

**Due to this situation with Coronavirus, most of business are operating from home-office. In case of need, please contact us through our Key Personnel mobile phones in our website ([williams.com.br](http://williams.com.br))**

### **AGRIBUSINESS EXPORTS REVENUE INCREASES 5% IN THE YEAR-TO-DATE PERIOD**

In October, agribusiness exports were driven by the expansion of shipments of sugar (up 119.2%), rice (up 83.9%), and pork (up 23.7%). Agribusiness exports reached US\$ 8.181 billion in October 2020, which represents a decrease of 6.2%, in comparison to the same month last year. Cogo - Intelligence in Agribusiness points out that between January and October 2020, agribusiness exports reached US\$ 85.840 billion, an increase of 5.7% compared to the same period in 2019 (US\$ 81.203 billion). The amount exported by the Brazilian agribusiness between January and October 2020 represents 49.6% of the total value exported during the period. In the year-to-date period, China led the purchases of Brazilian agribusiness products, accounting for 36% of total revenues (in US\$), followed by the European Union (16%), the United States (7%), and the Middle East (6%).

Source: Canal Rural

### **ANEC RAISES PROJECTIONS FOR EXPORTS OF CORN, SOY, AND MUSHROOM**

Data from National Association of Cereal Exporters (Anec), which considers shipments and the schedule of ships, shows that corn exports from Brazil will reach 4.8 million tons in November. As a result, Brazil's corn exports this month may possibly outstrip November 2019 by 300 thousand tons. In addition, the export of soy from Brazil is expected to reach 762,700 tons this month, compared to 688,100 estimated in the past week. With Brazilian stocks already low after earlier massive shipments, Anec estimates that the country has potential to end 2020 with a record number of shipments, by 83 million tons. Anec has also raised its forecast on soybean meal shipments from 1.2 million, projected in the past week (and from 1.1 million, expected last year) to 1.4 million tons in November 2020. Exports may reach 15.8 million tons until the end of 2020, in comparison with 14.4 million tons in the same period in 2019.

Source: Reuters

### **ETHANOL TRADES REACHED 3.02 BILLION LITERS IN OCTOBER**

In October, the volume of ethanol sold by producers from Brazil's Center-South region reached 3.02 billion liters, representing the highest monthly volume in 2020. Of the total, 358.02 million liters were destined for the foreign market, an increase of 57.35% compared to October 2019. More than two billion liters of ethanol were destined for the domestic market: sales of anhydrous ethanol reached 792.67 million liters in October, an increase of 5.09% compared to the volume sold in October 2019 (754.27 million liters). In turn, sales of hydrous ethanol reached 1.87 billion liters, which represents the lowest drop of the year (a decrease of 12.75% compared to the last harvest). "Fuel consumption has been being recovered in the last 2 months. The higher volume sold in October indicates a greater number of CBios issued by producers in November, reinforcing the goal to reduce carbon emissions set by the Brazilian government for this year", said the technical director of UNICA, Antônio de Pádua Rodrigues. Trades of alcohol destined for non-fuel purposes remained on an upward trend, reaching 113.26 million liters in October.

Source: Jornal Cana

### **IMO ENDORSES CREW CHANGE PROTOCOLS DURING THE PANDEMIC**

An important reference set of protocols to ensure safe ship crew and travel during the Coronavirus pandemic (Covid-19) has been recognized by IMO's technical body, the Maritime Safety Committee (MSC). The

committee, meeting virtually at its 102nd session (November 4-11), approved an MSC circular recognizing the industry-developed protocols, which set out general measures and procedures designed to ensure that ship changes crew changes and travel can safely take place during the pandemic. Currently, thousands of seafarers are stranded on board ships, with their contracts extended beyond the maximum duration of service periods accepted under international treaties, that is, less than 12 months, and a similar number of seafarers are waiting to get on the ships. The protocols also emphasize the need for Governments to designate seafarers as key workers, providing an essential service. The protocols (previously issued via circular letter) include practical steps for joining and leaving ships, including the need for strict compliance, tests for Covid-19, quarantine requirements, and measures to prevent infections on board ships.

Source: *Portos e Navios*

### **BRAZILIAN RICE EXPORTS STILL INTENSE**

Brazilian rice external trades continued steadily in October, with a slight drop in imports, and growth in exports. Although the exemption from the Common External Tariff (TEC), Mercosur bloc is still the major supplier of almost all the volume purchased by Brazil. According to Secex, 146.42 thousand tons of rice (husk base) were imported in October, 4.8% lower than in September, and 36.7% higher than in October 2019. Exports, in turn, totaled 153.5 thousand tons in husk base in October, an increase of 96.4% compared to the previous month, and of 87.2% when compared to October 2019. In the domestic market, the Indicator ESALQ/SENAR-RS (58% whole grains with cash payment) dropped by 0.85% between October 30 and November 10, reaching R\$ 104.28 per bag (50kg) on Tuesday 10. According to Cepea, purchasers are still unwilling to raise prices, due to the challenging transference to wholesale and retail markets.

Sources: Cepea / *Noticias Agricolas*

### **PRIVATE PORT TERMINALS HANDLING INCREASED BY 10.6% IN Q3**

A survey carried out by ATP (the association of private port terminals) with data from ANTAQ (the national waterway transport agency) pointed out that the movement of private port terminals increased by 10.6% in the 3rd quarter compared to the 2nd quarter of this year. Between July and September, 205.03 million tons were handled, 19.7 million tons more than in April, May, and June. According to ATP, this growth was driven by solid bulk, which registered an increase of 15.8% and increased by almost 18 million tons. Ores and cereals also had increased movement, points out the entity, with increases of 26.8% and 693.8%, respectively. According to ATP, the biggest expansion was from Porto Sudeste (54.6%) with an increase of more than one million tons, followed by MRN's Trombetas Terminal (39.7%), and Vale's Terminal Marítimo de Ponta da Madeira (34.3%). In comparison with the third quarter of last year, private port terminals registered a growth of 1.4%. The main weight in this result is the 6.8% increase in liquid bulk handling. Also highlighted was the movement of mineral fuels and organic chemicals, both with an increase of 8%, points out the ATP.

Sources: *Jornal do Comércio / Datamar News*

### **INVESTMENT IN PILOTAGE MAKES WAY TO THE LARGEST BULK-CARRIER IN THE AMAZON**

Pilotage drove the largest bulk carrier ever moored in the Amazon. The CSSC Amsterdam - 255 meters long and 43 meters wide (breadth) - is about to load 83,700 tons of corn in Santarém (PA). The cargo will be exported to Portugal. The Baby-cape class vessel from Nansha (China) anchored in Macapá (AP). Once, only Handysize class vessels, up to 203 meters long and 32 meters wide, with a loading capacity of 55



thousand tons, could get into the region of Amapá. However, investments in pilotage, which regularly surveys the depths of the region's rivers and the tides of the Amazon River, made the safe operation of this kind of vessels possible. In Amazon, sand banks move silently under the water, causing stranding, this is the reason why this kind of work is important. In addition, the Northern Bar of the Amazon River has a shallow, muddy stretch that limits the draft. The study on tides in the area can expand the passage for more loaded vessels.

Source: *Praticagem do Brasil*

### TEREOS AND VLI INAUGURATE SUGAR WAREHOUSES IN SANTOS AND GUARÁ

Last Monday, November 16th, Tereos and VLI inaugurated two sugar warehouses valued at R\$205 million that were built in the terminals of the Port of Santos and in the city of Guará (SP), as a result of the partnership established by the companies. With a capacity of 240,000 tons, the two warehouses were essential for supporting the estimated 60% increase in Tereos exports this season, reaching a volume of 1.15 million tons of raw sugar. The warehouse located at the Luiz Antonio Mesquita Port Integrator Terminal (Tiplam), an asset of VLI located in Santos, has the capacity to store 115,000 tons of raw sugar. The second warehouse, also completed this season, is located at the Guará terminal, a VLI structure in the interior of São Paulo state, in the region where Tereos industrial units are located. The facility has a capacity of 125,000 tons, of which 80,000 tons are destined for the storage of Tereos sugar. The constructions are part of the long-term agreement signed by the two companies in June 2018, with investments of R\$ 145 million by Tereos and R\$ 60 million by VLI, which provides for a transport capacity of 1 million tons of raw sugar per year. In May 2019, Tereos began to ship the full volume of its raw sugar via VLI's integrated rail system. The sugar loads depart from the Guará terminal through the railway system operated by VLI to Tiplam. "In a challenging time due to the pandemic, the completion of the new sugar warehouses, in partnership with VLI, was essential for supporting the increase in our sugar exports. In addition to increasing the competitiveness of our logistics, this investment allows a reduction of 220,000 tons in annual CO2 emissions", commented Jacyr Costa Filho, member of the Global Executive Committee of Tereos.

Source: *Datamar News*

### PARANÁ PORTS OPERATING AT CLOSE TO 100% CAPACITY

The number of ship moorings this year at facilities operated by Portos do Paraná reached 2,179 last Sunday, a figure that represents an increase of almost 6% compared to the same period last year, according to Portos do Paraná. The volume handled this year to date totals 51.5 million tons, Portos do Paraná also stated that the number of vessels moored and in operation at this time is close to the 100% occupancy rate of the piers in both ports, indicating an intense flow; on the last day of November, there were 21 ships moored in the units. Exports of agricultural commodities from Brazil gained strength in 2020, given the strong external demand – especially from China – and the devaluation of the dollar against the real, which makes local products more competitive. Data released by the National Association of Cereal Exporters (ANEC) last week showed that from January to October, Paranaguá was responsible for shipments of 14.07 million tons of soybeans, compared to 11.3 million in all of 2019. In October, shipments of soybean meal through Paranaguá were approaching the 2019 full-year levels, with 4.6 million tons already shipped. Corn exports from Portos do Paraná, however, amount to 1.6 million tons so far in 2020, compared to the 5.6 million tons exported during the full year of 2019, according to ANEC.

Source: *Reuters*

### PORT OF PECÉM WITH HIGHER HANDLING OF STEEL PLATES IN OCTOBER 2020

October was a favorable month for the Port of Pecém, with the largest monthly handling of steel plates in 2020. All up, exports numbers reached 275,331 tons, representing an increase of 5.9% compared to October 2019, which recorded 259,923 tons produced by Companhia Siderúrgica do Pecém (CSP), a subsidiary of the Pecém Complex. Steel plates play a fundamental role in the trade balance of Ceará. The vessel with the strongest impact on CSP's steel plate exports was "Blue Fin", which left for Turkey with 52,138 tons. The vessel "Bulk Bahamas", also bound for Turkey, handled 48,304 tons, and the "Federal Hunter" vessel shipped 20,016 tons of steel plates to Canada. The Port of Pecém has already exported 2,184,885 tons of steel plates this year. The main destinations are the USA (791,954 tons), China (492,714 tons), Turkey (208,496 t), Brazil (202,810 tons), and Canada (202,091 tons).

Source: *Complexo do Pecem*

### VLI ACQUIRES 247 WAGONS TO RAISE CAPACITY ON NORTH-SOUTH GRAIN RAIL ROUTE

VLI Logística reported that the fleet used on the north section of the North-South Railway between Porto Nacional (TO) and Açailândia (MA), will increase by 247 railway wagons to strengthen grain transport on the important agricultural frontier during the next harvest. In the last few weeks, the operation received 80 railway wagons, and another 167 will arrive in early 2021. All of them will be used to transport grain. "We are getting ready for the next harvest. This reinforcement in the fleet demonstrates our commitment to continue supporting the growth of grain handling in Arco Norte", said Fabiano Rezende, General Manager of VLI Center-North Corridor. The region has one of the fastest-growing agricultural sectors. Last year, this railway network handled 7.9 million tons of corn, soy, and bran, representing an increase of 25% compared to the previous year. In addition, this stretch of VLI registered the transport of more than 11 million tons of other products last year, such as fuels, pulp, pig iron, and manganese. By 2021, production is expected to increase in the northern states, especially with soy. VLI also said that the new Greenbrier Maxion railway wagons offer the grain flow three differentials: reducing the railway wagon length without losing volume, reducing the tare weight, or increasing the service life. The new units have a high performance "motion control" system, which reduces the friction between the wheels and the track, generating less fuel consumption and less wear. "The investment is in line with the strategy of increasing the capacity and agility in the flow of grains that leave the interior of the country, pass through the terminals of Porto Nacional and Palmeirante, in Tocantins, and continue to Porto do Itaquí, in São Luís (MA)", said VLI, without detailing values.

Sources: *Reuters / Datamar News*

**IMPORTANT NOTICE:** In order to facilitate the documents issuance all messages related to Documentation (Documentary Instructions / BsL / Mate's Receipt / Others) for the vessels in Santos Port, should be sent to the new e-mail [DOC.SANTOS@WILLIAMS.COM.BR](mailto:DOC.SANTOS@WILLIAMS.COM.BR)

Please, do not hesitate to contact us for further information through our [commercial@williams.com.br](mailto:commercial@williams.com.br) and [lineup@williams.com.br](mailto:lineup@williams.com.br)! Always keeping you duly posted

Please, follow us on Instagram

 [@williamsagents](https://www.instagram.com/williamsagents)

