

FOCUS ON ARGENTINA & BRAZIL

AN SGS CORPORATE NEWSLETTER FOR AGRICULTURAL SERVICES

SEPTEMBER 2017

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SGS

MARKET UPDATE

Crop yields are up again this season, across the region, signaling improvements in productivity in Argentina and fair weather patterns in Brazil.

As the harvesting season comes to a close official data for both countries show healthy production figures.

In Argentina, soybean production reached its second highest level for 17 years and a new national productivity record of 3.2 tons per hectare (t/ha). Corn yields too are above expectations, with total production is estimated to be 39 million tons (MT), with an average yield of 8.09 t/ha. Planted area for wheat is up 4.9% on last year, but yield has been impacted by water logged fields, especially for late planted fields.

Brazil has enjoyed an exceptional 2017. The CONAB (Companhia Nacional do Abastecimento) has predicted record harvests for soybeans at 114 MT, corn at 97.4 MT (30.7 MT in summer season and 66.7 MT in the "safrinha" season), out of a total of 238.2 million tons, an increase of 27.7% on 2016.

SGS investment in the region is ongoing. We are building on our presence across both countries. In Argentina, work will soon start on a new peanut laboratory in General Deheza, and earlier this year we achieved GLP accreditation against OECD standards for our field trials.

Our seed and phytosanitary lab in Piracicaba, Brazil, is working towards ISO 17025 accreditation for seeds and grains. At the same time, the company is working hard to deliver the best inspection and inland services in the country.



SGS SERVICES IN SOUTH AMERICA

Strategically located in all the major ports across Argentina, as well as in Brazil we can deliver a comprehensive range of services:

- Inland services
- Inspection
- Sampling
- Testing and analysis
- Precision farming
- Certification

As an analyst and superintendent member of the Grain and Feed Trade Association (Gafta) we can inspect, verify, analyse and advise on all commodities traded under Gafta Contract Terms. We are also a Federation of Oils, Seeds and Fat Associations (FOSFA) analyst and superintendent member, facilitating trade in oilseeds, oils and fats.

Our network of expert with the skills, knowledge and time to ensure the quality and quantity of harvests and crops as well as grain in transit. We look forward to working with you.

ARGENTINA



The elimination of Argentina’s export tax on wheat and corn has led to an increase in wheat and corn production. Wheat production is now estimated at around 18 million metric tonnes (MMT) and corn production is estimated at around 39 MMT. With soybeans only receiving a five percent reduction in tax, production has remained fairly static at around 57 MMT.

With agricultural experts operating across Argentina, SGS delivers the full-range of services, constantly investing and improving services, to support Argentina’s agriculture sector, ensuring quality and helping it access international markets.

TRADE SERVICES

With our administrative and laboratory hub in Buenos Aires, one of the largest agricultural laboratories in the country, and with permanent presences at the major ports of Rosario, San Lorenzo, San Martin, Necochea and Bahia Blanca, we offer a full-range of services to support agricultural commodity traders.

Able to offer fully accredited services from the field to the point of delivery/export, SGS invests in the right technology and personnel to ensure client expectations are always exceeded. This includes specialised crop-specific services and 24/7 access to inspection, testing and analysis through our password protected online portal.

Specialised crop services include the full-range of trade services for corn, plus our own identity preservation programme (IPP) – adding value to your grains and ensuring market acceptance by verifying and guaranteeing their non-GMO status.

PEANUTS

We support Argentina’s important peanut sector with four dedicated laboratories, including two at key production sites. In 2016, our dedicated peanut laboratories completed 138,099 determinations on 51,731 samples. In addition, we offer a permanent presence at production plants to help supervise the entire production process.

We will soon begin construction on a new peanut-focused laboratory in General Deheza, Cordoba, in the heart of peanut growing country. This dedicated facility will allow us to develop new business lines, helping Argentina’s peanut industry to grow its global market share.

LABORATORIES

Our laboratories are:

- ISO 17025 accredited
- SENASA (Servicio Nacional de Sanidad y Calidad Agroalimentaria) authorised
- ISO 9001 compliant

We are also member analysts of GAFTA and FOSFA, and INASE accredited.

The dedicated staff of scientists, technicians and analysts at our Buenos Aires multi-lab last year completed 13,468 determinations on 6,403 samples of products, such as corn, soybean, wheat, barley and sugar.

Our laboratories offer a number of services, including physical analysis, microbiology, GMO detection, seed analysis, proximal analysis (analytical routine for cereals, oilseeds, by-products and foods, and nutritional profiling), and residues analysis for mycotoxins, antibiotics, pesticides, heavy metals, etc.

FOOD AND FEED TESTING & ANALYSIS

We continue to grow our range of food sector services with a large number of certification audits, including:

- Global Gap
- BRC
- HACCP
- ISO 9000/14000/18000/22000
- FSSC 22000
- ETI and SMETA for social responsibility
- RTRS and SSCI for sustainability

This is in addition to our established GMP+ certification audits for the feed sector.

“I want to thank you and the team of SGS in Argentina for the efforts made in every sense, which have enabled us to make an important qualitative jump.”

– Agrinuts

“Many thanks. You are a fundamental part of the structure of our company.”

– Snack Crops

FIELD STUDIES

In April, we received Good Laboratory Practice (GLP) accreditation against OECD standards for crop residue trials. Our country-wide network of field stations conducts field trials delivering screening, development and registration services for agricultural chemicals, biopesticides, biocides, fertilizers and new plant variants.

Our field stations deliver a range of trials, including:

- Field trials for GM crops
- Efficacy testing for pesticides and fertilizers
- Weed resistance trials
- Seed treatment trials

To answer the demand for insect-specific testing, we also offer insect-specific testing at our insectarium. Our insect specialists can breed appropriate sample populations before conducting the necessary insecticide efficacy tests, or test the effectiveness of a transgenic event against specific insects.

PABLO THOMAS

Business Manager

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HEAD OFFICE

Cardoso Cintia	Product Manager
Thomas Pablo	Manager
Mellinas Karina	Product Manager
Fernandez Castro Juan	Product Manager
Garcia Ratto Manuel	Product Manager



GRAINS TEAM

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Ana Garcia	Commercial Coordinator
Sebastian Volpi	Commercial Coordinator
Karina Zirulnik	Comercial Assistant
Maria Marino	Comercial Assistant
Soledad Campora	Comercial Assistant
Ana Cardozo	Comercial Assistant
Mariela Palma	Comercial Assistant



SOFT & FOODS

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Sebastian Heredia	Commercial Coordinator
Estefania Bruzoni	Comercial Assistant
Ayelen Drudi	Comercial Assistant
Sol Sartore	Comercial Assistant



LIQUIDS & PEANUTS TEAM

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Jimena Carlomagno	Peanuts/Commercial Coordinator
Brenda Avrutin	Peanuts/Comercial Assistant
Ariel Encinas	Peanuts/Comercial Assistant
Pablo Ramos	Peanuts/Comercial Assistant
Luciana Basilio	Peanuts/Comercial Assistant
Tatiana Fronti	Peanuts/Comercial Assistant
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Karina Oyola	Liquids/Commercial Assistant
Alejandro Corpar	Liquids/Commercial Assistant



INLAND TEAM

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Natalia Boloniati	Commercial Coordinator
Maximiliano Rosales	Commercial Assistant
Alejandra DeMattia	Commercial Assistant
Federico Tedesco	Inspector
Fabrizio Adrover	Inspector



ALEJANDRO ROCA OPERATIONS TEAM

Enrique Perez	Operations Coordinator
Ruben Ochello	Supervisor
Daniel Molina	Inspector
Gabriel Cena	Inspector
Mauricio Ceballos	Inspector
Mariano Verna	Inspector
Agustin Gil Fonseca	Inspector
Joel Tonelli	Inspector
Juan Ferreyra	Inspector



ALEJANDRO ROCA LABORATORY TEAM

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Carlos Nave	Analyst
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M. Eugenia Giacomelli	Analyst
Katya Quiroga	Analyst
Marcos Luna	Analyst
Yanina Cepeda	Analyst



BAHIA BLANCA TEAM

Merigo Ruben	Coordinator
Heim Fernando	Inspector
Hirsch Leandro	Inspector



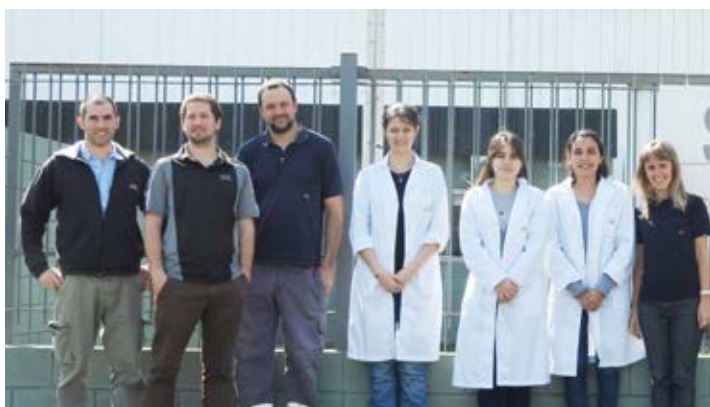
FOOD AUDITS BUENOS AIRES TEAM

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BUENOS AIRES LABORATORY TEAM

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Leonardo Gobbi	Analyst
Gonzalo Díaz	Analyst
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Carolina Achille	Analyst
Soeldad Gonzalez	Assistant
Emanuel Alegre	Analyst
Melanie Masci	Analyst
Laura Mavar	Analyst
Irma Ccaccya	Analyst



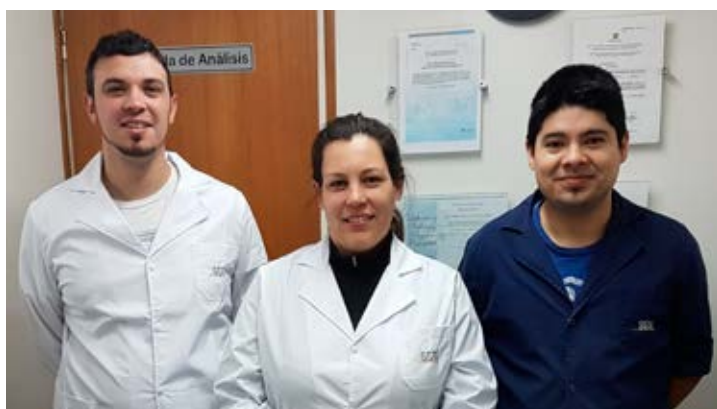
CONTRACT RESEARCH TEAM

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Fernando Balduzzi	Coordinator
Fernanda Verzero	Insect Laboratory Coordinator
Agustina Bardin	Coordinator
Virginia Tallone	Insect Laboratory Commercial Assistant
Mayra Moyano:	Insect Laboratory Passant



FLORENCIO VARELA OPERATIONS TEAM

Perez Enrique	Coordinator
Centurion Horacio	Supervisor
Marcelino Carlos	Inspector
Risso Adrian	Inspector



FLORENCIO VARELA LABORATORY TEAM

Fabricio Lopresti	Supervisor
Alegre Cristian	Analyst
Celeste Giglio	Analyst



FOOD AUDITS SAN JUAN TEAM

Pablo Gimenez	Product Manager
Adrian Estes	Coordinator
Florencia Guzman	Coordinator
Omar Rivas	Inspector
Sergio Contreras	Inspector
Analia Legrand	Technical Assistant
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GENERAL DEHEZA LABORATORY TEAM

Estavilla Analía	Laboratory Manager
Sacks Gastón	Laboratory Coordinator
Moyano Alejandro	Supervisor
Alonso Cesar	Supervisor
Tántera Gabriela	Analyst
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Picotto Juliana	Analyst
Rufer Lucila	Analyst
Alvarez Kevin	Analyst
Galli Flavia	Analyst
Zanotti Stella	Analyst
Antinori Matias	Analyst
Falco Leandro	Analyst
Machuca Roberto	Analyst
Gilabert Gabriel	Analyst
Coria Nicolás	Analyst
Rojo Raul	Analyst
Carranza Emanuel	Analyst



GENERAL DEHEZA OPERATIONS TEAM

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Rivera Gustavo	Supervisor
Borgogno Ariel	Supervisor
Ferrero Lisandro	Inspector
Biking Pitaro Joel	Inspector
Condori Gaston	Inspector
Flores Mauricio	Inspector
Giubergia Federico	Inspector
Rasgido Facundo	Inspector
Wertreer Ramiro	Inspector
Gomez Mauro	Inspector
Hidalgo Bruno	Inspector
Vissio Juan Pablo	Inspector
Falco Rafael	Inspector
Vigna Gustavo	Inspector
Eusebio Emanuel	Inspector
Mercado Lucas	Inspector
Larovere Emiliano	Inspector
Martin Fabricio	Inspector
Marin Marcos	Inspector
Brizuela Lucas	Inspector
Castilo Martin Leonardo	Inspector
Pistone Nicolas	Inspector
Fava David Mingione	Inspector
Barberis Mauricio	Inspector
Lucarelli Claudina	Commercial Assistant
Peralta Miriam	Commercial Assistant



NECOCHEA TEAM

Salaberry Oscar	Operations Coordinator
Almassio Martin	Inspector
Rodriguez Alejandro	Inspector
Cuello Pablo	Inspector



VILLA MERCEDES LABORATORY TEAM

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Virginia Rigo	Analyst
Emiliano Caffaratti	Analyst



VILLA MERCEDES OPERATIONS TEAM

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Franco Facundo Lucero	Analyst
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Andres Lisandro Alonso	Inspector
Diego Jose Federico	Inspector
Avila Pasquini	



SAN LORENZO TEAM

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Alonso Alexis	Inspector
Amad Iván	Inspector
Boldt Norman	Inspector
Bonzi Gastón	Inspector
Burnett Guillermo	Inspector
Del Canto Norberto	Inspector
Diaz Jorge	Inspector
Enz Andrés	Inspector
Fernandez Leandro	Inspector
Garcilazo Maximiliano	Inspector
Gil Ramón	Inspector
Guidobaldi Marcelo	Inspector
Gomez Miguel Angel	Inspector
Haefliger Maximiliano	Inspector
Liali Miguel Angel	Inspector
Llompert Martín	Inspector
Masini Pablo	Inspector
Olguín Nicolas	Inspector
Ozibko Nestor	Inspector
Pavani Mariano	Inspector
Riguero Carlos	Inspector
Serafino Carlos	Inspector
Spizzirri Dario	Inspector
Luna Daniel	Analyst
Tombolini Pablo	Analyst

BRAZIL



SGS continues to grow its agribusiness in Brazil, and our team has been working hard, helping farmers to maximise their harvests, yields and prices.

INSPECTION SERVICES

Our on-site inspectors deliver a comprehensive range of trade services for sugar, peanut, grains, cotton, corn and soybean crops. They work across the country, supervising, weighing and sampling all the main crop harvests, conducting quality control tests according to international rules (GAFTA, FOSFA, ANEC, and others), and delivering 'best-in-class' services that give you optimum market access.

INLAND SERVICES

With around more than 300 inspectors and specialists spread across the whole country, our inland services team handles commodity supervision for a range of crops, including soybean complex, cotton, maize, cotton seed, livestock and lecithin. They carry out a range of tasks, including the on-site classification and grading of commodities – checking a crop's quality before it leaves the farm, providing customers with information very quickly.

To help farmers ensure their crops saleability on the international market, we also provide our Identity Preservation Programme (IPP) which enables us to guarantee crops as GM-free, an important factor on international markets.

LABORATORIES

Seed & Phytosanitary – help ensure imported seeds are free from quarantine organisms, such as fungus, insects, weed seeds, spiders/mites, virus, bacteria, and nematodes, by using our innovative quarantine seed laboratory in Piracicaba. These contaminants that must be absent from seed/grain lots imported and exported to/from Brazil. We are also preparing for accreditation by Brazil's Ministry of Agriculture (MAPA) against ISO 17025 for seeds and grains imported and exported. It is expected that the new accreditation will be issued by MAPA in January 2018.

GLP Pesticide Residue – our experts carry out analysis of new molecules for use in field pesticides and conduct protein expression.

Testing & Analyses – conducted in accordance with recognised international standards and methods, we offer a full range of testing and analytical services, including physical, chemical, heavy metals, pesticide residue, mycotoxins, microbiological, GMO contamination, and grading.

Our laboratories are recognised and/or approved by:

- INMETRO (National Institute of Metrology)
- MAPA (Ministry of Agriculture, Cattle Raising and Supply)
- GAFTA (Grain and Feed Trade Association)
- FOSFA (Federation of Oils, Seeds and Fats Associations)

FOOD & CERTIFICATION

Exceptional product quality and a rising global demand for higher protein diets and convenience foods, has made meat production a growth market for Brazil. Operating across the country, we conduct audits to certify products, factories, farms and production lines.

Our meat audit teams work against several standards, including ISO 9001 and ISO 14001, helping to minimise risk and maximise profits across the whole agriculture value chain through our inspection, verification, testing and certification services for both crops and operations.

PRECISION FARMING

Integrating the expertise of Unigeo, an acquisition made in 2016, has allowed us to significantly expand our reach and expertise in this sector. Using precision farming techniques, we can help you optimise growth, yields and investment through our range of services, including:

- Soil sampling and mapping
- Survey of nematode mapping
- Satellite and drone imagery/NDVI
- Soil management recommendations by yield scenarios
- Processing and interpretation of crop information
- Soil improvement mapping reports
- Online software – Unisaf for precision ag management, Univiasta for farm monitoring & management
- Data analytics (evolution of production)
- Productivity management, information to farmers, distributors and suppliers

ALEXANDRE FONTOURA

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HEAD OFFICE

André Giancesella	Manager
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Simone Graciotti	Trade Analyst
Mariana Da Matta	Trade Analyst
Giovana Oliveira	Intern
Bianca Silva	Intern
Elaine Gusmão	Administrative Assistant
Cybeli Lang	Commercial Analyst



UNIGEO ADMINISTRATIVE TEAM

Antonio Dalpiva	Business Consultant
João Saraiva	Expert Consultant
Adriano Cas	Expert Consultant
Bruno Figueiredo	Engineering Manager
Adriana Silveira	Business Support
Adriano Alvarenga	Engineering Manager
Fernando Fonseca	Expert Consultant
Junior Milhorança	Business Consultant
Andrew Rodrigues	Business Consultant



SANTOS TEAM

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Eden Zanatti	Execution Manager
Jeferson Matos	Grains Analyst
Waltair Ferreira	General Assistant
Michel Melcan	Grains Analyst
Sergio Nunes	Grains Assistant
Izabel Santos	Financial Analyst
Sheila Moraes	Soft Assistant
Leonardo Pereira	Soft Assistant
Mansur Rodrigues	Soft Analyst
Thaísa Silva	Soft Assistant
Fabiana Lima	Soft Analyst
Maria Dalila	Execution Coordinator
Roberta Santos	Grains Analyst
Udson Santos	Soft Assistant
Aline Moreira	Soft Analyst



SANTOS LABORATORY TEAM

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Luiz Generoso	Laboratory Analyst
Luiz Oliveira	Laboratory Analyst
Regiane Lima	Laboratory Analyst
Gabriela Celino	Quality Supervisor
Luiz Arakaki	Administrative Assistant
Aparecido Portela	Laboratory Analyst
Mariana Menezes	Administrative Assistant
Rosangela Moreira	Laboratory Assistant
Mara Camolesi	Laboratory Manager
Elaina Gabriel	Laboratory Supervisor
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Thiago Prado	Laboratory Analyst
Carlos Rodrigues	Laboratory Supervisor
Vinicius Lima	Laboratory Analyst



ARATU TEAM

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Josmar Sousa	Inspector
Edson Souza	Inspector



CAMPO NOVO DE PARECIS TEAM

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Laurita Miranda	Administrative Assistant
Arnaldo Trage	Operational Supervisor



CAMPO NOVO DE PARECIS OPERATIONS

Arnaldo Trage	Operational Supervisor
Fagno Pereiea	Classifier
Abenilson Santos	Classifier
Francisvaldo Costa	Classifier
Silvio Damaceno	Classifier
João Henrique	Classifier
Adenilson Santos	Classifier
Deusimar Feitosa	Classifier
Jorge Santos	Classifier



CONCHAL TEAM

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Daniela Sambiasi	Laboratory Assistant
João Guidini	Field Support
Emerson Matareli	Research Analyst
Jucilaine Souza	Administrative Assistant
Douglas Camargo	Research Analyst
David Rosa	Tractor River
José Aldo Tamburi	Research Analyst
Genilton Souza	Field Support



LUIS EDUARDO MAGALHÃES TEAM

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Cledi Souza	Administrative Assistant
Jadiel Souza	Administrative Assistant
Gerson Cavazini	Administrative Assistant
Francielly Santos	Test Supervisor
Kelly Correia	Intern
Leiny Cruz	Research Assistant



RONDONÓPOLIS TEAM

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Alaine Santos	HR Assistant
Milla Dias	Administrative Assistant
Mariana Bianchi	Administrative Assistant
Fernando Zotesso	Operational Coordinator
Marcos Silva	Trade Analyst
Anaeldo Ribeiro	Technician Security
Jeziel Maciel	Classifier



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Shadia Nossllala	Laboratory Analyst
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Nancy Lopez	General Services
Nathalia Gioria	General Services
Camila Morales	Project Analyst
Barbara Melo	Project Analyst
Mariana Torres	Commercial
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Neusa Silva	Laboratory Supervisor
Mariana Abdal	Laboratory Coordinator
Fernanda Pereira	General Services
Nathalia Cypriano	Intern
Thamires Nascimento	Estagiária
Tarciso Bortolin	Supervisor Laboratório
Fábio Vieira	Coord Laboratório
Iago Rissi	Manutenção
Gabriela Carvalho	Estagiária

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WHEN YOU NEED TO BE SURE

