

FOCUS ON ARGENTINA AND BRAZIL

AN SGS CORPORATE NEWSLETTER FOR AGRICULTURAL SERVICES

SEPTEMBER 2016

Across South America in 2016 SGS has invested in facilities, people and acquisitions to further improve the services we deliver.

Harvesting for the season is almost complete across Brazil and Argentina. Production estimates show a healthy agriculture sector with many crops showing increases in yield, although a small number of grains products have been impacted by the El Niño effect. More recent fair weather has also enabled planning and planting to get underway for the next season.

In Argentina, we have invested in a new testing laboratory in Villa Mercedes San Luis. This will open shortly, servicing the peanut industry before expanding its range of services to offer testing and analysis services to the wider food industry in the region.

In Brazil, our acquisition of 75% stake in Unigeo in early September builds on our extensive precision farming services, expanding our geographic coverage and increasing our expertise.

Our seed quarantine laboratory is now fully operational and, on the same site, our new GLP pesticide residue laboratory is also up and running.

SGS SERVICES IN SOUTH AMERICA

With experts and facilities at key locations across the region, we can deliver a comprehensive range of services to ensure the quality and quantity of harvests and crops as well as grain in transit. We offer:

- 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

SGS ARGENTINA AND BRAZIL OPERATIONS



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.

Based in all the major ports in Argentina, we are also present in Brazil. Our network of experts has the skills, knowledge and time to help, wherever you are based.

BRAZIL

Complementing SGS's existing network and range of services in Brazil, the company has recently acquired a 75 per cent stake in Unigeo, Brazil's market leading precision farming service provider.

2015/16 has been a good year for agriculture in Brazil, and builds on the success of recent decades. Planted area was up 0.7% at 58.3 million hectares and grain production reached 186.4 million tones. SGS teams have been working hard across Brazil to help maximise your harvests, yields and prices.

INSPECTION SERVICES

On sites across the country we have inspectors supervising, weighing and sampling harvests of all the main crops, as well as conducting quality control testing. Delivering a 'best-in-class' service to ensure clients have optimum market access, our inspectors are also on-site to deliver the full range of trade services for Brazil's sugar, peanut, cotton, corn and soybean crops.

INLAND SERVICES

Employing some 300 people to ensure that we can deliver effectively across the whole country our inland services team handles the supervision of commodities.

In addition to classifying and grading commodities on-site, and checking quality before goods leave farms, our services also include Identity Preservation Programme (IPP) products. IPP enables us to guarantee crops as GM-free, thereby ensuring their saleability to international markets.

LABORATORIES

Seed Laboratory – our innovative seed quarantine laboratory ensures that imported seeds are free from quarantine organisms such as fungus, insects, weed seeds, spiders/mites, virus, bacteria, and nematodes, amongst others.



SANTOS OPERATIONAL TEAM

Haroldo Silva	Inspetor Pleno	Thiago Silva	Coordenador Operacional Nacional
Edmilson Rosendo	Coordenador Operacional	Sidnei Bezerra	Analista de Qualidade
Waltair Jose Ferreira	Assistente Adm	Sheila Moraes	Assistente Adm
Thaiza Silva	Assistente Adm	Fabiana Lima	Analista Soft
Jeferson Matos	Analista Grains	Giselle Gonçalves	Analista Grains
Helaine Bueno	Analista Grains	Udson Santos	Assistente Adm.
Alfredo Junior da Silva	Classificador Senior	Mansur Rodrigues	Analista Soft
Orlando Junior	Inspetor Jr	Michel Melcan	Analista Grains
Jose Carlos Marques da Costa	Amostrador	Izabel Santos	Assistente Financeira
Eden Zanatti	Gerente Operacional		



SANTOS LABORATORY TEAM

Carlos Rodrigues	Laboratory Supervisor	Fernanda Goes	Laboratory Analyst
Luis Generoso	Laboratory Analyst	Gabriela Celino	Quality Supervisor
Regiane Lima	Laboratory Analyst	Mara Camolesi	Laboratory Manager
Sergio Nunes	Administrative Assistant	Harita Santos	Commercial Analyst
Rosângela Moreira	Laboratory Assistant	Luiz Oliveira	Laboratory Analyst
Elaina Gabriel	Laboratory Supervisor	Gabriela Celino	Quality Supervisor
Jaqueline Mecena	Laboratory Analyst	Mara Camolesi	Laboratory Manager
Luciane Queiroz	Administrative Assistant	Harita Santos	Commercial Analyst
Mariana Menezes	Administrative Assistant	Luiz Oliveira	Laboratory Analyst

GLP Pesticide Residue Laboratory – our new laboratory is up and running, and our experts are able to both analyse new molecules for use in pesticides in the fields and conduct protein expression.

Testing & Analyses – available direct, all our services are conducted in accordance with internationally recognised standards and methods. The range of tests and analyses includes:

- Physical
- Chemical
- Heavy metals
- Pesticide residue
- Mycotoxins
- Microbiological
- GMO contamination

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

Our new meat audit service is up and running conducting audits to enable the certification of products, factories, farms and production lines. This is a growth market for Brazil, driven by local product quality, as well as rising global demand for higher protein diets and convenience foods.

Operating across the agriculture value chain to minimise risk and maximise profitability through inspections, verification, testing and certifications of both crops and operations, we also audit and certify management systems against standards including ISO 9001, ISO 14001 and many more.

PRECISION FARMING

Our precision farming services help you to optimise growth, yields and investment through services including:

- Soil sampling and mapping;
- Survey of nematode mapping
- Satellite and drone imagery/NDVI



LUIS EDUARDO MAGALHÃES TEAM

Eula Santos	Apprentice
Luciano Passos	Operations Supervisor
Jessica Vieira	Administrative Assistant
Kely Correia	Apprentice
Emerson Nunes	Apprentice
Maicon Santos	Operations Coordinator
Leiny Cruz	Administrative Assistant
Venicio Souza	Research Assistant
Gerson Cavazini	Research Analyst



PARANAGUÁ TEAM

Weverton Silva	Inspector	Camilla Hetsuko	Analyst
Walker Pereiara	Inspector	Reginaldo Alves	Classifier
Fabio Silva	Supervisor	Lorraye Ferreira	Inspector
Jorge Lara	Inspector	Mauro Ramos	Coordinator
Tiago Kuryiama	Inspector	Gliceria Silva	Inspector
Vially Pontarolo	Inspector	Menandro Junior	Analyst
Kenedy Santos	Inspector	Denise Fuku	Analyst
Lucas Silva	Inspector		



SAO LUIZ TEAM

Danilo Costa	Supervisor
Carlos Costa	Inspector
Paulo Nascimento	Inspector
Bruemerson Costa	Inspector



VITÓRIA TEAM

Carlos Pereira	Supervisor
Rony Souza	Classifier
Osmar Vargas	Classifier

- 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

The acquisition of Unigeo, Brazil's leading precision farming service provider, will significantly expand our reach and expertise in this sector, ensuring the best service for our clients.

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ALEXANDRE FONTOURA

Business Manager



IMBITUBA/SFS TEAM

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Rodrigo	Inspector



SEED & CROP TEAM – PIRACICABAA

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Milla Dias	Assistant Administrative	Gustavo Moreira	Apprentice
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Jackeline Nunes	Supervisor HR	Anaeldo Ribeiro	Technical Security

CAMPO NOVO DO PARECIS/MT TEAM

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Douglas Zaporoni	Sorter grain
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Jardiel Silva	Sorter grain
Flavio Soares	Sorter grain



ITACOATIARA TEAM

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Halbert Pena	Inspector
Mike Vasconcelos	Classifier
Judson Diony Santos	Inspector
Marcel de Souza	Inspector



SAPEZAL/MT TEAM

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ARATU TEAM

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PRIMAVERA DO LESTE TEAM

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Alessandro Rodrigues	Inspector
Jeferson Larry	Inspector
Tiago Ramos	Inspector
Diego Madruga	Inspector



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Elieude Santos	Inspector
Thiago Silva	Inspector


SANTAREM TEAM

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Luciano Corrêa	Inspector
Rodrigo Cardoso	Classifier
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Jerlison Almeida	Inspector
Inacio Linhares	Inspector


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Jhonis Espinoza	Sorter grain
Andrey Araujo	Sorter grain


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STOCK MANAGEMENT TEAM

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Jose da Silva Teixeira	Inspector
Rafael Alves da Silva	Inspector
Flavio Roberto Trisoli	Inspector
Marcos Antonio Oliveira	Operational
Fabio Ferreira Malvestiti	Inspector
Laerte Alves Teixeira	Inspector
Elvio Luiz Pacifico	Operational

ARGENTINA

Argentina's Ministry of Agriculture production estimates for this year show a mixed collection of gains and reductions, but overall paint a positive picture of the industry. Wheat production is expected to rise compared to last year, however it is predicted that barley production will drop.

With agricultural experts operating across the country to support Argentina's agriculture industry, SGS delivers trade, inland and laboratory services to ensure that quality and access to markets are maintained.

TRADE & INLAND SERVICES

Operating one of the country's biggest agriculture service laboratories in Buenos Aires, on the same site as our administrative offices, we also have a permanent presence at Argentina's major ports:

- Rosario
- San Lorenzo
- San Martin
- Necochea
- Bahia Blanca

Delivering a full service to commodities traders, from the field to the point of delivery/export, we continuously invest in the technology and personnel to ensure that our services meet, and exceed, client needs.

For corn, one of the Argentina's biggest exports, we offer the full range of trade services plus our own identity preservation programme (IPP). The latter adds value to your grains and ensures market acceptance by verifying and guaranteeing their status as non-GMO.

In the peanut sector, another important crop for the regional economy, our network of staff and offices ensure you have access to four dedicated laboratories, including two at key production sites, which last year completed 137,513 determinations on 50,656 samples. We also offer a permanent presence at production plants providing supervision of the whole production process.

24/7 access to inspection, testing and analysis is also available through a password protected online portal.



HEAD OFFICE

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

LABORATORIES

All our labs are ISO 17025 accredited, SENASA (Servicio Nacional de Sanidad y Calidad Agroalimentaria) authorised and ISO 9001 compliant. We are also GAFTA and FOSFA member analysts, as well as INASE accredited.

Our main facility in Buenos Aires delivers expert support to Argentina's producers, with a staff of scientists, technicians and analysts ensuring the quality, quantity and safety of commodities. Last year this facility completed 19,162 determinations on 6,644 samples of products including corn, soybean, wheat, barley and sugar.

Our laboratory services include, amongst others:

- Physical analysis
- Microbiology
- GMO detection
- Seed analysis
- Proximal analysis:
 - Analytical routine for cereals, oilseeds, by-products and foods
 - Nutritional profile

- Residue analysis:
 - Mycotoxins
 - Antibiotics
 - Pesticides
 - Heavy metals and many more

FOOD TESTING & ANALYSIS

A new laboratory, opening soon in Villa Mercedes San Luis, will conduct microbiological analysis orientated to peanut paste and peanut butter, before expanding to service the other food industries located in this important industrial zone.

CERTIFICATION

Beyond the laboratory, we also offer a broad range of audit and certification services. GMP+ certification audits continue to be a regular feature, with particular regard to crushing plants in the feedstuff sector.

FIELD STUDIES

In Junin our new field station has been certified by the country's National Seed Institute (INASE) to conduct field studies with any kind of GM material. Across the country, our network of field stations can conduct field trials to support the screening, development and registration of agricultural chemicals, biopesticides, biocides, fertilizers and new plant varieties.

As part of the field studies service we have developed an insectarium. Increasingly, we are seeing demand for insect-specific testing, which requires populations of insects to be bred and developed. Our insectarium is staffed by insect experts who can breed populations and conduct the necessary efficacy tests on insecticides, or on the effectiveness of a transgenic event against specific insects.

CONTACT US:

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PABLO THOMAS

Business Manager



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Karina Zirulnik	Grains / Comercial Assistant
Mariangeles Gibert	Grains / Comercial Assistant
Mariela Palma	Grains / Comercial Assistant
Maria Marino	Grains / Comercial Assistant
Karina Mellinas	Grains / Product Manager



SOFT & FOODS

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PEANUTS- LIQUIDS

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Pablo Ramos	Peanuts / Comercial Assistant
Juan Moreno	Agri / Assistant
Cintia Cardoso	Liquids/ Product Manager
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BUENOS AIRES LABORATORY TEAM

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Felix Braco	Commercial ZZCoordinator	Melanie Yasmin Masci Briant	Laboratory Analyst
Julian Filosofia	Laboratory Supervisor	Mariela Elizabeth Gigante	Laboratory Analyst
Irma Ccaccya	Laboratory Analyst	July Lucia Sanchez	Laboratory Analyst
Emanuel Alegre	Laboratory Analyst	Angelica Roxana Puma	Laboratory Analyst
Leonardo Gobbi	Laboratory Analyst	Magali Cristinatruszko	Laboratory Analyst
Gonzalo Diaz	Laboratory Analyst	Lautaro Burgueño	Laboratory Analyst
Laura Mavar	Laboratory Analyst	Carolina Achille	Laboratory Analyst



INLAND TEAM

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Maximiliano Rosales	Commercial Assistant	Martinez Lizardo	Inspector
Alejandra DeMattia	Commercial Assistant	Nicolas Olguin	Inspector
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Jorge Ossola	Inspector	Virginia Tallone	Field Trials
Fernando Balduzzi	Coordinador Operativo	Lucio Italiano	Field Trials



SAN LORENZO TEAM

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Garcilazo Maximiliano	Inspector	Luna Daniel	Agri - Analyst
Bonzi Gastón	Inspector	Spizzirri Dario	Inspector
Serafino Alejandro	Inspector	Estigarribia Natalia	Comercial Assistant
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GENERAL DEHEZA OPERATIONS TEAM

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Perlo Ruben	Supervisor	Vigna Gustavo	Inspector
Rivera Gustavo	Supervisor	Eusebio Emanuel	Inspector
Biking Pitaro Joel	Inspector	Mercado Lucas	Inspector
Condori Gaston	Inspector	Larovere Emiliano	Inspector
Flores Mauricio	Inspector	Martin Fabricio	Inspector
Giubergia Federico	Inspector	Marin Marcos	Inspector
Rasgido Facundo	Inspector	Brizuela Lucas	Inspector
Wertreer Ramiro	Inspector	Castilo Martin Leonardo	Inspector
Gomez Mauro	Inspector	Pistone Nicolas	Inspector
Hidalgo Bruno	Inspector	Fava David Mingione	Inspector
Borgogno Ariel	Inspector		



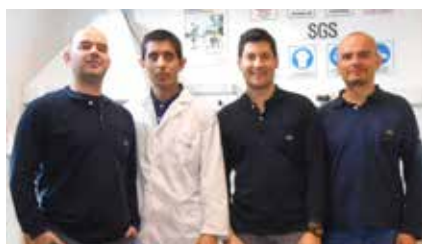
GENERAL DEHEZA LABORATORY TEAM

Estavilla Analía	Laboratory Manager	Cabrera Paola	Analyst
Sacks Gastón	Laboratory Coordinator	Mina Melisa	Analyst
Moyano Alejandro	Supervisor	Certutti Juan Pablo	Analyst
Alonso Cesar	Supervisor	Molinero Alejandro	Analyst
Valle Marcia	Supervisor	Antinori Matías	Analyst
Machuca Roberto	Analyst Senior	Molina Jéscica	Analyst
Zanotti Stella	Analyst Senior	Medina Franco	Analyst
Oviedo Victoria	Analyst	Rigo Virginia	Analyst
Tántera Gabriela	Analyst	Vignati Melani	Analyst
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Gilbert Gabriel	Analyst	Rojo Raúl	Analyst
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Centurion Horacio	Supervisor
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Risso Adrian	Inspector
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Sacks Gastón	Laboratory Coordinator
Lopresti Fabricio	Supervisor
Alegre Cristian	Analyst
Giglio Celeste	Analyst



VILLA MERCEDES TEAM

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Avila Pasquini Federico	Inspector
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Estavilla Analía	Laboratory Manager
Sacks Gastón	Laboratory Coordinator
Lucero Franco	Analyst



ALEJANDRO ROCA OPERATIONS TEAM

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Ochello Ruben	Supervisor	Verna Mariano	Inspector
Molina Daniel	Inspector	Ceballos Mauricio	Inspector
Ferreya Juan	Inspector	Battaglia Nicolas	Inspector
Cena Gabriel	Inspector		



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Luna Marcos	Analyst
Martelli Agustina	Analyst
Muñoz Sebastian	Analyst
Velez Pilar	Analyst



BAHIA BLANCA TEAM

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Hirsch Leandro	Inspector



NECOCHEA TEAM

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Rodriguez Alejandro	Inspector
Cuello Pablo	Inspector

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WHEN YOU NEED TO BE SURE

