



Cargo we see going to Brazil:

Heavy equipment for mining and construction

Machine parts, repair parts

Electronics for communications, broadcasting and cyber security

Research chemicals, lab bacteria, reagents

Steel, aluminum and related alloys

Trade show displays and samples

Agri-supplies (fertilizers, nutrients and related technology)



Get to know your  
buyer and  
partners

# It is all about “speaking” their language

Do you have in your team a staff / partner who knows Brazil?

Does the buyer have permission to import/export? Do they need a trading company or some kind of middleman?

Did you meet in person with the buyer/seller? Did you follow up with your prospects (partners or clients) after meetings?

Have you considered the cultural differences between regions in Brazil? Have you considered the seasonal differences?

Have you considered trendiness of your product – trends change a lot quicker in Brazil.

Have you protected yourself against potential loss? (EDC)



We are members of:



Prepare yourself

# “Failing to plan is planning to fail”

Would you have a plan B for manufacturing, assembling or selling this product? Are you financially secure to support the time that your project will not be making any profit?

Are you aware of your product legislation? Does your product comply with government regulations? Labels? Have you considered the correct incoterm?

Have you evaluated possible duties or taxes advantages, especially for non-existent products in the market?

Have you considered outside market factors, such as ports infrastructure, strikes, political and economic changes?

Have you checked if your project needs any special shipping handling considering size and type? Have you optimized packing?



Brazil-Canada Chamber of Commerce  
Chambre de Commerce Brésil-Canada



We are members of: