

Market Brief
2003

The Market for
Dried Beans
In Brazil



ITC



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ABBREVIATIONS

| | |
|----------------|--|
| FAOSTAT | Stats from the Food and Agriculture Organization of the United Nations |
| CONAB | Companhia Nacional de Abastecimento (National Company of Supply) |
| ICMS | Imposto Sobre Circulação de Mercadorias (Tax on circulation of goods) |
| C&F | Cost and freight |
| CIF | Cost, insurance and freight |
| FOB | Free on board |
| INMETRO | Instituto Nacional de Metrologia (National Institute of Standards) |
| MDIC | Ministerio do Desenvolvimento, Industria e Comercio |
| FISPAL | International Food Fair |
| CNA | Confederação da Agricultura e Pecuária |

Front cover image courtesy of Saskatchewan Pulse Growers, Canada
<http://www.saskpulse.com>

EXECUTIVE SUMMARY

Dried beans are a basic staple food of Brazilian households. In spite of being the second largest producer of dried beans, Brazil is the third major net world importer of dried beans, behind Mexico and the UK in terms of quantity. Although its per-capita consumption was about 15 kg per year in 2001, down from 20 kg five years before, Brazil is still a promising import market in several aspects.

Having three harvests per year, Brazilian domestic production has averaged around 2.8 million tons in the last five years. Such production levels have been systematically falling short of demand causing inventories to decrease. Consequently, the country has been forced to import in order to completely fulfill its demand. Most of these imports of dried beans stem from shortfalls in domestic production due to climatic factors and for the recomposition of intervention stocks. Imports are largely composed of 2/3 black beans and 1/3 white beans, which together averaged 115 thousand tons in the last five years,

Dried beans are agricultural commodities prone to price fluctuations. Since Brazilian consumption of this product is relatively stable throughout the year, these fluctuations happen mostly due to changes in supply. Lately, changes in domestic prices due to lower or higher domestic supply are followed by accommodating import prices from the main supplier – Argentina.

Presently, the array of countries Brazil imports from is very limited, with Argentina reigning unchallenged at 93% of the total Brazilian market, mostly due to advantages rendered by Mercosur membership, low transportation costs and the quality of Argentinian beans. However, this does not mean that there are no opportunities in the market; there are many other potential suppliers that could be explored by Brazil, especially due to the expected substantial increase in demand with the implementation of the Zero Hunger program by the new Brazilian government.

The core goal of the Zero Hunger program, mainly aiming at the Northeast section of Brazil, is to eradicate famine by supplying low-income families with food supplies. If fully implemented, the program will reach 44 million people, in which case the overall national consumption of beans will increase considerably, expanding the Brazilian bean market and creating opportunities for exporters.

A. PRODUCT DESCRIPTION:

This market brief covers dried beans, classified under the following code:

HS 0713.33 - Other dried, shelled beans "phaseolus" whether or not skinned or split

Dried black beans are common beans from the species "***phaseolus vulgaris L***". It is a plant with several varieties, originated in Central and South America and largely cultivated in the western world.

B. PRODUCTION, CONSUMPTION AND TRADE

Dried beans are a basic staple food of Brazilian households. With an output of 2.9 million tons, Brazil is responsible for 15% of world production, being the second largest producer after India and followed by China, the USA and Myanmar.¹ However, for the species "phaseolus vulgaris," Brazil is the world's largest producer.

In spite of its place in world production, Brazil is the third major world net importer of dried beans (behind Mexico and the UK in terms of quantity). Domestic production has averaged around 2.8 million tons (see Table 1) in the last four years², partly due to low prices paid to producers - in line with lower import prices - relative to prices received for other annual crops. Per-capita consumption of dried beans in Brazil was about 15 kg per year in 2001, down from 20 kg five years before.

Brazil is able to boast three dried beans harvests per year. The first, the "water" harvest extends from November to April and it covers the biggest cultivation area, mainly in the southern region. The second one, the "dry season" harvest, which includes most of the producing states, takes place between April and July. The "winter" harvest, the third one, extends throughout the months of August and October in the center west and southeastern regions. The first two harvests are responsible for 90% of total national production and are cultivated by small and medium-sized farmers, hence its relatively low yield average of about 700 kg/ha, while the last, characterized by more efficient farming methods, averaged almost 2000 kg/ha in 2002.

The pattern of regional production is also diverse, with particular risks associated with the different production areas. The southern states (Parana, Santa Catarina and Rio Grande do Sul), the main producers of "rainy season" beans and also of black beans, are prone to frosts and/or too much rain. The Northeast states, the main producers of the "dry season" beans, are predisposed to periods of drought.

Keep an



Monitoring of harvests in Brazil:

[IBGE: Levantamento sistemático da produção agrícola](#)

At <http://www.ibge.gov.br/home/estatistica/indicadores/agropecuaria/lspa/default.shtm>

¹ See Faostat database at <http://www.fao.org>

² The harvest of 1997 was affected by the "El Nino" phenomenon with production being drastically reduced to 2.2 million tons.

TABLE 1
Production, Imports and Aparent Consumption of Dried Beans in Brazil
(in 1000 ton)

| Year/ Harvest | Initial Inventory | Production | Imports | Consumption* | Consumption per-capita Kg | Exports | Final Inventory |
|------------------|----------------------|------------|---------|--------------|---------------------------------|---------|--------------------|
| 96/97 | 350 | 2915 | 154 | 3200 | 20.3 | 4.1 | 215 |
| 97/98 | 215 | 2206 | 190 | 2500 | 13.9 | 1.1 | 110 |
| 98/99 | 110 | 2896 | 90 | 2950 | 16.2 | 2 | 147 |
| 99/00 | 147 | 3098 | 78 | 3050 | 16.3 | 2 | 270 |
| 00/01 | 270 | 2587 | 129 | 2880 | 15.2 | 2 | 104 |
| 01/02 | 104 | 2939 | 88 | 3000 | 14.8 | 2 | 129 |

*Includes all types of dried beans for human consumption, crop loss and seeds for sowing.
Source: CONAB - SEPLA/NUPLA/GEPAV/EINGE

Imports

Most of Brazil's imports of dried beans derive from shortfalls in domestic production due to climatic factors and for the recomposition of intervention stocks. Even though Brazil is the second largest producer of beans in the world, its production has been systematically falling short of demand generating imports and, lately, a rundown of inventories (Table1). Brazil's imports of dried beans are mainly composed of 2/3 black beans and 1/3 white beans, together averaging 115 thousand tons in the last five years. The State of Paraná is the main supplier of black beans in Brazil, which impacts the overall quantity of beans imported by country.

Other variables affecting imports are: the devaluation of Brazil's currency, the Real, against the dollar starting in 1999 thus effectively raising prices (see Table 1 and 2); its position as a basic staple food considered a strategic product requiring the government to maintain a buffer stock to stabilize market conditions; and any external shocks, such as adverse climate conditions resulting in the loss of crops (refer to footnote 1).

Keep an 

Monitoring of black beans harvests in Parana:

<http://www.pr.gov.br/seab/>

As for the supplying countries, Argentina reigns unchallenged commanding 93% of the total Brazilian market, followed by Bolivia and China. Not only has Argentina proven to be flexible in adjusting prices downward during the floating of the Real in 1999 (from an average of US\$410 to an average of US\$340), but it also enjoys

trade advantages that other countries do not. Brazil and Argentina are both members of the Mercosur economic block, which makes Argentina exempt from the 11.5% import tax Brazil levies on black beans. Also, the two countries are neighbouring countries, which cuts down on transportation costs. Finally, Argentina's beans are considered by specialists to be one of the best quality beans in the market.

Other potential exporters that could be explored by Brazil in spite of Argentina's competitiveness are China for its low price (US\$ 362/ton) and Bolivia for its low price (US\$ 312/ton) and proximity to Brazil. Also, small suppliers like Myanmar and Ethiopia are potential suppliers due to their competitive prices (around US\$ 350/ton).

TABLE 2
Brazilian Imports of Dried Beans 1994-2001
(Value US\$ 1000; Quantity: tons)

| Period | US\$ FOB | Net Weight | Unit Value US\$/kg |
|---------------|-----------------|-------------------|-------------------------------|
| 1994 | 68,613 | 116,377 | 0.59 |
| 1995 | 61,828 | 101,814 | 0.61 |
| 1996 | 49,272 | 82,586 | 0.60 |
| 1997 | 89,564 | 154,979 | 0.58 |
| 1998 | 139,463 | 190,235 | 0.73 |
| 1999 | 27,461 | 90,035 | 0.31 |
| 2000 | 20,696 | 77,688 | 0.27 |
| 2001 | 52,062 | 128,936 | 0.39 |
| 2002* | 21,346 | 76,034 | 0.28 |

Source: Ministerio do Desenvolvimento, Industria e Comercio Exterior

* Estimates

C. MARKET CHARACTERISTICS:

Due to its widespread consumption, favorable conditions for cultivation in Brazil, nutritious qualities and accessible price, beans have become a staple food and an indispensable item on the table of the average Brazilian family. Because of the vast consumption of this product, the Brazilian consumer has standards concerning the price, physical aspect and type of beans when choosing the product.

Given that Brazil is one of the world's biggest bean consumers and producers, it produces an array of different types of grains to supply its culturally diverse population. The type of bean that is most consumed is the carioca (71%) followed by black beans (19%), and macaçar (8%), while the remaining (2%) represents more than 70 different types. Even if the product is consumed throughout the entire country, there still exists type segmentation according to different regions. Black beans are more widely consumed in the states of Rio de Janeiro, Santa Catarina, a section of Rio Grande do Sul and the city of Brasilia, whereas Sao Paulo and the remainder of the southeast and south region prefer the carioca beans. Finally, macaçar consumption is restricted to the northeastern part of Brazil.

Another important characteristic of the market has been the constant decrease in the per-capita consumption of beans. Though studies on this subject have never been unanimous, they do agree on some points. Consumption of beans in Brazil varies according to the region and income of the consumer. It is believed that beans have a negative earnings elasticity, meaning that increases in disposable income of low-income households may shift their consumption to other and more noble products such as meat, milk, fruits and so on. Changing eating habits, urbanization, the increasing presence of women in the market force and decreased availability of time for the preparation of meals are also factors continuously influencing consumption.

D. MARKET ACCESS

I – Tariff Barriers

Tariffs: 11.5 % ad valorem to World Trade Organization’s members.
0% to Mercosur members.

Internal Taxation:

ICMS (Tax on circulation of goods and services) varies from state to state. In the state of São Paulo 18 %, in other regional blocks 12%, 9 % and 7%. In the Zona Franca de Manaus, in the State of Amazonas, the product is exempt from this tax.

II – Non-Tariff Barriers

Phytosanitary Control Barriers

The following measures are imposed by the Ministry of Agriculture in Brazil on incoming products with the objective of defining their characteristics, prove quality and insure correct packaging of beans destined for internal sale. In order to insure that these criteria are followed, inspections are conducted and a report detailing the findings and conditions for commercialization is filed.

The most central criteria³ taken into account to establish these norms are:

Humidity - the percentage of water found in the sample in its original state.

Burnt - Whole or broken grains that are visibly fermented and show abnormalities in its appearance and internal structure.

Mouldy - Whole or broken grains that display fungus that are visible to the naked eye.

Carunchos - Whole or broken grains damaged and plaged with carunchos (coleoptera insect).

Humidity And Contamination

- In spite of the group and type of grain, the percentage of humidity and contamination cannot exceed the following measures:
 - HUMIDITY.....15%(fifteen percent)
 - CONTAMINATION.....2%(two percent)
- Grains that exceed the limits previously described can be sanctioned and have their net weight subtracted from the lot.

³ For more detailed criteria contact the Ministry of Agriculture (Ministério da Agricultura, www.agricultura.gov.br). For a non-official description of technical regulations on quality and identity see Engetecno Online at <http://www.engetecno.com.br/ma2.htm>.

Out of Inspection Standards

Products not meeting inspection standards⁴ based on the criteria will be either

- Marketed as it is, as long as it is labeled as defective and the label is visible and hard to remove;
- In the case that the percentage of mouldy grains represents more than 7.5%, the lot will be automatically analyzed for microtoxins;
- Repackaged to meet norms.

Disqualified

Products that show one or more of the following characteristics will be disqualified and prohibited from sale for either human or animal consumption:

- Not well preserved;
- Higher level of micotoxins than the permitted by the legislation in force, in the cases of mould levels, those greater than 7.5%;
- Strange odor;
- Containing harmful substances.

Products that show one or more of the following characteristics will be disqualified until expurgation for type classification:

- Presence of live insects;
- Toxic grains.

Documentation

Alongside the documents for import operations, the following documents are necessary to meet phytosanitary controls: certificate of origin, phytosanitary certificate, certificate of inspection and a fumigation certificate, all these documents must be supplied by the proper authorities from the country where the cargo is coming from.

In addition, each time cargo is unloaded the Brazilian Ministry of Agriculture runs an inspection and files a report, mentioned earlier, that contains the following items:

Parties With Interest: Details on the importer and exporter.

Sample: Details on the sample taken for inspection.

⁴ See classification table on appendix.

Documentation: If the current documentation is correct so that the deal can be closed.

Discrimination: Details on the country where the cargo originates, specifying the type of container in which the cargo will arrive and its total volume.

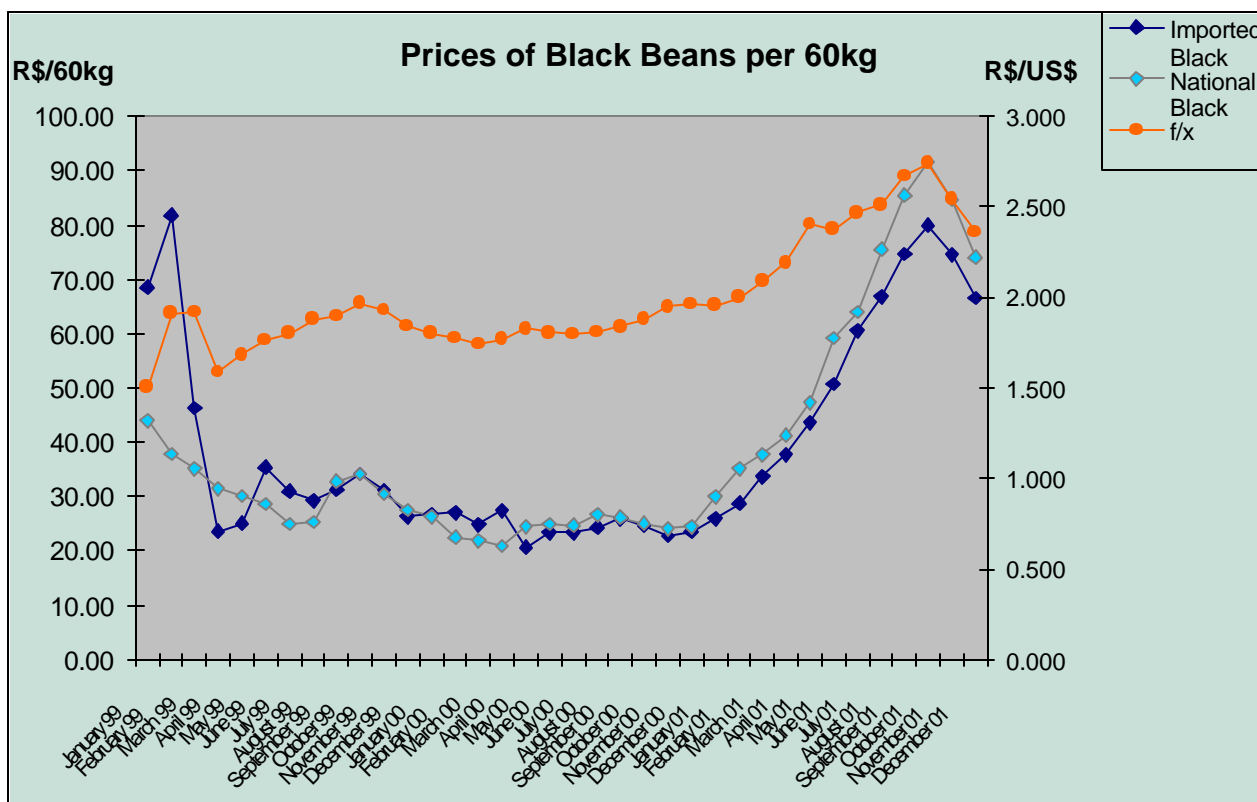
Quality: Specifies the caliber of the grains that make up the cargo, general defects, more serious defects like mould and in what percentage. After quality inspection a report is written to determine whether or not the cargo is considered suitable for consumption and can be sold, all based on the parameters specified earlier.

Classification: If the product is not within the parameters of the established criteria it will be eliminated and the local customs authority will determine the cost (10 to 15% of ad valorem).

E. PRICES

Dried beans are prone to price fluctuations. Since Brazilian consumption of this product is relatively stable throughout the year these fluctuations happen mostly due to changes in supply. Even though the seasonality of production affects all segments of the supply chain, price formation happens at the wholesale level, the city of Sao Paulo setting the standard for the market. Any imbalances in supply that causes a shortage of beans in the wholesale segment of the market, like the unexpectedly weak harvest of 2000/2001 for example (see Graph 1), tend to shift price levels and generate peaks. These highs are immediately reflected backwards in the supply chain, bringing prices at all three levels of supply (retail, wholesale and production) into relative parity, while at the same time setting the bar for the import prices of beans coming from Argentina. Annex 1 illustrates this phenomenon, the increase in domestic prices due to lower productivity (2000/2001) followed by a relatively equivalent increase in import prices in spite of the devaluation of the local currency (see table 1).

TABLE 3



See annex 1 for more detailed price information.

Another important aspect to note in relation to prices is the profound change in the production of beans that has been occurring over the last few years, making the bean market more stable and mature. The strong presence of intermediaries in the sale of the product along with ineffective production methods, forced the

national government to exert a presence in the market to stabilize prices and keep producers active. However, this is changing. The year-round cyclical characteristics of beans and their widespread production have attracted producers with more technical knowledge, hence improving productivity turnover and making the market less dependent and more price stable.

Keep an



Monitoring of black beans prices in Argentina and in Brazil:

Argentina: Secretaría de Agricultura, Ganadería, Pesca y Alimentación
http://www.sagpya.mecon.gov.ar/scripts/0-2/fob_promed.asp

Brazil : Instituto de Economía Agrícola (IEA),
<http://www.iea.sp.gov.br/out/iblatac.htm>

F. DISTRIBUTION CHANNELS

Bean farming areas in Brazil are mostly composed of small farmers and characterized by old-fashioned farming methods, which makes incoming and outgoing information from producers somewhat uncertain and asymmetrical. Given that, and also considering that producers of beans in Brazil are spread across a vast geographical area and high demand for the product makes regular and timely supply to packers imperative, intermediaries are critical to the functioning of this market. These intermediaries are not specialized, however, but rather work with a variety of products due to their low margins.

Supermarkets, social programs (like *cestas basicas*) and restaurants and fast food establishments are the main players in the retail segment of the market, with supermarkets being the strongest because of their large scale operations and regular demand. On the wholesale side, where beans are not treated independently but rather as another product in the bundle of products traded, brokers, warehouses and cerealists are the main players

For a long period of time the import industry in Brazil was in its developing stages. As a consequence the practice of direct importing, when products are sold directly to packers, wholesalers and retailers, did not exist. Nonetheless, as of the beginning of 2000 Brazil is cultivating this practice and starting to carry out direct imports on a modest level. The process works like this:

Importers buy the desired type of dried beans. These, then sell the product to wholesalers, mainly to packers, who will break the product down into smaller packages and label them, with either their brands or those of their retail clients (big supermarkets). Once this is completed, the product is distributed to retailers, such as supermarkets, convenience stores and restaurants among others.

As for supermarkets, the main point of sale for consumers, there are no preferred brands of beans since they are distributed to the final consumer with numerous local brands. The biggest ones at the national level are Yoki, Hirari, Caimil and Fritz Frida.

Margins Per Channel

Importers:

The importer applies 50% over the CIF value of the merchandise, working with margins of 35 to 45%.

Exporter's Representative:

The representative of the exporter makes the sale and creates an information link between the importer and exporter. The representative's commission constitutes 3% of the total cargo's FOB value and is only received once the merchandise has been delivered.

Importer's Representative:

These are independent traders that offer to sell to importers' clients. Their commission varies between 1 and 3% of the importer's price.

Wholesalers:

Their margins vary between 15 and 20%.

Retailers:

Different retailers work with different margins:

Big supermarkets like: Wall Mart and Carrefour have margins of 30 and 35%.

Pão de Açucar has margins of 45 and 48%.

Small supermarkets like: Feiras Francas has a margin of 50%.

County supermarkets have margins of 50%.

G. COMMERCIAL PRACTICES:

As there is no loyalty from buyers, who are always looking for the best opportunities and prices, the most popular method of payment for the majority of traders is an irrevocable letter of credit (LC) or payment at sight. It takes 21 days for internal credit to be paid.

Goods may be delivered on a number of different terms, which indicate the payer of transport, insurance and freight of the merchandise.

- FOB (Free on Board): the importer arranges for transportation and insurance. FOB must specify the port of departure.
- C&F (Cost & Freight): the exporter pays the freight, the buyer arranges the insurance.
- CIF (Cost, Insurance & Freight): the exporter pays the freight and the insurance.

H. Packaging and Labeling

Packaging

In order to meet local standards, the packaging of beans entering Brazil should be of natural, synthetic or any other material previously approved by the local Ministry of Agriculture. Other criteria imposed by the Ministry of Agriculture referring to packaging are:

- Ease of handling and transport;
- Security and protection aiming at the well conservation of the product;
- Resistance;
- Facilitation of inspection and product identification;
- Facilitation of labeling and classification.

It is mandatory that beans from the same lot be packaged in the same material and allow for the same level of substance preservation. In addition, once the lot is checked and allowed into the country it is important to know when selling the product that wholesalers buy and handle it in bags of 60kg.

All of these specifications are mastered by INMETRO/MDIC⁵.

Labeling

All packaging should contain the qualitative specifications of that specific lot, marked and labeled in the front of the packaging where it can be easily seen and hard to remove. Also, it may not have pictures, drawings or sayings that may be misleading in identifying the origin, quality and quantity of the product in question.

At the wholesale level packaging should carry labels positioned horizontally in relation to the lower or upper corner and carry, at least, the following information:

- Number of the lot;
- Group;
- Class;
- Type;
- Net weight;
- Harvest in which it was produced.

⁵ www.inmetro.gov.br or www.mdic.gov.br.

I. SALES PROMOTION:

There are several specialized trade fairs in Brazil, with FISPAL⁶ Food standing out among all and deserving special attention. With the purpose of promoting the expansion of businesses by bringing together domestic and international interests, FISPAL Food, generating yearly food transactions of R\$ 1.5 billion, takes place each June in Sao Paulo bringing together the world's biggest food players to buy and sell their products. Besides FISPAL Food, there are local fairs in each state supported by the Brazilian Supermarkets Association (ABRAS), Expo ABRAS⁷ being the most important of them all. This fair takes place in Rio de Janeiro, usually in the month of September and it brings together companies from the food sector and potential clients from Brazil and Mercosur.

Specialized publications directed at buyers of the food sector in Brazil are also an effective method to penetrate the local market. Examples are Super Hiper, Super Giro⁸ and Distribuição⁹.

⁶ <http://www.fispal.com>

⁷ <http://www.abrasnet.com.br>

⁸ <http://www.revistasupergiro.com.br>

⁹ <http://www.revistadistribuicao.com.br>

J. MARKET OUTLOOK

In spite of the decreasing trend in per capita consumption of dried beans in Brazil, from 20 kg/year to 15 kg/year, overall national consumption has been steady for the past five years probably due an increase in the population. Because of this stability and the low incentives given to farmers, Brazilian production has been stagnant, almost in parity with consumption. Imports have averaged 115 thousand tons of beans per year (3.8% of total consumption) to completely meet demand. With that in mind it could be said that, all else equal, the import market for beans in Brazil is relatively stable, only having significant fluctuation during poor harvests. In other words, the quantity imported would be essentially the same each year, leaving exporters to gain market share based on price competition.

Argentina, being the biggest exporter to Brazil, accounting for 93% of all dried beans imported, enjoys benefits such as tax exemption and proximity to Brazil. Nonetheless, countries with lower prices, such as China, Bolivia and Myanmar are also suppliers to Brazil, however these countries are not particularly competitive due to Argentina's unchallenged reign.

A new social program called "Zero Hunger", however, seems to give a new perspective to this situation. The implementation of the Zero Hunger program by the newly elected government will bring about a significant impact on the consumption of the main staple food items in Brazil, beans included. Mainly aiming at the northeast section of Brazil, the program's core goal is to eradicate famine by supplying poverty stricken families with food supplies. If fully implemented, the program will reach 44 million people, in which case the overall national consumption of beans is expected to increase by 56% (see table 4). Currently, however, the program is only reaching 9.6 million people with an estimated consumption increase of 12.1% or 329.1 thousand tons. In the short run, as demand for beans is expected to outpace domestic supply, including inventory stocks, and even Argentina's exports, it is probable that Brazil will have to look elsewhere to fulfill its demand and commitment through this program. This would open opportunities to countries with high production levels and competitive prices, such as those mentioned earlier.

TABLE 4
Zero Hunger Prospective

| Products | Minimum Provision | | Annual Quantity for 44.04 Million People | National Consumption in 2002 | Consumption Increase |
|----------|-------------------|----------|--|------------------------------|----------------------|
| | Unit | Quantity | | | |
| Meat | Kg | 6 | 2,014 | 12,321 | 16% |
| Milk | L. | 15 | 5,035 | 22,100 | 23% |
| Beans | Kg | 4.5 | 1,680 | 3,000 | 56% |
| Rice | Kg | 3 | 1,007 | 8,076.8 | 12% |
| Potato | Kg | 6 | 2,014 | 2,864 | 70% |
| Coffee | Kg | 0.6 | 201.4 | 780 | 26% |

Source: CNA (Confederação da Agricultura e Pecuária)

K. Important Addresses

Importers

CNA - CENTRAL NACIONAL DE ALIMENTOS LTDA
Estrada do Capão, 83 A
Bairro dos Pimentas - Guarulhos - SP
PABX: (11) 6480-0766

CARRETEIRO ALIMENTOS LTDA
Av. Brasil, 51000
Campo Grande - RJ
Tel: (21) 2416-9262 (21) 2416-9125

DISPLAZA DISTRIBUIDORA PAULISTA DE ALIMENTOS LTDA
Rua Prof. Eurípedes Simões de Paula, 289
03.006-010 Bras - São Paulo - SP
Tel: (11) 3311-9876 (11) 3313-5273

CORTESIA PRODUTOS ALIMENTÍCIOS LTDA
Estrada Samuel Aizemberg, 1080
09.851-550 Cooperativa - São Bernardo do Campo - SP
Tel: (11) 4343-8050 (11) 4392-2040

CEREALISTA SATELITE LTDA
Rua da Cevada, 86
21.011-080 Rio de Janeiro - RJ
Tel: (21) 2584-1996

F.T.F. DISTRIBUIDORA DE PRODUTOS ALIMENTÍCIOS LTDA
Rua Mendes Caldeira, 354
03.007-060 Bras - São Paulo - SP
Tel: (11) 3312-0833

YOKI ALIMENTOS S.A.
Rua Miro Vetorazzo, 1661
09.820-130 São Bernardo do Campo - SP
Tel: (11) 4346-4046

JO AGRO COMERCIAL E EXPORTADORA DE CEREAIS LTDA
Rua Flora, 43
Bras - São Paulo - SP
Tel: (11) 3272-8114, (11) 3275-5178

CAMIL ALIMENTOS S.A.
Rua Fortunato Ferray, 1141
05.093-000 Vila Anastácia - SP
Tel: (11)-3649-1000

STIVAL ALIMENTOS INDUSTRIA E COMERCIO LTDA
Rodovia do Café, Km 11
83.607-000 Campo Largo – PR
Tel: (41) 2106-2466

DISTRIBUIDORA DE ALIMENTOS MACIO LTDA
Rua 7 de Setembro, 210
84.500-000 Centro, Irati – PR
Tel: (42) 423-1636

Q - TAL DISTRIBUIDORA DE ALIMENTOS LTDA
Rua Benjamin de Oliveira, 93
03.006-020 Bras, São Paulo – SP
Tel: (11) 3313-7417, (11) 3313-2418, (11) 3313-7281

CASA DOS CEREAIS MADGAL Ltda
Rua do Alho, 1101
Penha - Rio de Janeiro – RJ
Tel: (21) 2584-1038

COMERCIAL AGRICOLA WOJCIK LTDA
Rua Coronel Gracia, 33
84.500-000 Irati – PR
TEL: (42) 423-1016

COMBRASIL CIA. BRASIL CENTRAL COMERCIO E INDÚSTRIA
Rua da Cevada, 93
21.011-080 Rio de Janeiro – RJ
Tel: (21) 2584-6002

MUNDIAL ATACADISTA Ltda
Rodovia BR 040 S/N Km 688 PV 1 L/25
Guanabara - Contagem – MG
PABX: (31) 3359-4600

ALIMENTOS ZAELI LTDA
Avenida Zaeli, 2310
87.500-000 Umuarama – PR
Tel: (44)621-2088

A.C.M BALDISSERA E CIA LTDA
Avenida Bruno Zuttion, 4451
85.770-000 Realeza – PR
Tel: (46) 5431456

VITALIS CONDIMENTOS
Rua Jaó, 5 à 19
Inhaúma – RJ
Tel: (21) 2592.3442

Other Useful Addresses

Companhia Nacional de Abastecimento (CONAB)
Av. Mofarrej, N° 348
05.311-000 Vila Leopoldina - São Paulo – SP
Tel: (11) 3649-4800
Internet: <http://www.conab.gov.br>

Empresa Brasileira de Pesquisa Agropecuária – (EMBRAPA)
Parque Estação Biológica-PqEB s/n°
70.770-901 Brasília - DF
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Internet: <http://www.mdic.gov.br>

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Secretaria da Agricultura e do Abastecimento do Paraná:
<http://www.pr.gov.br/seab>

Secretaría de Agricultura, Ganadería, Pesca y Alimentación:
<http://www.sagpya.mecon.gov.ar/>

ANNEX 1

| | Black | | | | | White | | | | | Others | | | | |
|--------------|------------|----------|---------|-------|-------|-----------|---------|---------|-------|--------|-----------|----------|---------|-------|--------|
| | US\$ | KG | US\$/kg | f/x | Black | US\$ | KG | US\$/kg | f/x | White | US\$ | KG | US\$/kg | f/x | Others |
| January 99 | 8'866'278 | 11661980 | 0.76 | 1.501 | 68.47 | 933'367 | 1054070 | 0.89 | 1.501 | 79.75 | 1'242'601 | 3772274 | 0.33 | 1.501 | 29.67 |
| February 99 | 2'912'391 | 4091279 | 0.71 | 1.914 | 81.74 | 686'601 | 796730 | 0.86 | 1.914 | 98.95 | 2'025'491 | 9017258 | 0.22 | 1.914 | 25.79 |
| March 99 | 817'181 | 2034109 | 0.40 | 1.920 | 46.29 | 454'466 | 580000 | 0.78 | 1.920 | 90.28 | 3'030'229 | 14403883 | 0.21 | 1.920 | 24.24 |
| April 99 | 545'998 | 2203290 | 0.25 | 1.589 | 23.62 | 887'496 | 1963560 | 0.45 | 1.589 | 43.09 | 2'448'180 | 13615139 | 0.18 | 1.589 | 17.14 |
| May 99 | 387'962 | 1562810 | 0.25 | 1.684 | 25.08 | 1'259'128 | 2475280 | 0.51 | 1.684 | 51.38 | 1'292'382 | 7659785 | 0.17 | 1.684 | 17.04 |
| June 99 | 552'070 | 1652570 | 0.33 | 1.765 | 35.39 | 1'114'291 | 1510920 | 0.74 | 1.765 | 78.12 | 82'971 | 132476 | 0.63 | 1.765 | 66.34 |
| July 99 | 1'519'915 | 5294750 | 0.29 | 1.800 | 31.01 | 1'057'010 | 1457200 | 0.73 | 1.800 | 78.35 | 25'259 | 65280 | 0.39 | 1.800 | 41.80 |
| August 99 | 2'926'372 | 11267630 | 0.26 | 1.880 | 29.30 | 1'188'823 | 1714360 | 0.69 | 1.880 | 78.22 | 127'512 | 438520 | 0.29 | 1.880 | 32.80 |
| September 99 | 5'296'683 | 19248620 | 0.28 | 1.898 | 31.34 | 879'609 | 1296370 | 0.68 | 1.898 | 77.27 | 927'783 | 3552903 | 0.26 | 1.898 | 29.74 |
| October 99 | 5'770'811 | 19940967 | 0.29 | 1.969 | 34.19 | 536'806 | 768860 | 0.70 | 1.969 | 82.48 | 1'188'719 | 4785818 | 0.25 | 1.969 | 29.34 |
| November 99 | 3'484'229 | 12925494 | 0.27 | 1.929 | 31.20 | 545'645 | 754130 | 0.72 | 1.929 | 83.74 | 588'042 | 2467055 | 0.24 | 1.929 | 27.59 |
| December 99 | 2'814'715 | 11792037 | 0.24 | 1.842 | 26.38 | 661'279 | 924686 | 0.72 | 1.842 | 79.04 | 365'894 | 1503044 | 0.24 | 1.842 | 26.90 |
| January 00 | 2'610'452 | 10542470 | 0.25 | 1.803 | 26.79 | 687'588 | 950726 | 0.72 | 1.803 | 78.24 | 171'697 | 729044 | 0.24 | 1.803 | 25.48 |
| February 00 | 1'249'865 | 4921820 | 0.25 | 1.775 | 27.05 | 586'261 | 771320 | 0.76 | 1.775 | 80.95 | 17'944 | 86200 | 0.21 | 1.775 | 22.17 |
| March 00 | 368'304 | 1546920 | 0.24 | 1.742 | 24.89 | 593'547 | 775700 | 0.77 | 1.742 | 79.98 | 18'333 | 61660 | 0.30 | 1.742 | 31.08 |
| April 00 | 198'176 | 766880 | 0.26 | 1.768 | 27.41 | 663'492 | 855680 | 0.78 | 1.768 | 82.25 | 7'085 | 2460 | 2.88 | 1.768 | 305.52 |
| May 00 | 329'457 | 1748590 | 0.19 | 1.828 | 20.67 | 839'193 | 1108310 | 0.76 | 1.828 | 83.05 | 72'854 | 245998 | 0.30 | 1.828 | 32.48 |
| June 00 | 1'227'771 | 5711998 | 0.21 | 1.808 | 23.32 | 958'352 | 1365940 | 0.70 | 1.808 | 76.11 | 152'240 | 709158 | 0.21 | 1.808 | 23.29 |
| July 00 | 2'515'874 | 11568058 | 0.22 | 1.798 | 23.46 | 1'170'491 | 1668416 | 0.70 | 1.798 | 75.68 | 416'601 | 1719348 | 0.24 | 1.798 | 26.14 |
| August 00 | 4'329'272 | 19304380 | 0.22 | 1.809 | 24.34 | 1'208'866 | 1694956 | 0.71 | 1.809 | 77.41 | 644'847 | 2296188 | 0.28 | 1.809 | 30.48 |
| September 00 | 4'296'479 | 18233720 | 0.24 | 1.839 | 26.00 | 972'089 | 1427710 | 0.68 | 1.839 | 75.13 | 716'947 | 2720600 | 0.26 | 1.839 | 29.08 |
| October 00 | 2'836'766 | 12922840 | 0.22 | 1.879 | 24.75 | 766'931 | 1120850 | 0.68 | 1.879 | 77.14 | 1'532'294 | 6615120 | 0.23 | 1.879 | 26.11 |
| November 00 | 2'487'585 | 12782990 | 0.19 | 1.948 | 22.74 | 606'731 | 867716 | 0.70 | 1.948 | 81.73 | 1'505'329 | 6693490 | 0.22 | 1.948 | 26.29 |
| December 00 | 3'014'706 | 15073288 | 0.20 | 1.963 | 23.56 | 675'581 | 1020386 | 0.66 | 1.963 | 77.98 | 596'513 | 2712890 | 0.22 | 1.963 | 25.90 |
| January 01 | 4'152'444 | 18802728 | 0.22 | 1.955 | 25.90 | 612'202 | 945750 | 0.65 | 1.955 | 75.93 | 507'022 | 2197815 | 0.23 | 1.955 | 27.06 |
| February 01 | 3'363'678 | 14040230 | 0.24 | 2.002 | 28.78 | 470'316 | 743790 | 0.63 | 2.002 | 75.95 | 421'287 | 1624395 | 0.26 | 2.002 | 31.15 |
| March 01 | 2'042'771 | 7597805 | 0.27 | 2.089 | 33.70 | 614'304 | 973570 | 0.63 | 2.089 | 79.09 | 466'252 | 1296380 | 0.36 | 2.089 | 45.08 |
| April 01 | 2'565'495 | 8960574 | 0.29 | 2.193 | 37.67 | 674'888 | 1082550 | 0.62 | 2.193 | 82.03 | 381'344 | 1034080 | 0.37 | 2.193 | 48.52 |
| May 01 | 4'360'108 | 14429292 | 0.30 | 2.407 | 43.63 | 675'556 | 1121420 | 0.60 | 2.407 | 86.99 | 90'583 | 286800 | 0.32 | 2.407 | 45.61 |
| June 01 | 6'749'503 | 18972341 | 0.36 | 2.376 | 50.71 | 795'949 | 1241190 | 0.64 | 2.376 | 91.41 | 274'651 | 960750 | 0.29 | 2.376 | 40.75 |
| July 01 | 7'237'190 | 17687518 | 0.41 | 2.466 | 60.54 | 1'069'542 | 1645400 | 0.65 | 2.466 | 96.18 | 467'244 | 1484090 | 0.31 | 2.466 | 46.58 |
| August 01 | 12'070'978 | 27235858 | 0.44 | 2.511 | 66.77 | 1'076'531 | 1678840 | 0.64 | 2.511 | 96.61 | 918'328 | 3039350 | 0.30 | 2.511 | 45.52 |
| September 01 | 15'578'136 | 33429982 | 0.47 | 2.671 | 74.68 | 949'926 | 1450480 | 0.65 | 2.671 | 104.96 | 1'344'293 | 5062490 | 0.27 | 2.671 | 42.56 |
| October 01 | 13'990'926 | 28758796 | 0.49 | 2.740 | 79.98 | 832'230 | 1336640 | 0.62 | 2.740 | 102.36 | 2'075'424 | 8902140 | 0.23 | 2.740 | 38.33 |
| November 01 | 9'921'291 | 20326312 | 0.49 | 2.543 | 74.48 | 633'480 | 1053970 | 0.60 | 2.543 | 91.71 | 1'590'929 | 6992940 | 0.23 | 2.543 | 34.71 |
| December 01 | 3'304'357 | 7030300 | 0.47 | 2.360 | 66.55 | 493'241 | 830420 | 0.59 | 2.360 | 84.11 | 336'058 | 1403650 | 0.24 | 2.360 | 33.90 |

