

FOCUS

BRAZIL

NOVEMBER 2021



SGS

Introduction

Since the first opening of our doors in Brazil back in 1938, SGS has provided crucial services and support for both local and international agricultural market players. SGS now has 16 offices in Brazil serving the agricultural commodity industry and four laboratories located throughout the country, all the way from Itacoatiara in the north to Rio Grande in the south.

Wherever your commodities are coming from – or going to – SGS will act as your eyes and ears on the ground to ensure quality and compliance of your international shipments.

This newsletter will delve into our operations in Brazil focusing on:

- The construction of new laboratories to further increase our testing capabilities
- How we can help agricultural market players overcome potential regional challenges
- Exciting additions to the team and new accreditations that allow us to continue providing our clients with exceptional levels of service
- Our nationwide team of experts, ready to support all your testing, inspection, fumigation and supply chain optimization requirements

Brazil has a rich agricultural industry and strong growth potential. However, as with every other market it has its own challenges and opportunities. By working with SGS experts, you can stay informed at all times, avoid potential challenges, and enhance your agricultural commodity operations.

Let's explore how.



Enhanced testing capabilities



"Thanks to significant investment over the past year, we are now even better placed than before to provide rapid, robust and reliable testing services throughout Brazil to meet our clients' requirements."

Juarez Macarrini , Laboratory Manager, SGS Brazil

For over 80 years, SGS in Brazil has put ongoing improvement at the heart of everything it does. That's why we have continued to invest in the right technology and the right people, enabling us to provide even more value to our partners in the agricultural industry.

Take the new laboratory in the port of São Luis, for example. Previously, due to the port's remote location, samples were generally dispatched to other regions in Brazil to be tested. But this led to increased costs and delays in receiving the test results. We have therefore opened a new Gafta-approved laboratory right in the heart of São Luis. This has increased our testing capabilities, significantly reduced samples' transit time and slashed transportation expenses for all our clients.

In addition, the construction of a new laboratory in São Bernardo do Campo will be completed in February 2022, with the laboratory obtaining full accreditation closer to the beginning of 2023. This laboratory will cover pesticide and microbiology testing – meaning that our customers will no longer need to seek out third-party support. From that point onward, SGS will be able to provide a one-stop shop for all your testing and inspection needs.

To find out more about how these investments are increasing SGS Brazil's agricultural capabilities, keep on reading.



New challenges requiring expert assistance



"Our expanding team is well-placed to tackle any challenges that the future might hold, supported by industry-leading facilities and benefiting from the teamwork of the global SGS community of experts."

Marcio Tinoco, Commercial Manager, SGS Brazil

Every agricultural region faces its own challenges and Brazil is no exception. Consider **China's new guidelines** on soybean imports. These guidelines have introduced increased quality requirements and greater sanitary strictness, as well as new definitions for high-oil and high-protein soybeans. This will undoubtedly increase costs for organizations that produce, transport and trade soybeans.

However, these challenges are far from insurmountable – so long as trade organizations work hand in hand with leading quality and safety testing experts. Our regulatory knowledge and agricultural prowess will enable agricultural market players to understand, and abide by, these new requirements – as well as any others that follow going forward. Leveraging our state-of-the-art laboratories, decades of experience and unparalleled technical know-how, our professional experts provide you with accurate and independent data to verify the quality and safety of your commodities, ensuring they meet contractual and regulatory requirements.

Organizations involved in the agricultural trade business in Brazil are still facing long-standing difficulties with safe transportation of shipments to ports and risks of potential cargo contamination and losses. This is where SGS comes in. Our field inspectors play a pivotal role in safeguarding the quality, quantity and safety of agricultural commodities throughout every step of the supply chain.



Exciting team additions and new accreditations



"We have solidified our position as Brazil's leading agricultural experts, welcoming experienced team members on board and adding to our already impressive list of accreditations."

**Mauro Machado, Director,
SGS Brazil**

Our team in Brazil is renowned for its expertise, trustworthiness and reliability. This reputation is well-founded – and we're committed to ensuring that our standards improve even further. That's why we appointed Marcio Tinoco as Commercial Manager for Agri Commodities, in addition to bringing Juarez Maccarin on board as our Agri Lab Manager, Carlos Bandeira as Trade & Inspection Manager and Gabriela Klein as Commercial Coordinator.

They have all played a crucial role in SGS Brazil's recent success. This includes fully certifying 108 MMT of sugar in a single vessel (a national record), as well as winning new contracts to work on the intake/outtake operations on various terminals across Brazil.

Our industry-leading laboratories underpin our team's crucial work. That's why we're proud to announce that these laboratories have been granted some of the latest, most reputable accreditations over the past year. The São Luis and Rio Grande laboratories have recently been awarded Gafta approval, meaning all four of our Brazilian laboratories are now Gafta-approved. In addition, our laboratories have also received FOSFA approval as well as MAPA (Ministry of Agriculture, Livestock and Supply), ISO 17025, and GMP+ accreditations.



Our nationwide team

SGS experts provide crucial on-the-ground services in ports and warehouses throughout Brazil. Our local knowledge and experience, enhanced by first-class training and an understanding of global agricultural commodities market conditions, provides our clients with a truly unique offering.

Our unsurpassable expertise is supported by our four fully established first-class laboratories, located in each of Brazil's main ports – which are responsible for the majority of all maize, soybean and sugar exports. Work confidently, safe in the knowledge that SGS's experts will ensure the quality, quantity, and safety of your agricultural commodities at all stages throughout your supply chain.

Our team is here for you to help identify the specific opportunities and challenges of each region across Brazil, connecting local developments with the international landscape and providing rich insights into the global agricultural supply chain.



Our agri team

350+

Full time employees

Supported by

4

Laboratories

Operating from

19

Offices

Gafta

FOSFA

Members

Meet the team



MAURO MACHADO

Director

Mauro.Machado@sgs.com



MARCIO TINOCO

Commercial Manager

Marcio.Tinoco@sgs.com



CARLOS BANDEIRA

Trade & Inspection Manager

Carlos.Bandeira@sgs.com



JUAREZ MACARRINI

Laboratory Manager

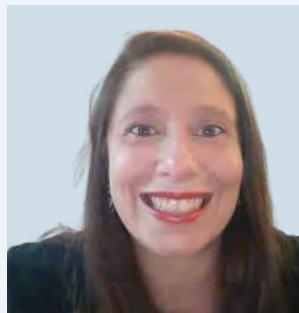
Juarez.Maccarini@sgs.com



LETICIA MARTINS

Execution Supervisor

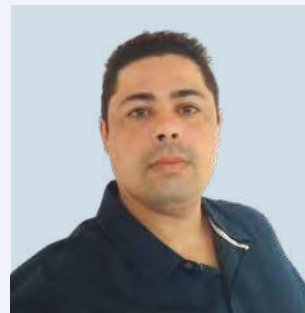
Leticia.Martins@sgs.com



GABRIELA KLEIN

Commercial Coordinator

Gabriela.Klein@sgs.com



UDSON SANTOS

Execution Team

Uudson.Santos@sgs.com



DIVA NASCIMENTO

Execution Team

Diva.Nascimento@sgs.com



STEPHANNY SANTOS

Execution Team

Stephanny.Santos@sgs.com



ORLANDO LIMA

Execution Team

Orlando.Lima@sgs.com



HENRIQUE VICCIOLI

Execution Team

Henrique.Viccioli@sgs.com



MARCIA SILVA

Execution Team

Marcia.Silva@sgs.com



JESSICA FIDELIS

Execution Team

Jessica.Fidelis@sgs.com



ELAINA GABRIEL

Laboratory Supervisor

Elaina.Gabriel@sgs.com



HARITA SANTOS

Laboratory Commercial Analyst

Harita.Santos@sgs.com

We are SGS - we bring trust and integrity to your supply chain, and help protect your business globally.

Contact us

agriculture@sgs.com

www.sgs.com/agricommodities

www.sgs.com/linkedin-natural-resources