much-discussed pension reform passed in Senate. The reform is estimated to generate savings of approximately US\$200 billion over the following ten years, which will also support growth in the years to come. On the other hand, private consumption is still at a lower pace. According to financial analysts, the current level of consumption is still below the 2014 peak. However, the government has tried to reverse this trend. With the release of US\$10 billion of the Employee Dismissal Fund (FGTS) in the economy, the government expects to create a multiplier effect and, according to the Ministry of Finance, promote the best end of the year since 2014. Government optimism is based on the business confidence index and on expectations that cuts on the country's basic interest rate, Selic, will start to show factual results. In the year to come, Brazilians will keep waiting for the government to undertake important reforms. Measures to turn down the level of bureaucracy reduce taxation, and government spending, continue to be critical. Although President Bolsonaro has struggled with a political crisis and a fragmented congress, the promise of a broader liberalization continues on the more administration's agenda.

## **II. Exporter Business Tips**

### **A. Market Research**

First, U.S. exporters must determine if their product has access to the Brazilian market. The U.S. Agricultural Trade Office (ATO) is the primary contact to clarify this issue. U.S. companies can test market through ATO's marketing activities and benefit from its market intelligence services. Companies should also consider various activities developed by the State Regional Trade Groups (SRTGs) and trade associations. The ATO also recommends that the U.S. exporters develop direct dialogues with potential buyers as they are best equipped to discuss key topics such as product feasibility, market size, prices, distribution, and marketing tools.

### **B. Local Business Customs and Trends**

The Brazilian food industry is well developed and the presence of major multinational companies makes the sector very competitive. In terms of price, U.S. products do not compete with domestically produced goods or Mercosul origin products. When a product imported from the United States (and other non-Mercosul members) reaches the Brazilian market it will most likely fit in the premium price category due to the exchange rate and the applied import tariff.

### **C. General Consumer Tastes and Trends**

Brazilian consumers became more frugal during the recession. Brand loyalty decreased as shoppers sought less expensive options. At retail, the mix of imported items decreased and rearranged to give more prominence to the less expensive options. The trend inverted in 2018, when retailers and distributors restarted to give more room to imports. In the consumer-oriented products category, purchase decisions are driven by trends and consumers' lifestyle. Since imported food items are perceived as a luxury good, premium characteristics are critical in the purchase decision. Although price is not the major constraint for the more affluent consumers, a better perception of cost x benefit will likely enlarge the base of consumers.

### Section III. Import Food Standards & Regulations and Import Procedures

#### A. Customs Clearance

The import process has three major phases: pre-shipment, shipment, and customs clearance. The number of required procedures within each phase may vary, depending on the product category. For example, animal origin, fruit, and vegetable products, organic products, juices and alcoholic products all require extra steps. To fulfill local requirements, the exporter must work together with the importer, particularly in the initial phase, when the documents for shipment are prepared. The Ministry of Agriculture, Livestock and Food Supply (MAPA) and the Ministry of Health (MS), via the National Agency of Sanitary Surveillance (ANVISA), share the primary responsibility for imported food and beverages. These two government bodies ensure the safety of the food supply and enforce regulations related to agricultural goods throughout the supply chain.

MAPA	ANVISA
Consumer-oriented products <ul style="list-style-type: none"> <li>▪ <i>animal products</i>: red meat and by-products, poultry meat and by-products, fish, seafood products, dairy products, and eggs, honey, and margarine;</li> <li>▪ <i>beverages</i>: alcoholic and non-alcoholic (except energy drinks, hydroelectrolitic beverages, non-dairy beverages such as soy, almond, walnuts, etc);</li> <li>▪ <i>fruits and vegetables</i>: dried and fresh</li> </ul>	Consumer-oriented products <ul style="list-style-type: none"> <li>▪ <i>food</i>: all consumer-ready or processed products, (except those under MAPA’s authority)</li> <li>▪ <i>beverages</i>: energy drinks, hydroelectrolitic beverages, and non-dairy beverages such as soy, almond, walnuts, etc.</li> </ul>
Intermediate products (wheat flour, planting seeds, etc)	Intermediate products (sugar, sweeteners, mineral water, flavored waters, additives, and other ingredients (excluding those under MAPA’s authority))
Bulk commodities (wheat, grains, rice, soybean, cotton, tobacco, pulses, peanuts, flour, etc)	
Pet food, feeds, and foders	
Plants and seeds	
Animals, semen, and embryos	
Organic Products	

Before shipping agricultural goods please refer to [FAIRS Report 2019](#), which outlines specific regulations such as plant and product registration, labeling, and other specific requirements. Under the GAIN System, the ATO also maintains a series of market access studies that outline the import process, and regulatory framework for the following products: meat and meat products, fish and fish products, dairy products, infant formula, non-alcoholic beverages, distilled spirits, wine, beer, vegetable origin products, candies, chocolate, bakery products and cookies, cereals, pastry and cakes, pasta, snacks, jams and jellies, ready-to-eat-meals, sauces, condiments and spices.

## **Pre-Shipment**

### *1. Formula Study (Ingredients Evaluation/Compliance)*

Under the Brazilian legislation, regulators must maintain “positive” lists of ingredients approved for consumption. In addition, all food or beverage ingredients must meet government specifications and tolerance levels. The “Technical Regulation” provides the “Identity and Quality Standard” (PIQ) for any given product. This means that only specifically authorized products (including additives, colorings, preservatives, etc.) are allowed to enter the market.

Per ANVISA regulations, food products containing new ingredients, and foods containing approved ingredients but with higher than pre-specified tolerance level are considered “new foods.” These products must be submitted to ANVISA for analysis and approval prior to importation. As such, the importer should perform a compliance study on product composition, additive limits, and food safety criteria.

### *2. Label Development*

Labeling for consumer-oriented goods must be in accordance with the general legislation on labeling and warnings, as well as with the regulations applicable to the specific food and beverage product category. The requirements are outlined in the Technical Regulation and the Consumer Protection Code. ANVISA is currently reviewing “nutritional labeling” and a new regulations is expected to be published by the first quarter of 2020.

The Brazilian legislation does not require labeling on products meant for further processing. However, the exporter must supply the importer with all the necessary information. The information provided by the exporter does not necessarily need to be on the product package (foodservice and industrial use packages), but should be included in the documents that accompany the good. It can be an invoice, a technical description sheet, the law does not require a specific document.

### *3. Product Registration*

Some products under ANVISA and MAPA jurisdiction are subject to registration. Please refer to [FAIRS Report 2019](#), which outlines the set of requirements prescribed by the government of Brazil.

### *4. Exporters’ Pro Forma*

Before shipment, a copy of the *pro forma* invoice should be shared with the Brazilian importer to start the import clearance process. Delays are very common because of inadequate information reported on the invoice. To avoid this, importers often request a copy of the invoice to check the information prior shipment.

### *5. Issuance of an Import License (LI)*

All import operations occur through an automated system called Integrated Foreign Trade System (SISCOMEX). The importer requests the so-called Import License (LI), which must be obtained ideally before shipment. The LI is mandatory for products in the “non-automatic clearance” category, which is the case for all food and beverages under MAPA. The information provided in the invoice must match the information provided in the LI.

## **Shipment**

### *6. Shipping Instructions*

Shipping Instructions consist of a document containing all the information related to the sale and the merchandise’s condition upon shipment, such as the quantity of product, form of payment,

transport temperature, packaging, pallet used, etc. The Shipping Instructions should further contain all the documents to be sent to the importer.

Note: Before shipping goods to Brazil, exporters should be aware of wood pallets and wood packaging regulations. Pallets should be in compliance to International Standards for Phytosanitary Measures N° 15 (ISPM 15) and have the International Plant Protection Convention (IPPC) stamp. For countries that have not adopted the ISPM 15 standards, the phytosanitary certificate may be substituted for the IPPC stamp, with an additional declaration on treatment records or the certificate of treatment stamped by the National Plant Protection Organization (NPPO). Wood pallets, both treated and untreated, are always inspected by MAPA. Inspectors will check for the presence of pests and may or may not release the cargo. Costs related to phytosanitary treatment or returning pallets/cargo to the country of origin will be the exporter/importers' responsibility.

#### *7. Load/Shipment Clearance*

With the Shipping Instruction provided by the exporter, the shipping company will be able to issue the bill of lading (B/L) or the air waybill (AWB). This is the proof of loading, issued by the shipping company, containing the entire description of shipping.

### **Clearance**

#### *8. Arrival of Merchandise at the Port*

Upon arrival, the cargo must be sent to the Customs Terminal (storage). Once the goods are duly placed, the "presence of Cargo" must be created. This must be done through the SISCOMEX system and prior to registering the Import Declaration (DI).

#### *9. Registering the Import Declaration*

Once goods arrive in Brazil, the importer (or a contracted customs broker officially representing the importer), must prepare the DI. At this point all taxes must be paid. The amount of taxes to be paid is defined based on the Mercosul Common Nomenclature (NCM), which is based on the international Harmonized System (HS). The NCM is formed by 8 digits, with the first 6 digits equivalent to the HS codes, while the seventh and eight digits correspond to Mercosul specifications.

#### *10. Physical Review by MAPA/ANVISA Authority*

Before going through Customs, the importer must present the LI to MAPA or ANVISA officials. Officials will verify whether or not the cargo was duly authorized and if the documents are accurate.

#### *11. MAPA/ANVISA Product Clearance*

MAPA and ANVISA inspectors must perform a re-inspection before admissibility. The admissibility will depend on: documents review; physical examination; and lab analysis/sample collection (to be conducted *in loco*, if requested by authorities). During the import process, a series of documents will be requested and generated by government agencies. Certificate of Origin and Certificate of Analysis are generally the two documents issued at the country of origin that create delays due to missing/erroneous information.

## 12. Federal Revenue Parameterized System

The clearance process starts when the product arrives in Brazil. The importer (or a contracted customs broker, officially representing the importer) initiates the procedures. Customs officials will authorize the release of the goods to the importer after the verification of product classification and tax payments. After the documents are submitted, the system will automatically select one of the inspection/verification methods below:

- green: customs clearance authorization is automatically issued;
- yellow: mandatory inspection of documentation is required and, if no evidence of irregularities is found, customs clearance is issued;
- red: mandatory inspection of documentation and goods is required before customs clearance authorization is issued;
- gray: mandatory inspection of documents, merchandise, and recalculation of import taxes applied.
- Any correction to the information submitted must be carried out in accordance with SISCOMEX procedures. After registering customs clearance, the fiscal authority - the Secretariat of Federal Revenue - will release an import confirmation, approving customs clearance and the entry of goods into Brazil.

### Trade Example

The example below simulates costs to clear a cargo of U.S. origin wines, NCM (HS code) 2204.21.00. Before clearing goods, importers must pay taxes and tariffs up front. By the time goods are at the importers' warehouse, costs doubled. According to importers, by the time a product arrives on supermarket shelves it is fair to say it reaches around 5-7 times the FOB price, considering operational costs and mark up.

- Producer: U.S. Winery
- Product: Wines
- Quantity: 11,000 bottles
- FOB price: US\$34,000
- Container: 20"
- Unit Price: US\$3.09

<b>COSTS</b>	<b>REFERENCE</b>	<b>US\$</b>
CARGO (FOB Price)		34,000.00
International Freight		1,350.00
Insurance	0.20% of Freight	70.00
Wharfage Tariff		187.95
CIF Value		35,607.95
<b>TOTAL (1)</b>		<b>35,607.95</b>
CLEARANCE COSTS AT PORT		
Customs Brokers		481.93
Union of Customs Brokers Fee		139.76
Merchant Marine Renewal Tax (AFRMM)	25% Freight+ Wharfage Tariff	384.49
SISCARGA Fee		10.12
SISCOMEX Fee		66.27
Handling		30.12
Deconsolidation		92.77
Storage (15 days)		530.12
Lab Test Fee (MAPA Requirement)		206.20
Freight from Port to Importer's Warehouse		397.59
<b>TOTAL (2)</b>		<b>2,339.37</b>

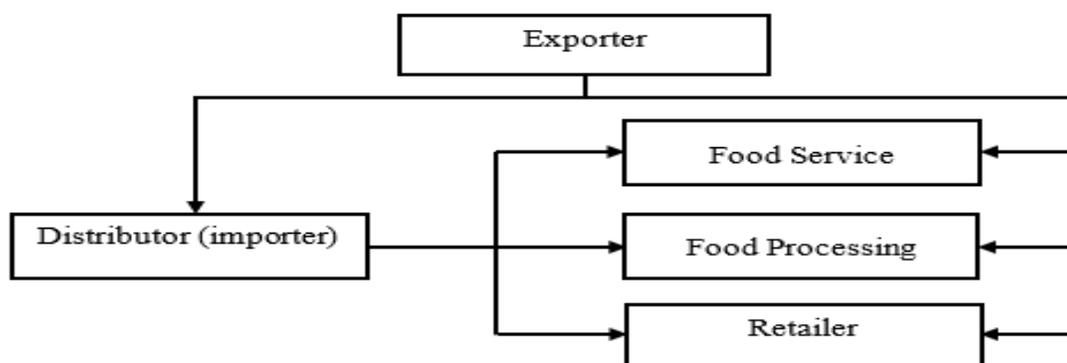
TARIFFS and TAXES		
Import Tax (II)	27% of CIF	9,614.15
Industrialized Product Tax (IPI)	10% of CIF + II	4,522.21
Social Integration Program (PIS/PASEP)	2.10% of CIF	747.77
Social Security Financing Contribution (COFINS)	9.65% of CIF	3,436.41
Merchandise and Service Circulation Tax (ICMS)	25% of CIF+IPI+PIS/PASEP+COFINS	11,078.59
<b>TOTAL (3)</b>		<b>29,399.13</b>
<b>TOTAL (1)+(2)+(3)</b>		<b>67,346.45</b>

## Section V. Market Sector Structure and Trends

### A. Supply Chain and Product Flow

Within the various food distribution formats, imports of agricultural goods may occur directly or indirectly. Volume is the determining factor for all operators. If the volume is not significant, retailers, food service operators, or even the food processing industry typically prefer to purchase imported products locally, from distributors. In general, distributors require from exporters an exclusive or semi-exclusive contract, in the latter case the contract would impose limitations on distribution within geographic areas and/or restrictions on product lines. Brazilian importers tend to be risk-averse, which means that initial purchases tend to be small, few pallets, and then increase once there is market acceptance.

#### Distribution Channels for Agricultural Products



### B. Food Retail Sector

The Brazilian Supermarket Association (ABRAS) reported supermarket revenues of US\$97 billion in 2018, 5.2 percent of the country's GDP. This represents an increase of 0.8 percent as compared to the previous year. The number of retail stores has been stable in the past years, comprising around 89.4 thousand outlets. However, in the last three years the food retailing sector saw a significant increase of the cash & carry format, as consumers' purchasing power was constrained during the economic downturn. According to ABRAS, cash-and-carry formats continued to draw investments from major players, although other formats such as neighborhood stores were modernized. Approximately 80 percent of food and beverage distribution takes place through retail stores, the Southeast region alone accounted for 49 percent of the industry revenues, while the South, the Northeast, the Center-West and the North were responsible for, 31, 12, 5 and 3 percent, respectively. Please refer to [Retail Report 2019](#).

### **C. Food Service Sector**

According to the Brazilian Food Processors' Association (ABIA), there are approximately 1.3 million foodservice outlets across Brazil, with over 95 percent of establishments characterized as small-to-medium size, family-owned operations. Large and multinational foodservice chains represent less than 5 percent of food service companies. The food service sector is marked by informality, therefore analysts frequently reference sales of the food processing industry directly to this channel in order to estimate the size of the sector. In 2018, the food service sector purchased US\$47.2 billion. ABIA estimates total revenues of the Brazilian food service sector at US\$117 billion. Analysts forecast that the food service sector will expand 3 percent in 2019. Restaurants and Fast Food Chains detain the lion's share of 35 percent of the segment, followed by Bakeries (15 percent), Bars (13 percent) and Snack Bars (11 percent), Institutional Catering (7 percent), Hotels and Motels (4 percent) and Air Catering (2 percent). Please refer to [HRI Report 2019](#).

### **D. Food Processing Sector**

In 2018, the food processing industry (food and beverages) consisted of 49,000 companies, with annual sales of \$179 billion. The food sector represented 81 percent and beverages 19 percent of total sales. Brazil is one of the major world players in the sector, with the food processing industry being responsible for 10 percent of the country's GDP. The most important product categories are: meat products, beverages, dairy products, tea, coffee, cereals, oils and fats, sugar, snacks, ice creams, condiments, yeast, wheat products, processed fruits and vegetable, dehydrated and frozen products, chocolate, candies, and fish. Brazil is the fifth largest packaged food market worldwide, only behind the United States, China, Japan, and Germany. Following international trends, Brazilians consumers are becoming more health conscious. In order to meet consumer's demand, products with cleaner labels with nutritional ingredients described in simple terminology (with claims like natural, organic, and gluten-free) have a competitive advantage. Please refer to [Food Processing Report 2019](#).

## **Section VI. Agricultural and Food Imports**

Brazil economic recovery proved to be timid in 2018. Economic and political challenges led Brazil to make slow movements. In such scenario, imports of consumer-oriented products decreased 3.5 percent from 2017 to 2018. However, considering the double-digit depreciation of the Real during the year, total imports of US\$4 billion proved to be above expectations. In terms of market share, the positions of major suppliers were relatively maintained. Unexpectedly, EU gained 3 percentage points of market share. According to ATO contacts, during the period of the crisis, the strategy distributors adopted to maintain sales included a rearrangement of product mix, negotiation of payment terms and prices with foreign suppliers and reduction of profit margins. The strategy worked and helped EU suppliers to gain market share. On the other hand, food processing and large restaurant chains have more strict purchase criteria, and therefore have less room to make changes in the short run. During the economic slowdown, buyers of intermediate goods reduced margins and achieved gains of efficiency. According to ATO contacts, food processing companies and large food service operators maintained quality and standards for products purchased. In 2018, imports of intermediate agricultural goods increased 3.8 percent, mainly driven by higher sales of vegetable oils, animal feed and fodders, and beer ingredients. In this scenario, the United States gained one percentage point of market share.

### BRAZIL IMPORTS OF CONSUMER-ORIENTED PRODUCTS (US\$ MILLION)

Country	2015	%	2016	%	2017	%	2018	%	Country	2018*	2019*
<b>World</b>	3,935	100	4,097	100	4,164	100	4,019	100	<b>World</b>	3,708	3,690
<b>Mercosul(3)</b>	1,439	37	1,695	41	1,587	38	1,483	37	<b>Mercosul (3)</b>	1,370	1,363
<b>EU (15)</b>	1,036	26	958	23	1,058	25	1,124	28	<b>EU (15)</b>	1,029	1,065
<b>Chile</b>	355	9	407	10	393	9	379	9	<b>Chile</b>	349	308
<b>China</b>	253	6	303	7	278	7	233	6	<b>China</b>	220	232
<b>U.S.</b>	296	8	240	6	258	6	225	6	<b>U.S.</b>	206	198
<b>Others</b>	557	14	495	13	590	15	576	14	<b>Others</b>	535	524

### BRAZIL IMPORTS OF INTERMEDIATE PRODUCTS (US\$ MILLION)

Country	2015	%	2016	%	2017	%	2018	%	Country	2018	2019
<b>World</b>	2,479	100	2,554	100	2,731	100	2,834	100	<b>World</b>	2,608	2,538
<b>Argentina</b>	464	19	553	22	493	18	480	17	<b>Argentina</b>	426	476
<b>U.S.</b>	276	11	243	10	261	10	311	11	<b>U.S.</b>	291	260
<b>Portugal</b>	170	7	163	6	213	8	265	9	<b>Portugal</b>	246	247
<b>Indonesia</b>	287	12	304	12	306	11	250	9	<b>Indonesia</b>	220	172
<b>Uruguay</b>	195	8	212	8	265	10	230	8	<b>Uruguay</b>	209	230
<b>Others</b>	1,087	43	1,078	42	1,194	43	1,296	46	<b>Others</b>	1,216	1,153

Source: Trade Data Monitor (TDM) based on the Brazilian Secretariat of Foreign Trade (SECEX)

Note: Mercosul (3): Argentina, Uruguay and Paraguay; EU (15): Germany, Austria, Belgium, Spain, Denmark, Finland, France, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, United Kingdom and Sweden

Note (2): \* Jan-Nov

### BRAZIL IMPORTS OF CONSUMER ORIENTED PRODUCTS BY CATEGORY (2018)

	Imports - World (US\$ Million)	Imports - U.S. (US\$ Million)	Market Share (% U.S.)	Ranking (U.S.)	Import Tariff (%)
<b>CONSUMER-ORIENTED PRODUCTS</b>					
Dairy Products	637.12	35.81	6	4	8-28
Chocolate & Related Products	230.18	23.88	10	2	10-16
Distilled Spirits	146.87	21.84	15	2	12-20
Tree Nuts	157.19	19.2	12	3	6-10
Processed Fruit & Vegetables	701.34	14.31	2	12	10-14
Forest Products	100.55	14.12	14	2	2-14
Condiments and Sauces	34.65	7.93	23	3	12-20
Fresh Fruit	401.55	7.29	2	7	10

Fish and Seafood	1,333.54	5.91	0.4	15	10
Wines	375.64	2.64	1	9	20
Fruit and Vegetable Juices	16.37	1.62	10	2	14
Snack Foods NESOI	65.67	1.31	2	14	10-35
Beer	46.09	1.7	4	6	20
Pet Food	7.53	1.79	24	3	14
Fresh Vegetables	218.35	0.83	0.4	7	10
Non-Alcoholic Beverages	65.35	0.26	0.4	8	10-20
Breakfast Cereals & Pancake	5.59	0.12	2.	12	16
<b>INTERMEDIATE PRODUCTS</b>					
Feed & Fodders NESOI	279.39	40.24	14.	2	2-14
Planting Seeds	111.47	15.17	14	1	2-12
Vegetable Oils	660.79	18.92	3	8	4-12
Sugar & Sweeteners	25	6.81	27	1	16-20
Meat Products NESOI	216.14	3.94	2	6	6-12
Soybean Meal	0.47	0.25	53	1	6-10
Animal Fats	37.57	0.19	1	12	6-12
<b>BULK PRODUCTS</b>					
Wheat	1,502.32	62.97	4	3	10
Cotton	36.24	27.76	77	1	6
Rice	217.3	1.08	0.5	5	10-12
Corn	144.33	0.21	0.1	3	8

Source: Trade Data Monitor (TDM) based on the Brazilian Secretariat of Foreign Trade (SECEX)

## Section VII. Contacts and Further Information

Please do not hesitate to contact the offices below for further assistance in export of U.S. agricultural products to Brazil:

### U.S. Agricultural Trade Office (ATO)

U.S. Consulate General  
Rua Thomas Deloney, 381  
04709-110 São Paulo, SP  
Tel: (55-11) 3250-5400  
Fax: (55-11) 3250-5499  
E-mail: [atosaopaulo@fas.usda.gov](mailto:atosaopaulo@fas.usda.gov)

### Office of Agricultural Affairs (OAA)

U.S. Embassy  
Av. das Nações, quadra 801, lote 3  
70403-900 Brasília, DF  
Tel: (55-61) 3312-7000  
Fax: (55-61) 3312-7659  
E-mail: [agbrasil@fas.usda.gov](mailto:agbrasil@fas.usda.gov)

## Attachments:

No Attachments