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## A Weekly Review of Business Opportunities

### CONAB's new auction: 160,000 tons of wheat

The operation follows last week auction's pattern. The volume offered is divided into two lots of 80,000 tons each, one intended for north and northeast Brazil and another for any national destination, including Paraná state. Participants may include crushing companies and cereal companies paying farmers the minimum price established by the Government. This is the second of 12 auctions promoted by Brazil's National Food Supply Company (CONAB) to support Brazilian cereal marketing. Operations started last Friday and will take place weekly. Overall, the company intends to offer subsidies to nearly 70% of Brazil's wheat crop, estimated at 5.3-6 million tons (2.6 million in Paraná) by the state company. In addition to Paraná, the states of São Paulo, Minas Gerais, Mato Grosso do Sul and Goiás and the Federal District also participate in the operations. The first auction, held a week ago, involved the sale of 132,000 tons in Paraná, 82.5% of the volume offered. The more desired lot was that intended for north and northeast Brazil, which was sold off. As for the national lot, 53,000 tons were negotiated out of a total of 80,000 tons (66%). **Source:** [Portaldoagronegocio \(06/11/2009\)](#).

### FUNCAFÉ releases more than 140 million reais to support the sector

The Fund for Coffee-Based Economy Support (FUNCAFÉ), within the Ministry of Agriculture, Livestock and Food Supply (MAPA) has authorized the release of 140 million reais for this year's crop. Thus, 103 million reais were intended for Banco do Brasil's credit lines for stockpiling, as well as re-scaling of harvest and costing lines. The remaining 37 million reais, for Banco Safra –which will allocate the funds to Coffee Purchase Financing (FAC). The fund reallocates resources as requested by the financial agents hired by the Ministry of Agriculture and in accordance with the rules of the National Monetary Council, explains the director of the MAPA Coffee Department, Lucas Ferreira. According to him, FUNCAFÉ's amount is approximately 1.65 billion reais out of a total of 1.8 billion reais planned for the 2009/2010 crop. **Source:** [Canalrural \(11/6/2009\)](#).

### COOPLANTIO's first rice exports to Nigeria

Tomorrow, 6 November, the Direct Sowing Farmers Cooperative (COOPLANTIO) is shipping to Nigeria 450 tons of parboiled brown rice, stored in 18 25-ton containers. "The African country is one of the biggest rice buyers and is starting to buy from Brazil", says Camilo de Oliveira, Rice Business Unit manager. From January to September 2009, Brazil exported 92,300 tons of rice to Nigeria, which has become the second export destination. "For the first shipment to this African country, we have chosen parboiled brown rice due to its higher added value and higher nutrient content", he explains. According to Camilo de Oliveira, COOPLANTIO's objective is to boost direct sales in international markets, to build customer loyalty and to provide cooperative members with new marketing options. "Furthermore, domestic supply is reducing, which may drive prices up", he adds. **Source:** [Cooplantio \(11/6/2009\)](#).

### Sugar bag price is still 57 reais, informs CEPEA

Crystal sugar prices have remained steady in the last few days in the Brazilian market, according to CEPEA studies. The CEPEA/ESALQ Crystal Sugar Indicator (São Paulo state) closed at 57.47 reais per 50 kilo bag on 4 November, 0.55% higher than a week before. According to CEPEA researchers, there was no sales pressure of mills interested in increasing cash flow at the turn of the month, which has let down buyers expecting an opportunity to negotiate with lower prices. Availability of more refined sugar is still low and maintains prices. Domestic demand and supply remains at the same level as a few weeks ago, according to CEPEA studies. **Source:** [Paginarural \(11/5/2009\)](#)

### Cattle tag to be tested in EPAMIG's animals

The cattle identification tag developed by the National Center for Advanced Electronic Technology (CEITEC), a completely national product intended for cattle traceability, is in the final testing stage before commercial production. Farm-field tests will be conducted in Santa Rita Experimental Farm, owned by Livestock Minas Gerais State Research Institution (EPAMIG), in Prudente de Morais, in central-west Minas, on November 5. **Source:** [Paginarural \(11/3/2009\)](#)

### SEBRAE invests 37 million reais in organic agriculture and agroecology

Organic agriculture is among "future bearing" sectors, the director technical of Brazilian Micro and Small Business Support Service (SEBRAE), Luiz Carlos Barboza, said on October 28 at the opening of the 7<sup>th</sup> edition of BioFach América Latina and the 5<sup>th</sup> edition of ExpoSustentat. Currently, Sebrae has 32 organic food projects in 17 states. The amount invested so far is 17 million reais. Through the Sustainable Agroecological Production (PAIS) project, developed in partnership with Banco do Brasil, SEBRAE has invested nearly 20 million reais in 7,000 production units. **Source:** [Agrosoft \(10/31/2009\)](#).