



Perspectives on USA – Brazil Wheat Trade

Campinas – Sao Paulo, Brazil September 22 - 24, 2019

**Vince Peterson
President**



The world's most reliable choice.



U.S. WHEAT
ASSOCIATES

The world's most reliable choice.



REUTERS

BUSINESS NEWS

MARCH 16, 2019

Brazil import quota for U.S. wheat could come with Bolsonaro visit

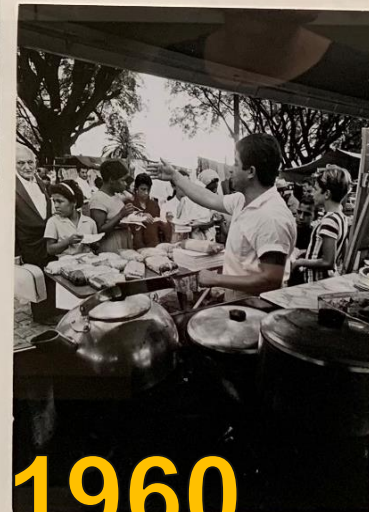
Lisandra Paraguassu

WASHINGTON (Reuters) - Brazil is considering granting an import quota of 750,000 tonnes of U.S. wheat per year without tariffs in exchange for other trade concessions.



“Why is this so important to you?”

Great Plains Wheat



Brazil – pre 1960





US Hard Red Winter Wheat



US Hard Red Winter Wheat



US Hard Red Winter Wheat

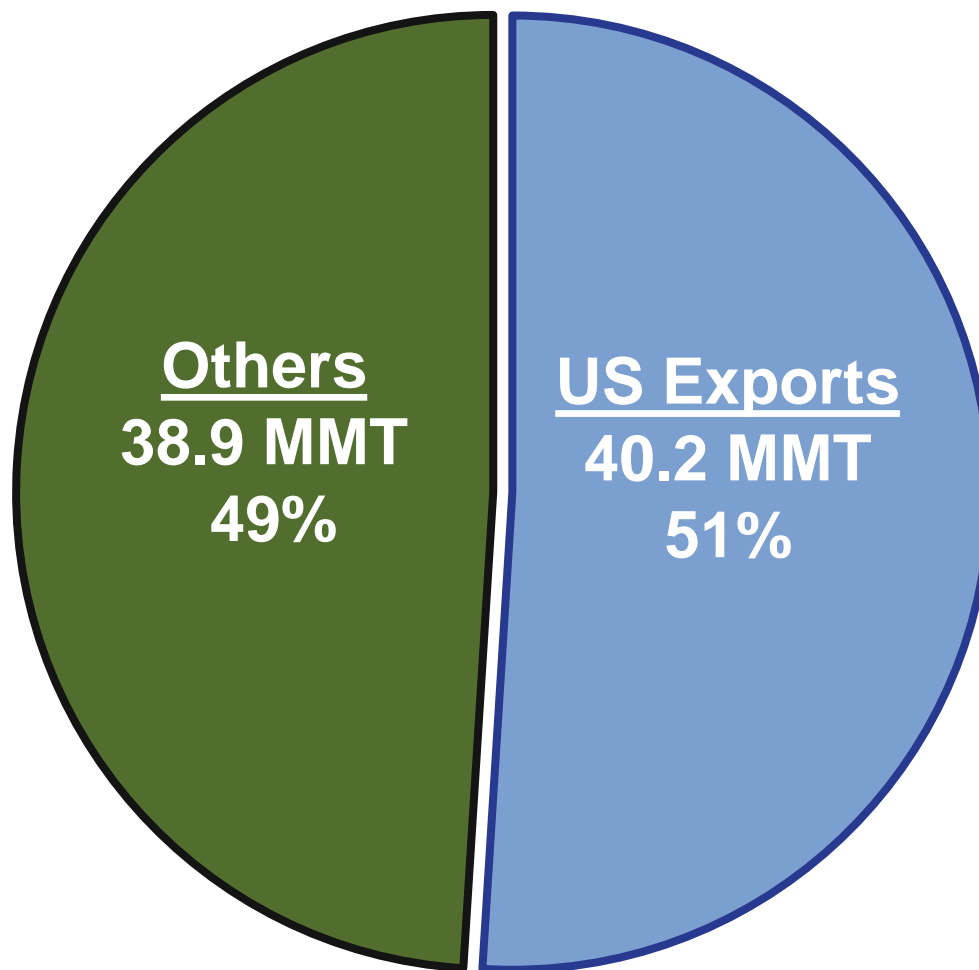
“Brazil Specs”



“Cadillac Terms”



Brazil Pre-Mercosur – Total Wheat Imports 79.1 MMT from 1960 to 1987



■ Imports from US ■ Other Imports

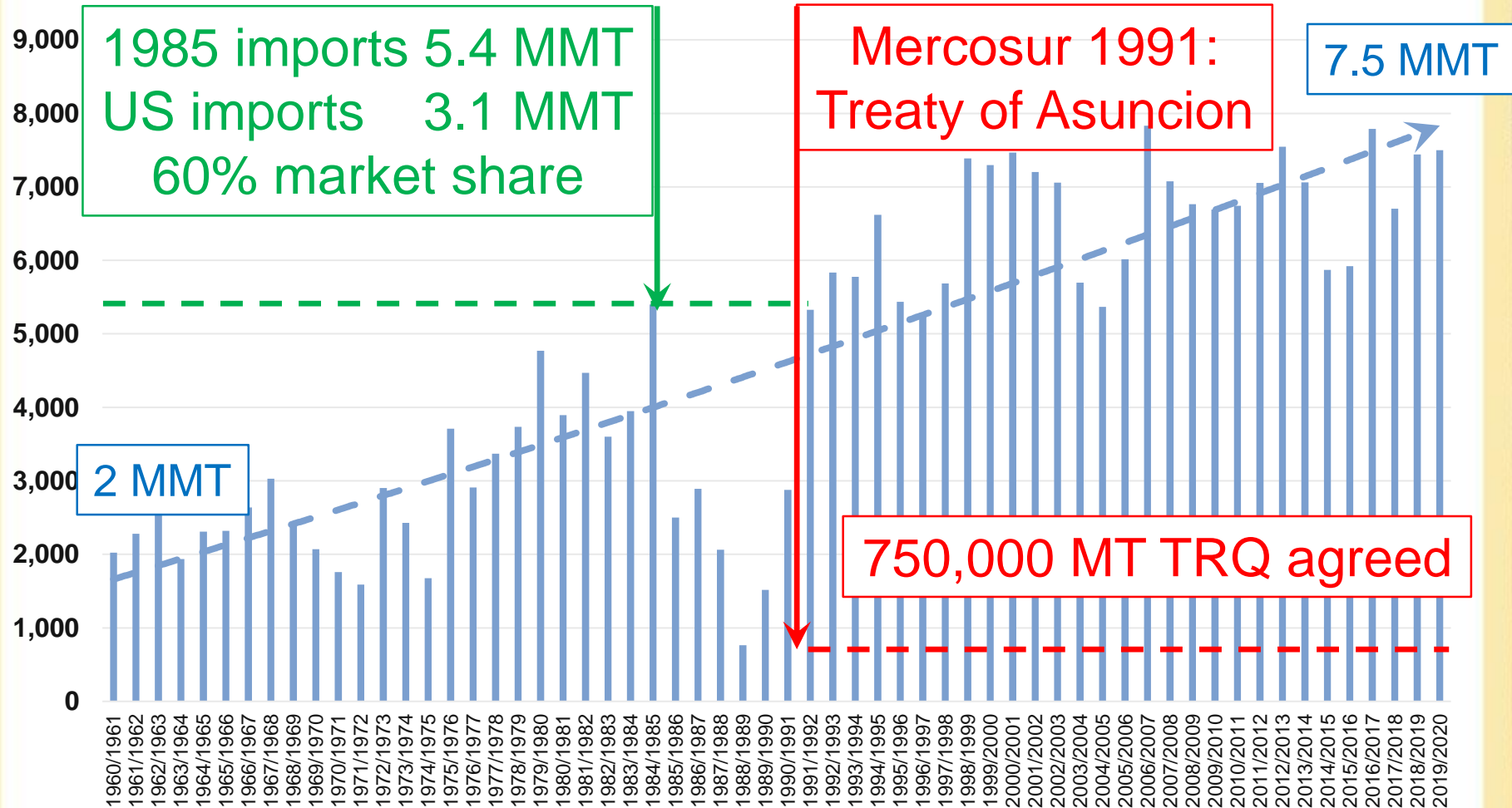


U.S. WHEAT
ASSOCIATES

The world's most reliable choice.

Brazilian Wheat Imports 1960 to 2019

1000 MT

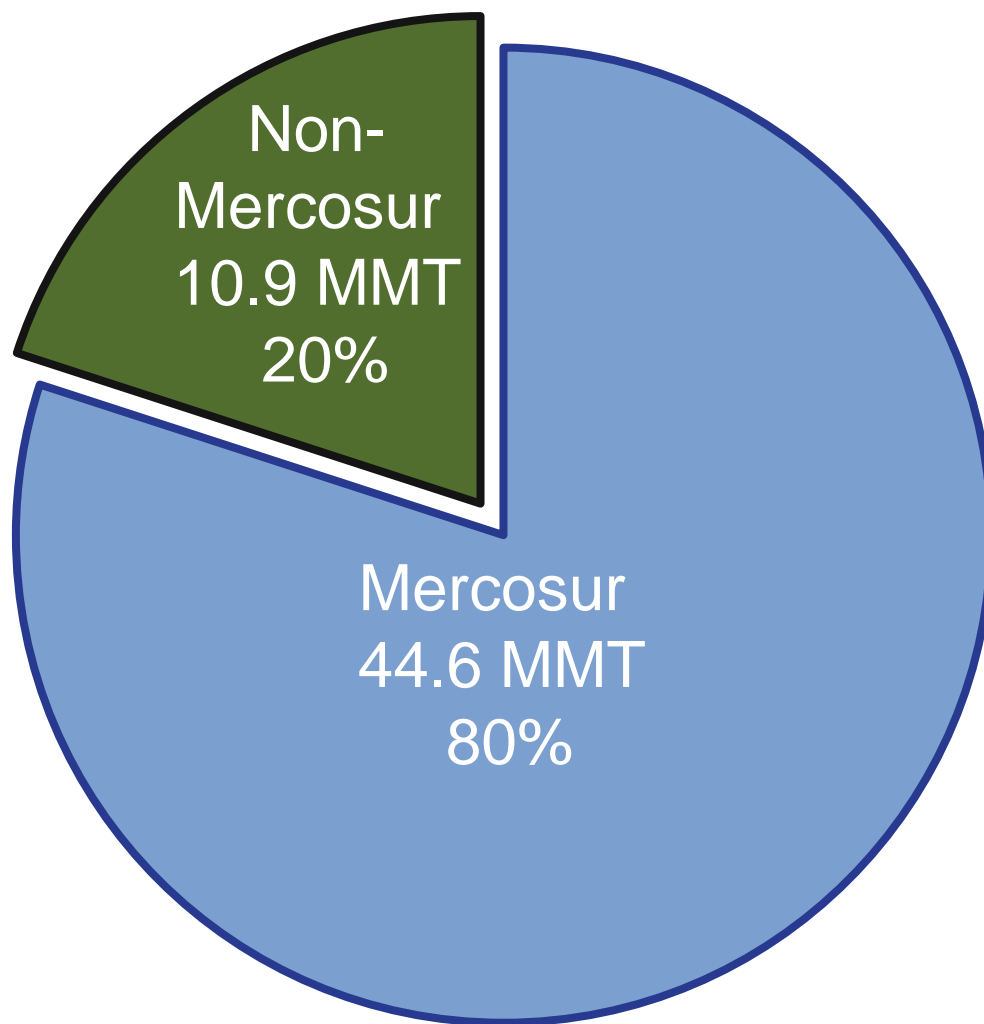


U.S. WHEAT
ASSOCIATES

The world's most reliable choice.

Brazil – Wheat Imports from ALL Origins

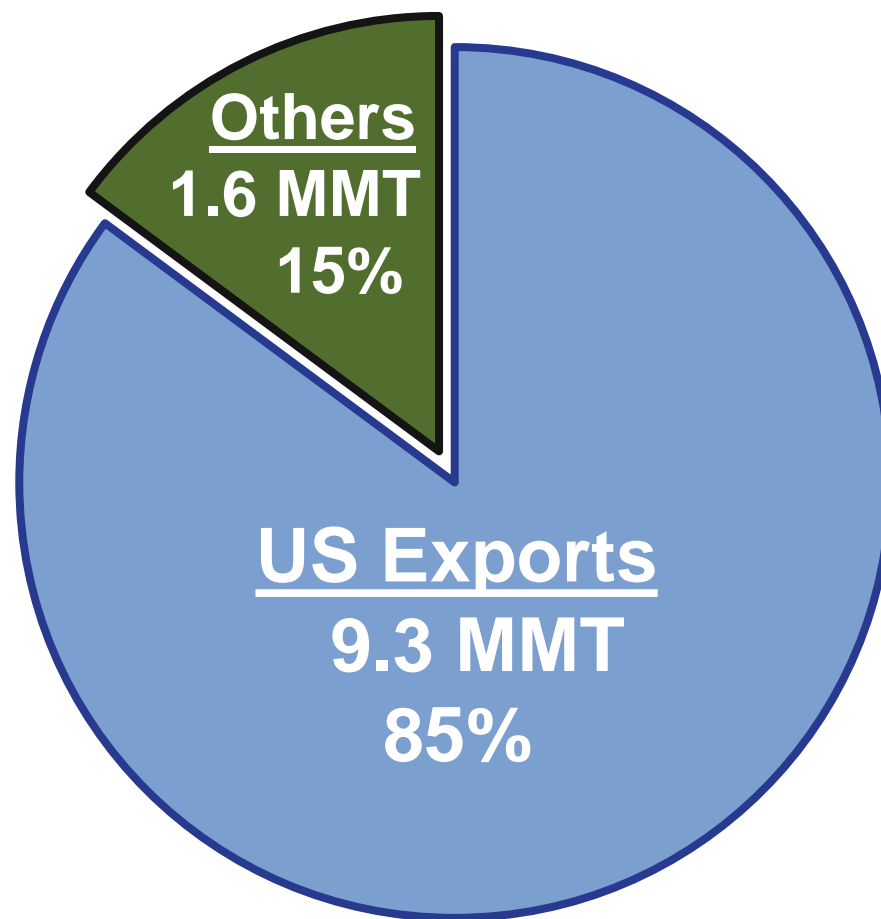
55.5 MMT between 2010 and 2018



■ Mercosur Imports

■ Non-Mercosur Imports

Brazil – Wheat Imports: The 20% non-Mercosur Origin 10.9 MMT between 2010 and 2018



■ US ■ Other non-Mercosur



U.S. WHEAT
ASSOCIATES

The world's most reliable choice.

March 19, 2019



The TRQ...

- Gives no advantage to the US
- Makes competition fair for 10% of Brazilian imports
- Use and purchase decisions remain with millers

Bloomberg

Argentina Reinstates Crop Export Tax

[Bloomberg](#)

Sep 04, 2018

Argentina will place a new tax on crop exports
...on farmers to help resolve a crisis.

All shipments of primary exports will be levied
at four pesos per dollar.

Approximately 7% of export value

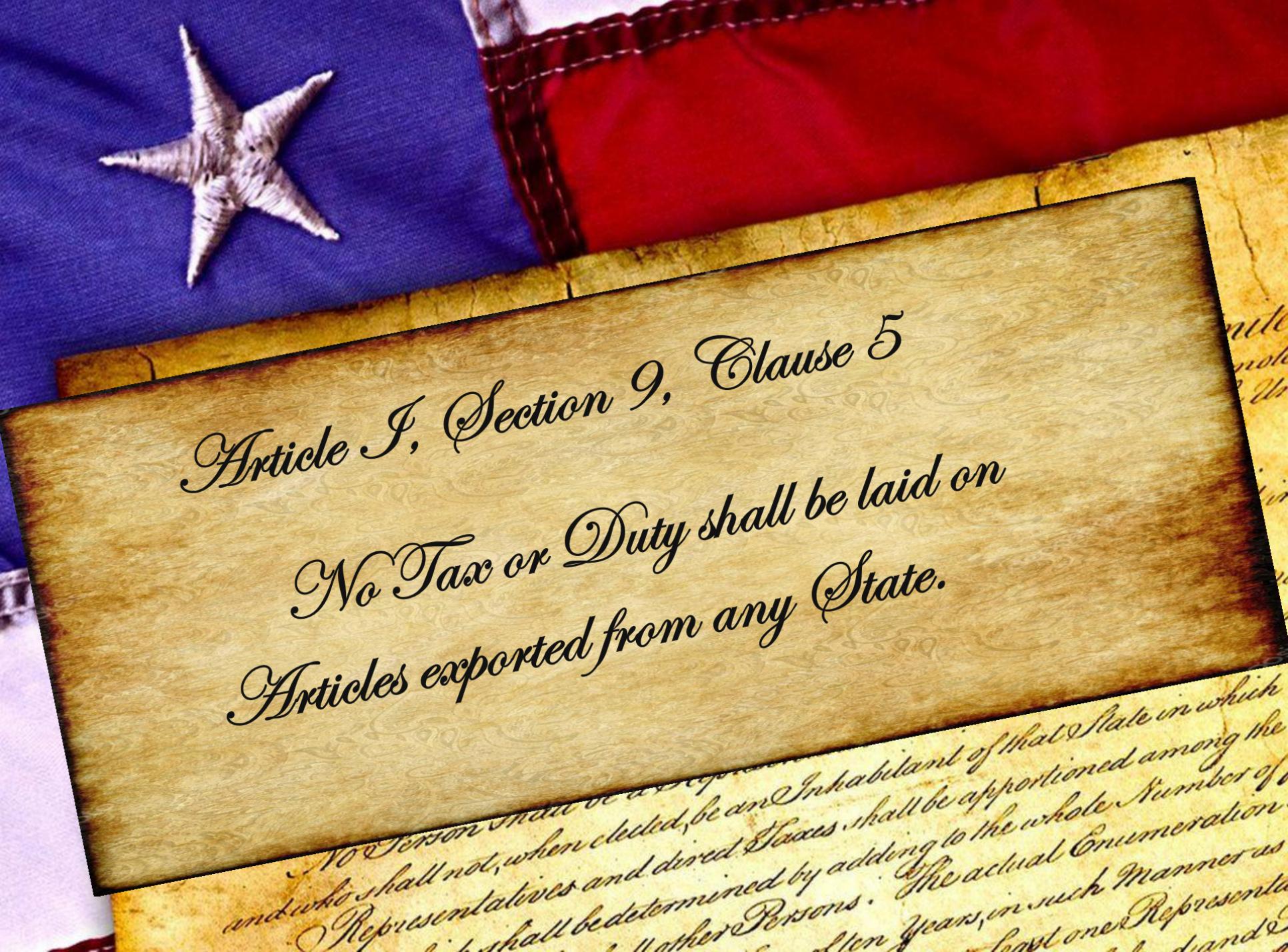


Argentina 2019/20
wheat export estimate:

14.5 MMT

Direct equivalent economic
impact of a 7% export tax:

1 MMT

The image shows a close-up of a document, likely a page from the U.S. Constitution, resting on a surface with a blue and red fabric and a white star. The document is aged and yellowed. The text is written in a cursive script. The top part of the document is titled "Article I, Section 9, Clause 5". Below this, the main text reads "No Tax or Duty shall be laid on Articles exported from any State." The bottom part of the image shows the beginning of the next clause, "No Person shall be a Representative...".

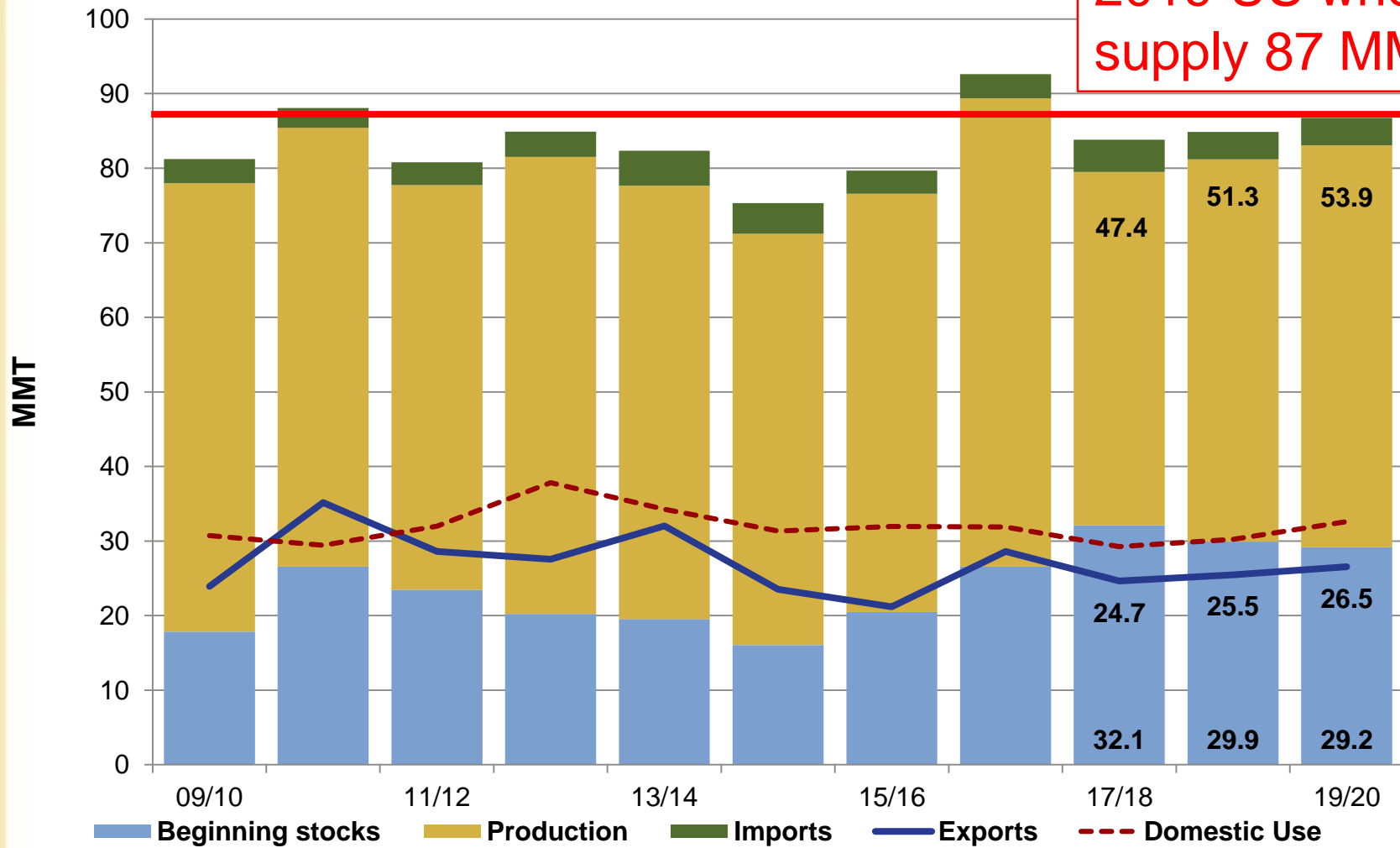
Article I, Section 9, Clause 5

No Tax or Duty shall be laid on
Articles exported from any State.

No Person shall be a Representative
and who shall not, when elected, be an Inhabitant of that State in which
Representatives and direct Taxes shall be apportioned among the
States shall be determined by adding to the whole Number of
all other Persons. The actual Enumeration
shall be made every ten Years, in such Manner as
Congress may direct. The Number of Representatives
shall not exceed one for every thirty Thousand Persons.

U.S. Situation

2019 US wheat supply 87 MMT





Thank you for your partnership and
work together through these many years.



U.S. WHEAT
ASSOCIATES

The world's most reliable choice.