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## Brazilians Want Foreign Trade Policy That Will Make Them Competitive

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The main suggestion presented by Brazilian businessmen who operate in foreign trade in Brazil is the establishment of a national foreign trade policy capable of and offering Brazil conditions for competitiveness to expand its market abroad and making them permanent.

They are meeting at the 28th Enaex (Foreign Trade Meeting), promoted every year by the Foreign Trade Association (AEB).

The president of the AEB, Benedicto Fonseca Moreira, opened the meeting November 27, together with authorities in the area and leaders of Brazilian sector organizations, at the Firjan auditorium, in Rio de Janeiro.

Moreira pointed out the need for the establishment of a law to eliminate the "paraphernalia of norms", especially during this moment of global crisis. According to him, only "by miracle" is the country reaching almost US\$ 200 billion in foreign sales.

He pointed out that, faced with necessary and urgent changes, the praised Foreign Trade Law should complete the reorganization of activities related to foreign trade of goods and services, including ports, navigation and customs.

"In the current world, customs have nothing to do with fiscal declarations, as customs is a valuable pro-active foreign trade instrument; fiscal declarations are now managed on the Internet or through banks", recalled Moreira.

"This policy should allow for the application of norms and international rules in this world that has shown itself liberal but, at the same time, is guided by protectionist measures and offers tariff negotiations that are often deceiving when they include non-tariff trade barriers that Brazil does not have," he said.

Moreira expressed the desire of sector businessmen in the sense of speeding up the adoption of this foreign trade policy, including production policy offering competitive conditions, a greater base to win markets in the current world.

"It is these competitive advantages that are going to provide an impulse to Brazil to generate surpluses necessary to close the balance of payments and the generation of jobs, in a process of renovation, technology, productivity, efficiency, reduction of cost and debureaucratization, mainly in exports of services, items that currently boost global trade," he said.

The leader recalled that modernization also implies in efficiency of infrastructure, eliminating the bottleneck of port policy and privatizing port administration, which is currently state-run, and is responsible for 95% of Brazilian foreign trade.

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