

The logo features the letters 'CBW' in a bold, white, sans-serif font. The letter 'C' is stylized with a dark blue, arrow-like shape pointing to the right, which overlaps the letter. The letters 'B' and 'W' are solid white. The entire logo is set against a solid green background.

**CBW**

**CONNECTING YOUR BUSINESS WITH THE WORLD**

Most companies that work with foreign trade consultancy are focused on the procedural part of import and export, whether customs clearance or international transport.

Our company emerged to supply another need within the foreign trade sector, which is the COMMERCIAL part, the beginning of the process that nobody looks at and which, in our view, is the most important part of the whole process.

We have seen that within companies the majority of international negotiations are carried out by the owner of the company, and we know that that person's time is scarce and full of big decisions.

To facilitate this start, “CBW Import and Export for Companies” offers its experience in several sectors within foreign trade and assists in the search for new customers or suppliers in other countries.



# What are we?

We are an advisory and consultancy in export and import, with commercial focus. We do not act as a customs broker, nor as an international transport or trading company.

# What do we do?

We facilitate the development of companies in the international market, acting in the commercial part of import and export operations.



## Who are we?

**Daniele Stumpf Bagatini**, graduated in administration with a degree in foreign trade in the University of Caxias do Sul, an MBA in commercial and business management in FGV. Experience of 20 years in foreign trade working in companies in the automotive, wood, furniture and also in financial institutions and government agencies. She is fluent in English and Spanish, and intermediate in Italian and French.

**Raquel Stumpf Bagatini**, graduated in administration with emphasis on international trade from Faculdade da Serra Gaúcha. Experience of 12 years in foreign trade working in companies in the wood, metallurgical, metal mechanical and financial institutions. She is fluent in English and Spanish, and basic in German.

# International Operations



IMPORTAÇÃO E EXPORTAÇÃO EMPRESARIAL

CBW serves Brazilian companies that want to go international, but it also serves companies from outside the country that want to access the Brazilian market or find Brazilian suppliers for their markets.

- Prospecting customers or suppliers in the Brazilian market;
  - We know that there is a difficulty regarding the language to sell or buy products from Brazil. CBW can help you in this communication by finding the ideal buyer and also helping you to find suppliers for you.
- Import cost studies for the foreign company to understand Brazilian taxation;
  - The taxation in Brazil is a little complicated, with the study of import costs we detail all the costs that the importer will have to bring the goods, and for you to know if your product is competitive or not in Brazilian market.
- Agency / commercial representation.

# Import for Brazilian Companies

CBW's commercial activity in import begins in the search for suppliers abroad until the arrival of the goods in your company.

- Search for international suppliers;
- Import cost studies;
- Monitoring of import processes;
- Import consultancy;
- Communication with suppliers;
- Outsourcing of the import department;
- Connections with overseas supplier inspection / evaluation companies.



IMPORTAÇÃO E EXPORTAÇÃO EMPRESARIAL

**If you are a supplier and want to enter in the Brazilian market , give us your company details and we will add to our database.**

# Export for Brazilian Companies



CBW commercial activities can occur in different ways with your company.

- Market prospection;
- Export pricing;
- Statistical study and market analysis;
- Monitoring of export processes;
- Initial export structuring;
- Outsourcing of the export department;
- Participation in international fairs and other commercial actions in the foreign market;
- Construction of the commercial export policy;
- Trainings in pricing and export trade policy.



# Contacts

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