TRADE MISSION REPORT
ARGENTINA AND BRAZIL
JUNE 13-24, 2016

Participants: Greg Ackerman and
US Dry Bean Council Representative Randy Duckworth

Submitted to USDA FAS on June, 2016
Summary
Participating in this trip to Argentina were US Dry Bean Council Representative, Randy Duckworth, Michigan-based bean grower Greg Ackerman and local consultant Roman Kutnowski. Ackerman has extensive experience growing black beans, navy beans, LRK, DRK, cranberry, white kidney, and pintos. His insight was crucial in providing estimates of bean yields.

Argentina suffered numerous weather issues in the last three campaigns. In 2013, farmers lost most of their crops in what traders and farmers alike refer to as, “the worst bean campaign ever.” One year later, Argentina’s bean production improved but poor quality seed, heavy rains in some areas prior to harvest, sclerotinia and insect damage hit the crops and affected quality. In 2015, Argentina seemed to be headed to the biggest crop in the last six years. However, light yet consistent rains in June had an impact on the quality of most beans.

This year, plantings were slightly down from 2015 but well above the historical averages. However, significantly lower yields than last year (and average) will affect overall production in terms of quantity. In terms of quality, color is good but caliber is a bit smaller than average.

Due to the tight international supplies and rising demand from Brazil (the #1 dry-bean consuming country in the world (and the top export destination for Argentine beans), traders and farmers agree we are looking at an upward-moving market. At the same time, given the problems the country faced in the last three years, traders hope that the current campaign will help Argentine beans—especially alubias—rebuild their reputation in the international market.

Argentina 2016 Dry Bean Area, Yield and Production
Argentine 2016 Planted Hectares

2016 Argentina Dry Bean Production

2016 Argentina Dry Bean Production

Est. 2016 Planted Ha 2016 Production (Est) 2016 Exportable Total (Est)
Black Alubia Crans LRK DRK Mung
180,000 118,400 178,400
Argentina’s President Mauricio Macri, who took office December 2015, removed the export tax on wheat (23% to 0%), corn (20% to 0%), sunflower (32% to 0%) and meat (15% to 0%), and reduced soybean’s export tax from 35% to 30%. In the case of the latter, the new government announced that the export tax will be reduced each year by another 5% until it hits zero. However, traders are not sure if the reduction will take place next year as the government’s revenue heavily depends on the soybean export tax.

The Macri administration also ended the black market for US$ (well not entirely but sufficiently reduced it). Last year, Argentina required exporters to repatriate all revenue from sales abroad and convert these funds into the local currency at the official rate (which used to be about 50-70% of the unofficial rate, also known as “dollar blue”). So, essentially, this was an unofficial tax that served as further disincentive to production of most major crops.

The unification of the US Dollar exchange rate with peso and the announcement of the Belgrano Infrastructure Plan in the Northwest (the prime bean growing region in Argentina) were important news for the industry. The infrastructure plan, which would include new roads and railways in the region, could help reduce the high trucking costs. Consequently, many are optimistic—yet cautious—about how it may affect the Argentine bean industry.

**High Demand in Brazil to Boost Dry Bean Prices**
One trader noted this is the first time ever that Brazilian buyers admit openly that they are short on beans and agreed that their neighbor might have a need for an extra 300,000 MT of dry beans (500,000 MT
overall). In fact, at the time of our trip, many Brazilian buyers were visiting key growing regions in Salta, Tucuman, and Jujuy to purchase beans directly from growers.

Still, at the time of our visit, trading activity remained low as many already forecasted an upward-moving market. Therefore, many farmers were reluctant to sell their beans and preferred to cash out their soybean crops.

All signs indicate we are looking at a seller’s market at least until November-December, when the new Brazilian crop will enter the market. In fact, between the start and the end of our trip (June 13 to June 24), black bean prices in Argentina increased by roughly 20-25% to US$ 1,200-US$ 1,250/MT at border entry point (Puerto Iguazu).

Alubia Beans

![Argentina Alubia Bean Planted Area, 2010-2016]
Alubia bean crops in Jujuy

Due to the weather issues in the last three years, the quality of Argentine alubia beans and their subsequent international reputation took a toll. In fact, prices of Egyptian white beans, which usually sold $50 to $100 cheaper than Argentine product, rose and were on par (and in some cases even more expensive).

For this years, farmers anticipate good quality and in some cases lower caliber.

Latest pricing update for Argentine alubia beans is $1,150-1,300 (CFR, Mediterranean ports).
Black Beans

Argentina Black Bean Planted Area, 2010-2016

Early frost in Southern Salta and Tucuman affected yields in the heartland of Argentina’s black bean growing region. However, with the shortage in Brazil, most traders are expecting to sell 100% of the black bean crop to Brazil.

At the time of our visit, trading activity was low as many were waiting for harvest to have a clearer outlook. In fact, as said above, between the start and the end of our trip (June 13 to June 24), black bean prices in Argentina increased by roughly 20-25% to US$ 1,200-US$ 1,250/MT at border entry point (Puerto Iguazu).
Field I: Salta

Field II: Jujuy

Color Beans (Cranberry, LRK, DRK, Canella)

Field I: North of Salta
Field II: Frost damage in Tucuman

Field III: Jujuy
Cranberry beans

*Argentina Cranberry Bean Planted Area, 2010-2016*
Cranberry bean harvest was underway in main Argentine planting regions at the time of our visit. Given the shortfall in Brazil, many Brazilian buyers were already traveling to Argentina and purchasing directly from growers at around $800 to $850 per MT/farm (unprocessed).

**Dark and Light Red Kidneys**

*Argentina Dark and Light Red Kidney Bean Planted Area, 2010-2016*

![Graph showing planted area of Dark Red Kidney Beans in Argentina from 2010 to 2016.](image)

Dark Red Kidney Bean Prices: $1,300/MT (CFR, Mediterranean ports).

**Argentine Exports – HS Code 071333**

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<td>116.22</td>
<td>29.96</td>
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<td>21.49</td>
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</tr>
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<td>Spain</td>
<td>3.17</td>
<td>2.94</td>
<td>3.12</td>
<td>2.43</td>
<td>2.34</td>
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<td>1.61</td>
<td>1.49</td>
<td>1.30</td>
<td>1.42</td>
<td>75%</td>
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<td>France</td>
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<td>0.00</td>
<td>0.35</td>
<td>0.34</td>
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<td>29%</td>
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<tr>
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*Values in MT.*
Weather Update
At the time of our visit, some farmers were waiting for sunny weather to harvest. Other fields would be ready for harvest in 10-15 days. Since then, the weather in Salta and Jujuy has been mostly sunny and dry, with some rains over the weekend.

Above: Weather conditions in Salta and Jujuy

Country profile

- Population: 202.5 million (Country comparison to the world: 6)
- Population growth rate: 0.4 (2014 est.)
- GDP: $3.073 trillion
- GDP per capita: $15,200 (Country comparison to the world: 101)
- Population below poverty line: 21.4%
- Unemployment rate: 5.4% (2014 estimate). (Country comparison to the world: 57)
- GDP composition, by sector of origin: agriculture: 5.8%; industry: 23.8%; services: 70.4% (2014 est.)
- Agricultural products: Brazil is the largest producer of beans, sugar cane, oranges and sisal, and the second largest producer of soybeans and papayas.
- Main import partners are: China (15.6 percent), United States (15.1 percent) and Argentina (6.9 percent).
- Currency: Brazilian real (3.45 Reais to the US Dollar)

2.4 Economy:

Brazil, a member of BRICS, is the largest national economy in Latin America and the world's seventh largest economy in gross domestic product (GDP), according to the World Bank.

Brazil has a mixed economy with abundant natural resources. The Brazilian economy has been predicted to become one of the five largest in the world in the decades to come. The GDP per capita is predicted to grow accordingly, provided that large investments in productivity gains are made to substitute the GDP growth of the last decade that is attributable to the increase in the numbers of people who have been integrated to the workforce.

Source: CIA Factbook and Wikipedia
1.1 Objectives

- Conducting research in Brazil in order to examine market conditions and to identify export opportunities for US dry beans, focusing on pinto and black beans.
- Meeting with importers, packagers and food service companies who demonstrate an ability to buy U.S. product.
- Developing stronger relationships with key members of the import, processing, and food service sectors of Brazil and gain a better understanding of the technical and other constraints to the use of US dry beans in Brazil.
- Gather technical and marketing information that addresses the requirements of the processed/cooked beans industry in Brazil, an ideal entryway for US pintos.

1.2 Recommendations

The similarity in appearance between pinto and carioca beans has previously led to attempts to substitute US pinto beans for carioca beans when the latter were priced very high. These attempts were reportedly unsuccessful due to three main factors:
1. Underestimation of the savvy of consumers and their ability to distinguish between two similar but distinct types of beans.
2. Consumers were not given information about US pintos that would have encouraged them to try the product on its own merits.
3. The word “pinto” is a somewhat vulgar slang term in Brazil, which may have impacted introduction of the product within the wholesale and retail segments of the Brazilian bean industry.

Our recent research provided us with evidence that Brazilian consumers may welcome a new variety if marketed properly. After blind testing US pinto beans (Vibrant) with Camil’s carioca beans (Camil has a reputation of processing and packing the best-quality beans in the Brazilian marketplace), we were surprised with the excellent results of the research.

Note: Guest Beans are Pinto Beans.
In past trade missions, processors pointed out that the thickness of the broth was a main factor preventing pinto beans from becoming a real option in the Brazilian marketplace. However, most consumers who took part in the research praised the broth of pinto beans.
Our research shows consumers may welcome US Pinto beans if marketed properly as a new bean variety in the USA.

One specific sector was very open to the idea of working with pinto beans: The constantly growing Brazilian food service industry.

**Brazilian Food Service Industry: Meals per Day (in millions)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
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<tr>
<td>Food</td>
<td>7.00</td>
<td>7.40</td>
<td>7.00</td>
<td>6.40</td>
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<tr>
<td>In-H</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
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<tr>
<td>Restau</td>
<td>19.77</td>
<td>18.68</td>
<td>18.80</td>
<td>17.41</td>
<td>16.65</td>
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<tr>
<td>Total</td>
<td>18.77</td>
<td>18.68</td>
<td>17.41</td>
<td>16.65</td>
<td>16.65</td>
</tr>
</tbody>
</table>

**Brazilian Food Service Industry: Revenue per Year (in Billions)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
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<tbody>
<tr>
<td>In-H</td>
<td>6.00</td>
<td>6.40</td>
<td>6.40</td>
<td>6.40</td>
<td>6.40</td>
</tr>
<tr>
<td>Restau</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Total</td>
<td>16.65</td>
<td>16.65</td>
<td>16.65</td>
<td>16.65</td>
<td>16.65</td>
</tr>
</tbody>
</table>
Average exchange rate
2011: 1 USD = 1.65 BRL
2012: 1 USD = 1.95 BRL
2013: 1 USD = 2.12 BRL
2014: 1 USD = 2.40 BRL
2015: 1 USD = 3.05 BRL

Source: ABERC, Brazilian Association of Food Service Companies

2.1 Market Summary

Brazil is the world’s largest producer and consumer of beans. The country’s production usually stands at 3.2 to 3.5 million MT of beans annually, while demand normally reaches about 3.6 million MT (about 40 pounds per person, per annum). The shortfall between domestic production and consumption is made up of imports—primarily from Argentina, China and Bolivia. This shortfall is expected to increase in the future as domestic consumption should rise another 300,000 MT in the next 10 years due to population increase.

The USDBC has conducted a trade visit to Brazil every year for the last five years. Since then, some market trends and constraints have remained the same while some other have changed:

— Brazil remains the world’s largest producer and consumer of beans. Yet, they do not currently produce enough beans to meet their demand.

— Brazil’s primary reliance on carioca beans is creating significant problems for all sectors within the industry. With the exception of some very minor production in neighboring countries, Brazil is today the only country that produces and consumes carioca beans.

— When bean growers produce too many carioca beans there is no international market to remove the excess supply, and eventually this drives down prices received by producers. Conversely, when there are insufficient carioca beans, there is no alternative country from which to purchase carioca beans, driving up prices in the marketplace. Consequently, most market experts agree to describe the pricing evolution of carioca bean as unsustainable.

— Despite the huge price swings of carioca bean, domestic demand keeps growing steadily. In part, this happens because of demographic reasons, as population keeps increasing. But it is also simply because beans are a core element in the Brazilian diet (recent researches by the Brazilian Ministry of Health show roughly 70% of the Brazilian population consumes dry beans five times a week).
According to Brazilian analysts, carioca bean is a product with inelastic demand (consumption does not increase or decrease correspondingly with a fall or rise in its price). However, this year, carioca beans reached an all-time record of $2,700/MT. As a consequence, some main processors have simply decided to stop working with carioca beans and focus solely in blacks.

Brazil’s Dry Bean Market Outlook

Brazil’s dry Bean Production, as estimated by Conab (June, 2016)

<table>
<thead>
<tr>
<th>Year</th>
<th>First Harvest</th>
<th>Second Harvest</th>
<th>Third Harvest</th>
<th>Total</th>
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<td>2015/16</td>
<td>959,900</td>
<td>1,308,300</td>
<td>1,311,700</td>
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<td>2014/15</td>
<td>1,030,000</td>
<td>1,022,500</td>
<td>873,300</td>
<td>2,925,800</td>
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<tr>
<td>2013/14</td>
<td>1,053,200</td>
<td>1,318,500</td>
<td>668,300</td>
<td>3,040,000</td>
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</table>

Source: Conab

Brazil’s Dry Bean Demand

Average bean consumption in Brazil is comprised of:
- 2.5 million MT of carioca beans
- 550,000 MT of black beans
- 300,000 MT of brown-eye or black-eye beans
- 250,000 MT of other bean types

Source: Industry estimates
As noted above, when there are insufficient carioca beans in Brazil, there is no alternative country from which to purchase carioca beans, driving up prices in the marketplace. In 2016, Brazil's carioca bean production dropped significantly due to the following reasons:

**Crop diversification**
Brazilian farmers usually decide to grow dry beans when they can obtain a premium over the main crop of each season. And in spite of the bullish trend in the bean market, soybeans proved to be a better—and safer—option for growers in the first 2015-16 campaign.

**Weather Issues**
Crops were hit by one of the strongest El Niño events in recent years, which brought heavy rains to Brazil's dry bean heartland in the south and sustained drought in the arid northeast.

**Low Carryover**
State-owned carryover stocks of carioca beans—which account roughly for 70% of the country's dry bean consumption—have been dropping steadily since last year.
Amid this scenario, carioca bean prices soared in the first half of 2016 and reached an all time record of $2,700/MT. In fact, the carioca bean is today the most expensive bean variety in the whole world.

Above: An article released on June 4 by web portal Noticias Agricolas. “Carioca bean is the most expensive bean type in the world with prices at R$ 420/60 kilo bag (US$ 2,000/MT).” Few weeks later, prices would continue to rise and reach the R$ 580/60 kilo bag mark (US$ 2762/MT)

Carioca and black bean prices at wholesale as of June 27, 2016

Source: Bolsinha Informativos/Conab
Above: A popular meme viralized on Brazilian social media today: “Dry Bean Transportation” and a picture of three armored trucks.

Import Tariff Removal

By the time the trade mission was being held, the Brazilian Government eliminated the import tariff of 10% for imports on dry beans from non-Mercosur countries until September, 2016. This opens the door for other competitive players, such as China, Mexico and the US. However, none of these countries produce carioca beans. And in terms of black beans, the three-month period is a very short time to import the beans. (The original request was to remove the tariff until November 31, 2016.)

Brazil's Main Bean Importing Markets Today

Argentina
Most recent prices according to traders:
Black beans: $1,200-1,250/MT.
Alubia beans: No current quotes.

Source: Brazilian Secretariat of International Trade

With the crop disaster in Argentina in 2013, Brazil eliminated the 10% import tariff on non-Mercosur beans and imported over 200,000 MT of beans from China. However, this year China will just not have
enough black beans to supply the Brazilian market. Quality issues, rising prices and expensive freight costs (up to $3,700-4,400/container according to a Sao Paulo-based trader) are main concerns for Brazilian buyers importing from China.

Latest black bean quotes from China (June 23): $850-880/MT

### 2.2 FAS Contact Information in Brazil

Foreign Agricultural Service, Brasilia American Embassy  
SES - Av. das Nações, Quadra 801, Lote 03 70403-900 - Brasília, DF Brazil  
Tel: (55-61) 3312-7000  
Fax: (55-61) 3225-9136  
Email: agbrasilia@fas.usda.gov  
Contacts: Laura Geller (Attaché) and Clay Hamilton (Minister-Counselor)

### 3. Trade Visits

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3.1.a Vapza Alimentos

Rua Amazonas de Souza Azevedo, 268 – Jd Social
Curitiba/PR, Brazil
Tel/Fax: +55 (41) 3362 6466
Contacts: Maria Helena Yamaguchi and Luiz Fernando Mion, International Trade
Email: mariahelena@vapza.com.br, luizmion@vapza.com.br

This year we visited Vapza’s 8,900m² processing plant located in the City of Castro, State of Parana.

Vapza is a rapidly growing 10-year old company developing and producing long shelf life food. It currently supplies main supermarket chains, fast food chains, industrial restaurants, schools and private label companies.

Vapza’s presence in supermarket shelves keeps growing steadily with a distinctive product: its low-preservation foods are pre-selected, peeled (for tubers and roots), washed, vacuum packed and steam cooked, and have a 1-year shelf life. These products can be stored at room temperature, not requiring refrigeration or freezing. This way they do not compete with canned processed brands as they aim at ABC1 consumers.

The company is currently exporting to Angola, Colombia, Venezuela, Japan, Belgium, Portugal and the U.S. In fact, exports skyrocketed by 225% in 2014. In terms of revenue, the company grew by 66% from 2012 to 2014.

3.1.b Risotolandia

Rua Luiz Franceschi, 657
Thomaz Coelho, Araucaria
PR, 83707-070, Brazil
Tel: 55 41 3641-3131
Email: carlo.tulio@risotolandia.com.br
Contact: Carlos Domenico Tulio, Operations Manager
With over 60 years in the Brazilian food service industry, Risotolândia is the #1 food service company in Parana State and one of the top eight nationwide. It serves around 500 to 550,000 meals every day (350,000 to children) in the states of Parana and Santa Catarina, supplying mainly schools and prisons.

Since the bean is a core element in Brazilian diet, many of Risotolândia's meals are prepared using black and/or carioca beans (roughly 20 to 30 grams of raw beans per meal). Risotolândia’s Project Coordinator, Carlos Domenico Tulio, told us the company usually signs 12-month fixed-price contracts. This puts the risk on the side of the company, especially considering food inflation is a main issue in Brazil.

In terms of dry beans, management said the price swings of the carioca bean market were a main concern when signing these fixed-price contracts. Consequently, they would be willing to try American pinto beans, a less volatile product, which is nearly indistinguishable from cariocas in taste and appearance after cooked. They want to try a 100kg sample and asked to schedule a new meeting to discuss results.

Above: Carlos Domenico Tulio, Operations Manager at Risotolândia

3.1.c Correpar Brokerage

R. João Negrão 731
Curitiba PR, Brazil
Tel: +55 (41) 3259-4433
Fax: +55 (41) 3259-4444
E-mail: correpar@correpar.com.br
Contact: Marcelo Eduardo Luders
marcelo@correpar.com.br

Correpar is a food import/export business. The company is also a main source of information for Brazilian agribusiness. Luders is also President of IBRAFE (the Brazilian Dry Bean Institute).

One of the most knowledgeable and trustable players within the industry, Correpar’s Marcelo Luders usually appears on Brazilian media sharing his thoughts and insight about the Brazilian bean market. He is
also one of the most optimistic analysts in reference to the opportunity for pintos in the Brazilian marketplace. In fact, Luders has reportedly appeared on the media mentioning the need to diversify Brazil’s dry bean production.

Luders is currently organizing the 2016 Dry Bean Forum, which will focus on opportunities within Brazilian dry bean production, marketing, importing and exporting sectors. He is expecting presence of around 300 key players in the industry. At the upcoming 2016 Forum, we will officially introduce Tigre (Tiger) Beans, the commercial name for pinto beans in the Brazilian marketplace.

Above: An article released June 22 on Globo Rural, in which Luders explains that diversification is crucial to stabilize the Brazilian dry bean market. Article published by Globo Rural (Globo is the largest media conglomerate in Brazil)

3.1.a. Iberica Corretora de Mercadorias

Av. Batel, 1230, Batel Trade Center
Curitiba-PR, Brazil
Tel: 55 41 3342-8282
Fax: 55 41 3015-6387
Contact: Leonardo Busarello Arnizaut
Email: leonardo@ibericacorretora.com.br

Ibérica Corretora de Mercadorias (Asset Brokerage) has been active in the Brazilian grain marketplace since 1983. The company’s experience on the international market has led to partnerships in countries like Argentina, USA, Canada, Chile, Venezuela, Paraguay and China, among others.

3.2. Sapore

Rodovia Anhangüera, Km 90
Condominio Swiss Park Office
Avenida Antonio Artioli, 570 - Edificio Altdorf – Bloco G
Campinas – SP, Brazil
Tel: 55 (019) 3738-4000
With over 1 million meals served daily, Sapore is one of the largest Brazilian food service companies today. The company has been growing by over 30% yearly, and has 12 regional offices to attend over 900 clients today.

Sapore’s Supply Manager, Moacir Pinto, is interested in purchasing an alternative product given the rising (and unstable) prices of carioca beans. He agreed to try a sample and then get back to us.

3.2.b Tempero Certo – Aberc

Avenida Piracicamirim 2885 | Vila Monteiro
Piracicamirim, Piracicaba
São Paulo, Brazil
Contact: Luís Maurício Leme, Supply Manager
Phone: 55 (19) 2106-7310
Email: suprimentos@temperocerto.com.br

Luís Maurício Leme is the Supply Manager of Tempero Certo and ABERC, the Brazilian Association of Food Service Companies, which represents since 1984 over 80 food service companies and its suppliers. ABERC
has also been crucial in the promotion of activities, seminars, and events for the food service sector in Brazil. In fact, our meeting focused on the idea of introducing pinto beans at the August Monthly Meeting. Supply managers of all food service companies associated to ABERC will attend.

3.2.c ABRAS

Av. Diógenes Ribeiro de Lima, 2872 - Alto da Lapa
São Paulo, Brazil
Contact: Lindi Souza, Business Executive
Phone: 55 (11) 3838-4556
Email: lindi@abras.com.br

ABRAS (Brazilian Association of Supermarkets) is comprised of 27 state associations that represent the supermarket sector in Brazil. They provided very valuable information in terms of main bean processors in Brazil. We discussed strategies to promote pinto beans within the supermarket sector in Brazil, and scheduled another meeting to coordinate the potential integration into its 50th year convention, which will take place in the month of November.

3.2.d Bolsinha

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CEP 03006-030, São Paulo, SP
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During the last 45 years, Sao Paulo’s Bolsinha has been a key spot for the Brazilian bean industry in terms of market trends and price formation.

- Between Monday-Friday 5 AM, a total of 16 brokers who represent bean growers nationwide display different quality samples of diverse bean types (carioca beans and black beans are the two main types).
- Spot prices are negotiated (there are no future prices at Bolsinha) with local buyers—wholesalers, processors, etc.
• The Brazilian Conab issues a weekly report featuring average prices along with a market summary, which is a main reference in terms of market trends and price formation.

Above: Conab's weekly report, including prices per 60-kilo bag of carioca and black beans at wholesale.

Bolsinha used to be a more popular option for bean buyers in the past. Today, many of them opt to purchase their beans directly from growers. However, even when the volume of trade decreased, Bolsinha remains the #1 reference in terms of price formation.

3.2.e Camil

Rua Fortunato Ferraz, nº 1001 a 1141
CEP -05093-000, São Paulo, SP
Tel: (+55 11) 3649-1128
Fax: (+55 11) 3649-1100
www.camil.com.br
Contact: João Carlos de Castro Alves,
Manager of the Dry Bean and Other Pluses Purchasing Division
Email: joao.alves@camil.com.br

Founded in 1963, Camil is one of the main bean packagers in Brazil today. They have 12 processing plants in Brazil, nine plants in Uruguay, four in Chile, and one in Argentina.

Camil's main products:
Rice: 87.8%
Dry Beans: 11.25%
Processed foods: 0.07%
Edible Oil: 0.53%
Other products: 0.35%

In 2014-15, Camil purchased 69,000 MT of dry beans (51,000 MT of carioca beans; 15,000 MT of black beans; 1,300 MT of black-eyes; 600 MT of white beans; 1,000 MT of other bean varieties).

We met with Joao, the manager of the Pulse Purchasing Division (he is also a member of the Dry Bean Supply Chain Chamber at the Brazilian Ministry of Agriculture and Fisheries). Joao has a 30-year experience as a dry bean buyer.
João told us Camil stopped processing carioca beans due to the record-high prices, and focused on black beans. Given the rising black bean prices in Argentina, he expressed interest on quotes for US black beans.

3.2.f Urbano

Estrada do Capao Bonito, 385
Jardim Maria de Lurdes. Guarulhos, Sao Paulo.
http://www.urbano.com.br
Contact: Andre Franzner
Email: andre@urbano.com.br

Maximo Urbano is a 40-year family owned packager and distributor, and one of the most popular brand names in the Brazilian food industry. It is one of the top 3 Rice and Bean packaging and distribution brands in the country.

We met with Andre Franzner, the son of Urbano Franzner, President of the company.

Maximo Urbano’s main product is rice but they also deal in different types of beans such as blacks, whites and cariocas. They are one of the largest packagers in Sao Paulo. Most of their black and white beans come from Argentina and China.

3.2.g Walmart Brasil

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- Presence in 18 Brazilian states.
- Stores in nearly 200 cities.
• Coverage of 100% of the Brazilian territory via Walmart.com.
• 2014 revenues: BR$ 29.6 billion.
• Nearly 540 stores.

Walmart Brazil is looking for an alternative product for carioca beans, and are willing to try a sample of pinto beans. Mr. Aprigio de Lima noted that Walmart usually takes around 60 days to test the product of a US supplier unless this supplier has already shipped product to any Walmart in any other part of the world except the US.

3.2.h Hugo Raggi Agribusiness

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04534-003 - São Paulo - SP - Brasil
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Web: www.hugoraggi.com

With over 30 years’ experience in the industry, Hugo Raggi is one of the most widely-known brokers in the country and the head of Brazil’s IYOP 2016 National Promotion Group.

Hugo Raggi Agribusiness deals with grains and specialty crops (rice, dry peas, dry beans, lentils, chickpeas, and popcorn), spices, dried fruits and nuts, and bird food.

3.2.i FAS Sao Paulo

Met with FAS Ag Trade Officer Chanda Burk and her staff at USDA FAS consulate in Sao Paolo. Discussed general situation in Brazil and opportunity to work together on a restaurant promotion that FAS is planning in Sao Paolo.