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## Brazil Farm Wants to Give the World a Taste of Quail Egg

Contributed by Marina Sarruf  
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The first egg exports by Santo Antônio Egg Farm (ASA), from the southeastern Brazilian state of Minas Gerais, took place in June this year and went to a food industry in Jebel Ali, in the United Arab Emirates. The 900,000 units shipped were approved and the Arab industry placed another order for double the volume.

"The client closed an order for another four containers, we have already shipped two and are going to ship the other two next week," stated the ASA administrative director, Aulus Assumpção.

This is the first experience of the egg farm from Minas Gerais in the foreign market. However, according to Assumpção, there are already distributors in other countries interested in Brazilian eggs, including some in Kuwait.

"From my contacts, I have noticed that the Arabs have all the necessary infrastructure to export to other Arab and African countries," he said.

According to figures supplied by Brazil's Ministry of Development, Industry and Foreign Trade, Brazilian exports of shell eggs posted significant growth when compared to last year. From January to August this year, Brazil has exported US\$ 3.8 million against US\$ 307,000 in the same month last year.

"The Brazilian product is being recognized for its greater quality. Worldwide there has been a price increase in agricultural commodities, but Brazil is still showing that the country has competitive prices," stated Assumpção.

Different from many companies, Santo Antônio Egg Farm did not participate in any fair or trade delegation abroad to make contact with the foreign market.

"We receive several e-mails and telephone calls from agents and companies interested in our products. Further on, when we have more clients, we plan to participate in fairs and delegations," stated Assumpção.

According to him, the client in the Emirates is now importing 9% of the egg farm's production. "We have not stipulated a sales target for the foreign market, but for next year we are already investing in an industrial area to focus on the European market. We are awaiting Brazilian government liberation to get the necessary certification," he added.

The egg farm currently produces 18 million white eggs a month and 3.6 million brown eggs. Apart from white and brown eggs, the company also sells quail eggs, powdered and pasteurized eggs, natural or "country" yolk and cardioeggs, enriched with Omega 3 fatty acid.

Santo Antônio Egg Farm, which has been on the Brazilian market for 40 years, is the main quail egg producer in the country. With production of six million eggs a month, the company is interested in introducing quail eggs on the foreign market. "Quail eggs are not very common abroad," stated Assumpção.

The egg farm, which has a brood of 1.2 million hens, with two production units in Minas Gerais, one in Lavras and the other in Nepomuceno. In total, the company employs 540 people.

#### Service

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