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A Weekly Review of Business Opportunities

For further information, contact  
Coordinator: [marco.ortega@iica.int](mailto:marco.ortega@iica.int)

## Without bragging, Italac grows in Brazil with turnover of 1 billion reais

In January 1994, with an investment of 232,000 reais, the Teixeira brothers, from south Minas Gerais state, put two milk processing plants in place in Goiás and Rondônia states. In a month they produced 30,000 kilos of mozzarella and had a turnover of 82,000 reais. This was Italac's beginning. Almost 16 years later, the company has a processing capacity of 4 million liters per day, produces 50 tons of cheese per day and is expected to close the year with a turnover of 1 billion reais, says Cláudio Teixeira, president of the company. With a low profile, Italac has grown in the last few years, investing in facility expansion and plant construction and betting on diversification. Investment from last year till now has reached 100 million reais. The company basically produced cheese until 1998 when it started producing long life milk. **Source:** [\*Valor Econômico\* \(11/19/2009\)](#).

## Timac launches granular nitrogen fertilizer

With investment in R&D, professionals and infrastructure, TIMAC Agro Brasil has recently launched eNergiS, a granular nitrogen fertilizer. According to the company, the product has an exclusive technology that helps plants make better use nutrients. ENergiS products contain a complex, TOTAL N, in addition to essential nutrients for crops. The complex was tested at the Campinas agricultural institute and Fundação ABC, says the company. Thus eNergiS presents reduced losses associated by volatilization ensuring more technical and economic efficiency than nitrogen fertilizers, with greater benefits both for the environment and for farmers, the firm points out. "Furthermore, eNergiS provides more appropriate nutrition for plants and more uniform distribution of the product in cultivation as ENergiS products provide sulphur, calcium and magnesium, as well as nitrogen", state company technicians. **Source:** [\*TimacAgro\* \(11/20/2009\)](#)

## São Martinho invests to boost sugar production 24%

After closing the year with a fall in 2009, the Brazilian harvester market should react in the first quarter of 2010, with the usual seasonal orders for these machines. "There is a better climate for the next crop", said John Deere's sales director, Werner Santos, when commenting on farmers having planted with lower costs than in the 2008/09 crop, because of the dollar depreciation. As for tractor sales, a boosting factor in 2010 will be the continuity of the Mais Alimentos program, of the Ministry of Agricultural Development, said Santos. He estimates harvester sales to close this year down by 30% compared to last year, considering all machine manufacturers. Tractor sales should remain stable, supported by Mais Alimentos, which finances equipments up to 75 hp. **Source:** [\*Folha de Londrina\* \(11/19/2009\)](#)

## Sugar and energy sector: 2009 investment reaches 7 billion reais

Investment by the Brazilian Development Bank (BNDES) in projects to support the sugar and energy sector in 2009 will reach 7 billion reais. Funds are used in research and development in biodiesel, ethanol, sugar and energy generation from sugarcane. The figures were presented by the BNDES biofuel department manager, Arthur Milanez, on November 18, in the Second Ethanol Week, in Ribeirão Preto (São Paulo state). **Source:** [\*Ministério de Agricultura\* \(11/18/2009\)](#)

## Dow AgroSciences and Chromatin sign research and licensing agreements

Dow AgroSciences, a wholly owned subsidiary of The Dow Chemical Company, and Chromatin Inc. announced the conclusion of two agreements. One grants Dow AgroSciences the rights to use Chromatin's Mini-Chromosome technology. The other provides for the launch of a broad research and licensing program to combine the Mini-Chromosome technology with the EXZACT™ precision technology, with the aim of creating a new technology platform to develop next-generation events for corn, soybean and canola. **Source:** [\*ML&A Comunicações\* \(11/17/2009\)](#).

## Investment funds invest more in farming

Historically financed by Banco do Brasil and government support institutions, Brazilian agribusiness is attracting investment funds specially set up to pour funds into farming. A survey conducted by Brazilian newspaper Valor identified 45 funds, including equity funds (*Fundos de Investimentos em Participações*, FIPs) and receivables investment funds (*Fundos de Investimento de Direito Creditório*, FIDCs), registered in the Securities Commission (CVM), with a potential for borrowing around 13 billion reais for agriculture. "Today agribusiness is financed not only by Banco do Brasil and BNDES. There are specific funds for this segment, eyeing the potential expansion of the sector", states Marina Procknor, attorney of the law firm Mattos Filho. **Source:** [\*Valor Econômico\* \(11/16/2009\)](#).