

# Brazil Soybean Transportation

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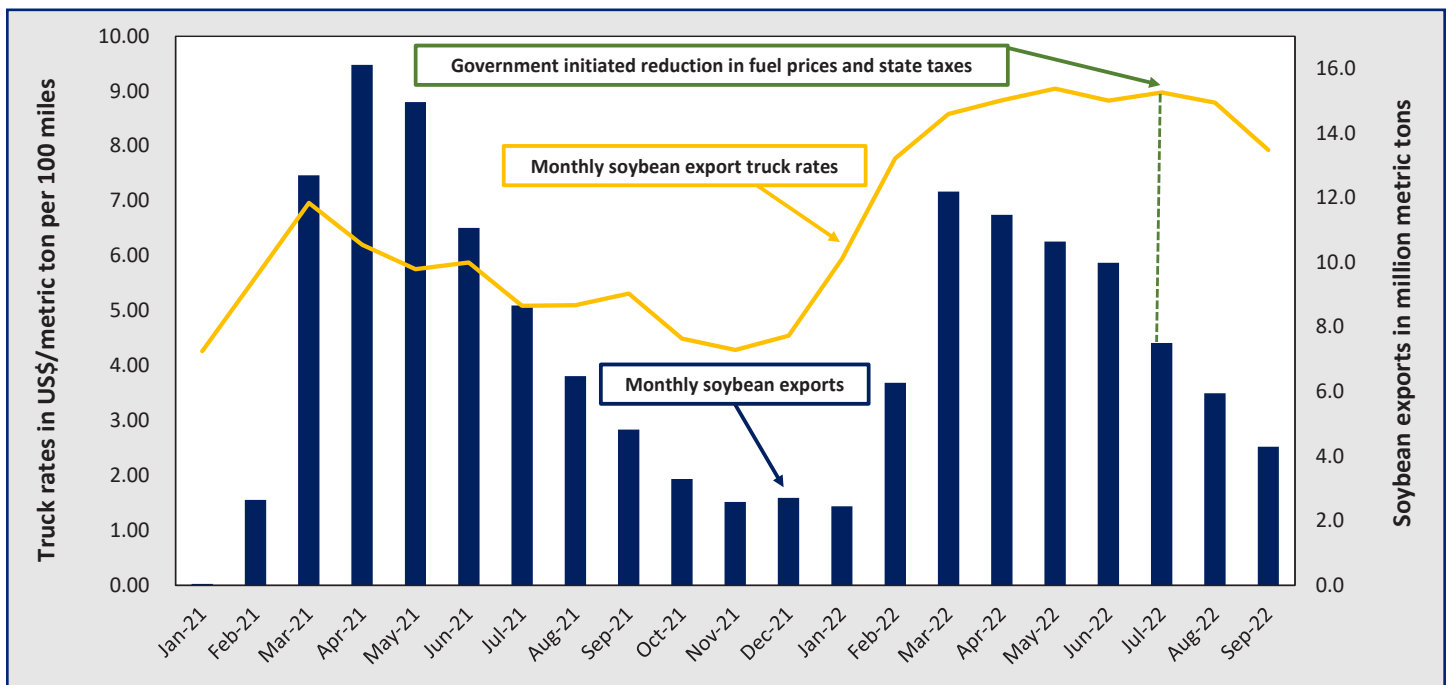


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## Brazilian Policy Reduces Fuel Prices—Lowering Truck Rates for Brazilian Soybean Exports

Although third quarter 2022 soybean export truck rates declined with falling diesel prices (figs. 1a, 1b, and table 8), they remained high compared to the same time last year. From third quarter 2021 to third quarter 2022 (year to year) (table 8 and fig. 5), the cost of shipping a metric ton (mt) of soybeans 100 miles by truck rose nearly 66 percent—from \$5.16 per mt to \$8.57 per mt. According to the [Brazilian Institute of Geography and Statistics \(IBGE\)](#), fuel prices declined in response to lower state taxes and a reduction in the average price of fuel sold to distributors by the state-run oil firm Petrobras.<sup>1</sup> Ocean freight rates fell because of slow global trade volumes and easing of global supply chain disruptions. In addition, China’s slower-than-expected economic growth—partly a result of continued weakness in mainland China’s real estate sector and COVID-19 restrictions—also contributed to lower ocean rates ([CNBC](#) and [Grain Transportation Report \(GTR\), November 10, 2022](#)). On average, ocean rates from selected Brazilian export routes to Hamburg, Germany, declined 9-31 percent and to Shanghai, China, fell 17-26 percent (tables 1a, 1b, 2a, 2b, and 9).

Figure 1a. Third-quarter 2022 truck rates fell from previous quarter for Brazilian soybean exports



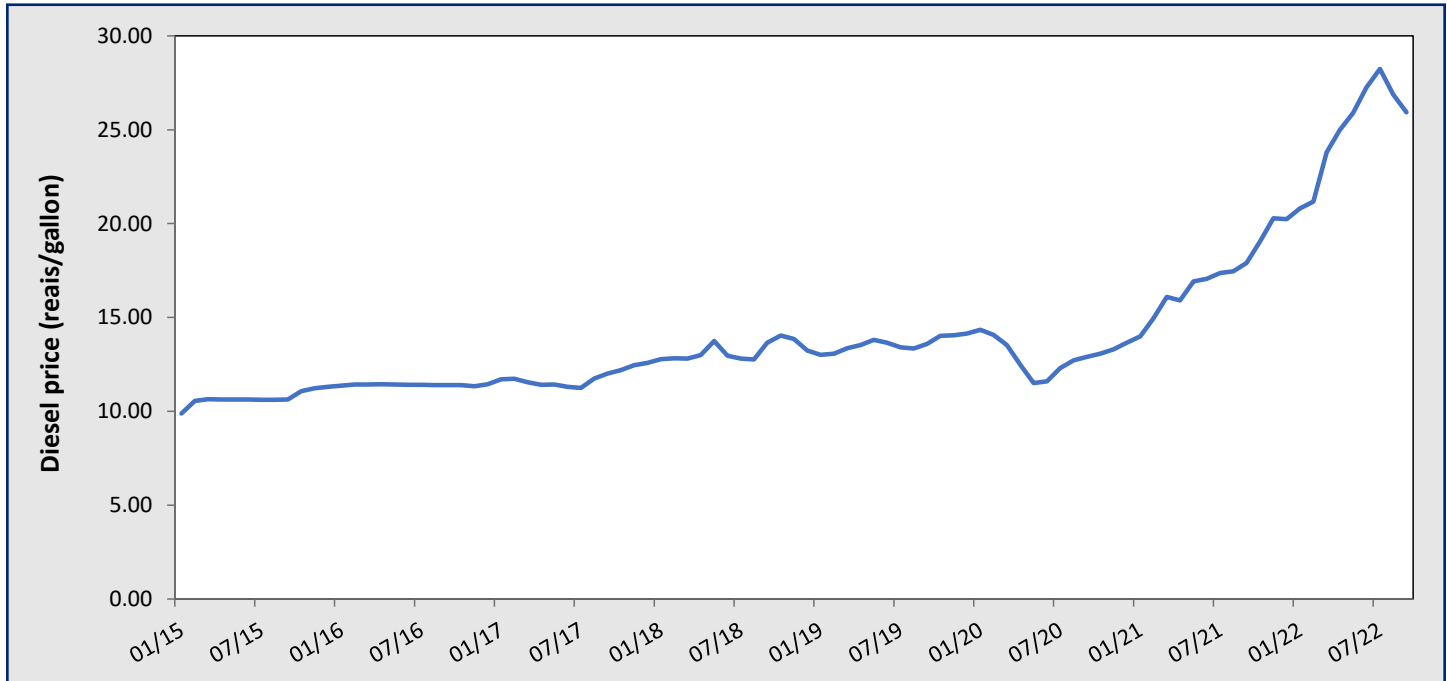
Source: Comex Stat, Ministério da Economia, University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.

1 In June, the Brazilian Government reduced the tax on “circulation of goods and services” (ICMS) by establishing a cap of 17-18 percent on fuel, electricity, public transportation, and telecommunications ([IBEG](#) and [Bloomberg](#)).



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Figure 1b. Brazil monthly diesel prices, January 2015 to September 2022, reais/gallon



Source: Brazilian National Agency of Petroleum, Natural Gas and Biofuels.

Year to year, Brazil's soybean exports declined from nearly 20 million metric tons (mmt) to 17.7 mmt ([Comex Stat](#), [Ministério da Economia](#)).<sup>2</sup> Over the same period, average Brazilian soybean export prices rose 30 percent, from \$479.79 per mt to \$622.87 per mt. The Brazilian real depreciated against the U.S. dollar, from R\$5.23 per U.S. dollar to R\$5.25 per U.S. dollar ([Brazil Central Bank](#)). Because soybeans are priced in U.S. dollars but paid in reais, the real's relative weakness against the U.S. dollar boosted export prices, benefiting Brazilian farmers and exporters. Measured in U.S. dollars, soybean average farm gate prices increased 7 percent year to year—from \$498.87/mt to \$536.19/mt. On average, in reais, third-quarter 2022 farm gate prices increased roughly 8 percent, from R\$2,608.67/mt to R\$2,813.94/mt ([CONAB](#)).

In third quarter 2022, Brazil exported 12.2 mmt of soybeans to China, 11 percent less than the third quarter 2021's total of 13.7 mmt. The next highest shares of Brazil's soybean exports (in declining order) went to Iran, Thailand, Spain, and Turkey. In the first 9 months of 2022, the southern ports of Santos, Rio Grande, Paranaguá, and São Francisco do Sul still dominated the soybean trade to China, accounting for 69 percent of Brazil's soybean exports to China. Also, in the first 9 months of 2022, the northeastern ports of São Luís, Vitória, Salvador, and Barcarena accounted for 31 percent of soybean exports to China. The Amazon River port of Manaus exported a small amount to China. For more information, contact Delmy L. Salin at [delmy.salin@usda.gov](mailto:delmy.salin@usda.gov).

<sup>2</sup> In this report, the source of Brazilian export data is the Comex Stat, Ministério da Economia.



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**Table 1a. Quarterly costs of transporting Brazilian soybeans from the southern ports to Shanghai, China**

	North MT <sup>1</sup> - Santos <sup>2</sup> by truck			Northwest RS <sup>1</sup> - Rio Grande <sup>2</sup>		
	—US\$/mt—		% Change	—US\$/mt—		% Change
	3rd qtr. 2021	3rd qtr. 2022	2021-22	3rd qtr. 2021	3rd qtr. 2022	2021-22
Truck	59.59	99.71	67.3	18.32	30.05	64.1
Ocean	64.00	48.70	-23.9	64.75	50.30	-22.3
Total transportation	123.59	148.41	20.1	83.07	80.35	-3.3
Farm gate price <sup>3</sup>	513.31	514.98	0.3	497.59	552.66	11.1
Landed cost	636.91	663.39	4.2	580.66	633.01	9.0
Transport % of landed cost	19.4	22.4	15.3	14.3	12.7	-11.3
	North MT <sup>1</sup> - Santos <sup>2</sup> by rail			North MT <sup>1</sup> - Paranaguá <sup>2</sup>		
	—US\$/mt—		% Change	—US\$/mt—		% Change
	3rd qtr. 2021	3rd qtr. 2022	2021-22	3rd qtr. 2021	3rd qtr. 2022	2021-22
Truck	19.88	32.45	63.2	59.53	98.83	66.0
Rail <sup>4</sup>	30.09	46.56	54.7	-	-	-
Ocean	64.00	48.70	-23.9	66.00	49.00	-25.8
Total transportation	113.97	127.71	12.1	125.53	147.83	17.8
Farm gate price <sup>3</sup>	513.31	514.98	0.3	513.31	514.98	0.3
Landed cost	627.28	642.69	2.5	638.84	662.81	3.8
Transport % of landed cost	18.2	19.9	9.4	19.6	22.3	13.5

<sup>1</sup>Producing regions: MT= Mato Grosso and RS = Rio Grande Do Sul.

<sup>2</sup>Export port.

<sup>3</sup>The source of the farm gate price is the Brazilian Government, Companhia Nacional de Abastecimento (CONAB).

<sup>4</sup>In Brazil, there are no published rail tariff rates. Rail rates can be up to 30 percent lower than truck rates, depending on volumes hauled and the terms of contracts signed between the railroad company and shippers.

Note: qtr. = quarter. mt = metric ton.

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



# Brazil Soybean Transportation

**Table 1b. Quarterly costs of transporting Brazilian soybeans from the northern and northeastern ports to Shanghai, China**

	North MT <sup>1</sup> - Santarém <sup>2</sup>			South MA <sup>1</sup> - São Luís <sup>2</sup>		
	—US\$/mt—		% Change	—US\$/mt—		% Change
	3rd qtr. 2021	3rd qtr. 2022	2021-22	3rd qtr. 2021	3rd qtr. 2022	2021-22
Truck	37.51	63.19	68.5	25.51	44.47	74.4
Ocean	67.50	56.00	-17.0	68.00	56.00	-17.6
Total transportation	105.01	119.19	13.5	93.51	100.47	7.4
Farm gate price <sup>3</sup>	513.31	514.98	0.3	501.47	545.43	8.8
Landed cost	618.32	634.17	2.6	594.97	645.91	8.6
Transport % of landed cost	17.0	18.8	10.7	15.7	15.6	-1.0
	Southwest PI <sup>1</sup> - São Luís <sup>2</sup>			North MT <sup>1</sup> - Barcarena <sup>2</sup>		
	—US\$/mt—		% Change	—US\$/mt—		% Change
	3rd qtr. 2021	3rd qtr. 2022	2021-22	3rd qtr. 2021	3rd qtr. 2022	2021-22
Truck	27.33	47.29	73.1	29.35	52.49	78.8
Barge <sup>4</sup>	-	-	-	14.89	23.89	60.4
Ocean	68.00	56.00	-17.6	70.00	55.40	-20.9
Total transportation	95.33	103.29	8.4	114.24	131.78	15.3
Farm gate price <sup>3</sup>	483.65	529.04	9.4	513.31	514.98	0.3
Landed cost	578.98	632.33	9.2	627.56	646.75	3.1
Transport % of landed cost	16.5	16.3	-0.8	18.2	20.4	11.9

<sup>1</sup>Producing regions: MT= Mato Grosso, PI = Piauí, and MA = Maranhão.

<sup>2</sup>Export port.

<sup>3</sup>The source of the farm gate price is the Brazilian Government, Companhia Nacional de Abastecimento (CONAB).

<sup>4</sup>In Brazil, there are no published barge rates. Barge rates can be up to 60 percent lower than truck rates, depending on volumes hauled and the terms of contracts signed between the barge company and shippers. The distance is in nautical miles.

Note: qtr. = quarter. mt = metric ton.

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



# Brazil Soybean Transportation

**Table 2a. Quarterly costs of transporting Brazilian soybeans from the southern ports to Hamburg, Germany**

	North MT <sup>1</sup> - Santos <sup>2</sup> by truck			Northwest RS <sup>1</sup> - Rio Grande <sup>2</sup>		
	—US\$/mt—		% Change	—US\$/mt—		% Change
	3rd qtr. 2021	3rd qtr. 2022	2021-22	3rd qtr. 2021	3rd qtr. 2022	2021-22
Truck	59.59	99.71	67.3	18.32	30.05	64.1
Ocean	54.00	42.60	-21.1	55.50	43.60	-21.4
Total transportation	113.59	142.31	25.3	73.82	73.65	-0.2
Farm gate price <sup>3</sup>	513.31	514.98	0.3	497.59	552.66	11.1
Landed cost	626.91	657.29	4.8	571.41	626.31	9.6
Transport % of landed cost	18.1	21.7	19.5	12.9	11.8	-9.0
	North MT <sup>1</sup> - Santos <sup>2</sup> by rail			North MT <sup>1</sup> - Paranaguá <sup>2</sup>		
	—US\$/mt—		% Change	—US\$/mt—		% Change
	3rd qtr. 2021	3rd qtr. 2022	2021-22	3rd qtr. 2021	3rd qtr. 2022	2021-22
Truck	19.88	32.45	63.2	59.53	98.83	66.0
Rail <sup>4</sup>	30.09	46.56	54.7	-	-	-
Ocean	54.00	42.60	-21.1	53.00	41.60	-21.5
Total transportation	103.97	121.61	17.0	112.53	140.43	24.8
Farm gate price <sup>3</sup>	513.31	514.98	0.3	513.31	514.98	0.3
Landed cost	617.28	636.59	3.1	625.84	655.41	4.7
Transport % of landed cost	16.8	19.1	13.4	18.0	21.4	19.2

<sup>1</sup>Producing regions: RS = Rio Grande do Sul and MT= Mato Grosso.

<sup>2</sup>Export port.

<sup>3</sup>The source of the farm gate price is the Brazilian Government, Companhia Nacional de Abastecimento (CONAB).

<sup>4</sup>In Brazil, there are no published rail tariff rates. Rail rates can be up to 30 percent lower than truck rates, depending on volumes hauled and the terms of contracts signed between the railroad company and shippers.

Note: qtr. = quarter. mt = metric ton.

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



# Brazil Soybean Transportation

**Table 2b. Quarterly costs of transporting Brazilian soybeans from the northern and northeastern ports to Hamburg, Germany**

	North MT <sup>1</sup> - Santarém <sup>2</sup>			South MA <sup>1</sup> - São Luís <sup>2</sup>		
	—US\$/mt—		% Change	—US\$/mt—		% Change
	3rd qtr. 2021	3rd qtr. 2022	2021-22	3rd qtr. 2021	3rd qtr. 2022	2021-22
Truck	37.51	63.19	68.5	25.51	44.47	74.4
Ocean	50.60	46.00	-9.1	58.00	40.00	-31.0
Total transportation	88.11	109.19	23.9	83.51	84.47	1.2
Farm gate price <sup>3</sup>	513.31	514.98	0.3	501.47	545.43	8.8
Landed cost	601.42	624.17	3.8	584.97	629.91	7.7
Transport % of landed cost	14.6	17.5	19.4	14.3	13.4	-6.1
	Southwest PI <sup>1</sup> - São Luís <sup>2</sup>			North MT <sup>1</sup> - Barcarena <sup>2</sup>		
	—US\$/mt—		% Change	—US\$/mt—		% Change
	3rd qtr. 2021	3rd qtr. 2022	2021-22	3rd qtr. 2021	3rd qtr. 2022	2021-22
Truck	27.33	47.29	73.1	29.35	52.49	78.8
Barge <sup>4</sup>	-	-	-	14.89	23.89	60.4
Ocean	58.00	40.00	-31.0	49.20	39.70	-19.3
Total transportation	85.33	87.29	2.3	93.44	116.08	24.2
Farm gate price <sup>3</sup>	483.65	529.04	9.4	513.31	514.98	0.3
Landed cost	568.98	616.33	8.3	606.76	631.05	4.0
Transport % of landed cost	15.0	14.2	-5.6	15.4	18.4	19.4

<sup>1</sup>Producing regions: MT= Mato Grosso, PI = Piauí, and MA = Maranhão.

<sup>2</sup>Export port.

<sup>3</sup>The source of the farm gate price is the Brazilian Government, Companhia Nacional de Abastecimento (CONAB).

<sup>4</sup>In Brazil, there are no published barge rates. Barge rates can be up to 60 percent lower than truck rates, depending on volumes hauled and the terms of contracts signed between the barge company and shippers. The distance is in nautical miles.

Note: qtr. = quarter. mt = metric ton.

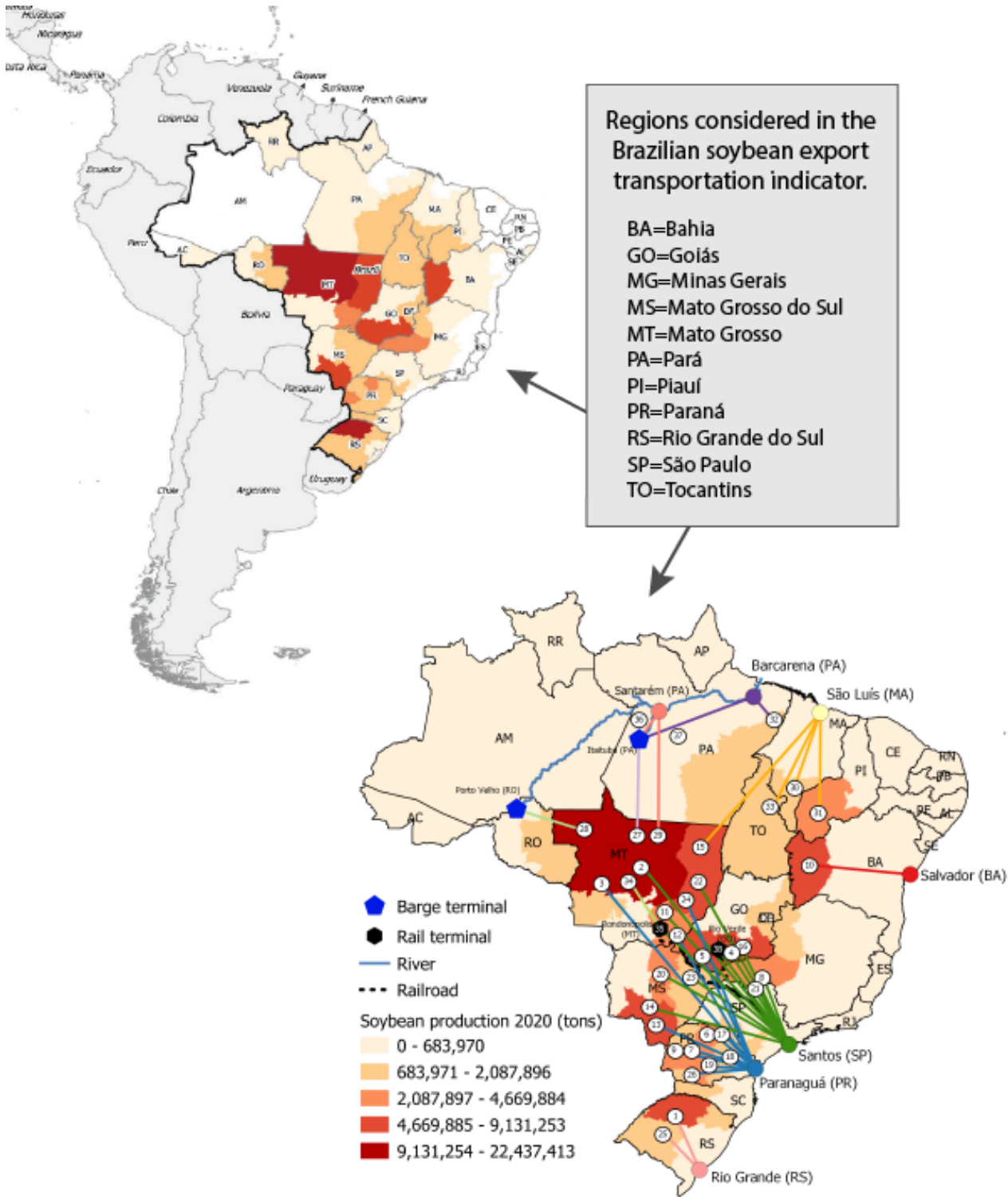
Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



# Brazil Soybean Transportation

## Indicators

Figure 2. Routes<sup>1</sup> and regions considered in the Brazilian soybean export transportation indicator<sup>2</sup>



<sup>1</sup>Table defining routes by number is shown on page 12.

<sup>2</sup>Regions comprised about 79 percent of Brazilian soybean production, 2020 (Brazilian Institute of Geography and Statistics—Produção Agrícola Municipal).



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**Table 3. Quarterly costs of transporting Brazilian soybeans from the southern ports to Shanghai, China, 2022**

	North MT <sup>1</sup> - Santos <sup>2</sup> by truck —US\$/mt—					North MT <sup>1</sup> - Paranaguá <sup>2</sup> —US\$/mt—				
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.
Truck	83.64	102.44	99.71		95.26	82.88	101.50	98.83		94.40
Ocean	62.00	65.75	48.70		58.82	64.00	67.75	49.00		60.25
Total transportation	145.64	168.19	148.41		154.08	146.88	169.25	147.83		154.65
Farm gate price <sup>3</sup>	550.71	566.29	514.98		543.99	550.71	566.29	514.98		543.99
Landed cost	696.34	734.48	663.39		698.07	697.58	735.55	662.81		698.64
Transport % of landed cost	20.9	22.9	22.4		22.1	21.1	23.0	22.3		22.1
	North MT <sup>1</sup> - Santos <sup>2</sup> by rail —US\$/mt—					Northwest RS <sup>1</sup> - Rio Grande <sup>2</sup> —US\$/mt—				
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.
Truck	27.91	34.83	32.45		31.73	27.55	32.57	30.05		30.06
Rail <sup>4</sup>	37.69	45.54	46.56		43.26	-	-	-		-
Ocean	62.00	65.75	48.70		58.82	62.75	66.50	50.30		59.85
Total transportation	127.60	146.12	127.71		133.81	90.30	99.07	80.35		89.91
Farm gate price <sup>3</sup>	550.71	566.29	514.98		543.99	604.37	617.87	552.66		591.63
Landed cost	678.31	712.41	642.69		677.80	694.66	716.94	633.01		681.54
Transport % of landed cost	18.8	20.5	19.9		19.7	13.0	13.8	12.7		13.2

<sup>1</sup>Producing regions: RS = Rio Grande do Sul, MT= Mato Grosso, and PR = Paraná.

<sup>2</sup>Export port.

<sup>3</sup>The source of the farm gate price is the Brazilian Government, Companhia Nacional de Abastecimento (CONAB).

<sup>4</sup>In, Brazil, there are no published rail tariff rates. Rail rates can be up to 30 percent lower than truck rates, depending on volumes hauled and the terms of contracts signed between the railroad company and shippers.

Note: qtr. = quarter. mt = metric ton. Avg. = average.

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.





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**Table 4. Quarterly costs of transporting Brazilian soybeans from the southern ports to Hamburg, Germany, 2022**

	North MT <sup>1</sup> - Santos <sup>2</sup> by truck —US\$/mt—					North MT <sup>1</sup> - Paranaguá <sup>2</sup> —US\$/mt—				
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.
Truck	83.64	102.44	99.71		95.26	82.88	101.50	98.83		94.40
Ocean	52.70	55.85	42.60		50.38	51.50	54.60	41.60		49.23
Total transportation	136.34	158.29	142.31		145.64	134.38	156.10	140.43		143.64
Farm gate price <sup>3</sup>	550.71	566.29	514.98		543.99	550.71	566.29	514.98		543.99
Landed cost	687.04	724.58	657.29		689.64	685.08	722.40	655.41		687.63
Transport % of landed cost	19.8	21.8	21.7		21.1	19.6	21.6	21.4		20.9
	North MT <sup>1</sup> - Santos <sup>2</sup> by rail —US\$/mt—					Northwest RS <sup>1</sup> - Rio Grande <sup>2</sup> —US\$/mt—				
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.
Truck	27.91	34.83	32.45		31.73	27.55	32.57	30.05		30.06
Rail <sup>4</sup>	37.69	45.54	46.56		43.26	-	-	-		-
Ocean	52.70	55.85	42.60		50.38	54.00	57.20	43.60		51.60
Total transportation	118.30	136.22	121.61		125.38	81.55	89.77	73.65		81.66
Farm gate price <sup>3</sup>	550.71	566.29	514.98		543.99	604.37	617.87	552.66		591.63
Landed cost	669.01	702.51	636.59		669.37	685.91	707.64	626.31		673.29
Transport % of landed cost	17.7	19.4	19.1		18.7	11.9	12.7	11.8		12.1

<sup>1</sup>Producing regions: RS = Rio Grande do Sul and MT= Mato Grosso.

<sup>2</sup>Export port.

<sup>3</sup>The source of the farm gate price is the Brazilian Government, Companhia Nacional de Abastecimento (CONAB).

<sup>4</sup>In, Brazil, there are no published rail tariff rates. Rail rates can be up to 30 percent lower than truck rates, depending on volumes hauled and the terms of contracts signed between the railroad company and shippers.

Note: qtr. = quarter. mt = metric ton. Avg. = average.

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



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**Table 5. Quarterly costs of transporting Brazilian soybeans from the northern and northeastern ports to Shanghai, China, 2022**

	North MT <sup>1</sup> - Santarém <sup>2</sup> —US\$/mt—					South MA <sup>1</sup> - São Luís <sup>2</sup> —US\$/mt—				
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.
Truck	53.57	64.82	63.19		60.53	38.28	46.68	44.47		43.15
Ocean	66.00	69.90	56.00		63.97	66.20	70.00	56.00		64.07
Total transportation	119.57	134.72	119.19		124.49	104.48	116.68	100.47		107.21
Farm gate price <sup>3</sup>	550.71	566.29	514.98		543.99	558.85	591.24	545.43		565.17
Landed cost	670.27	701.01	634.17		668.48	663.33	707.92	645.91		672.39
Transport % of landed cost	17.8	19.2	18.8		18.6	15.8	16.5	15.6		15.9
	Southwest PI <sup>1</sup> - São Luís <sup>2</sup> —US\$/mt—					North MT <sup>1</sup> - Barcarena <sup>2</sup> —US\$/mt—				
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.
Truck	38.32	51.28	47.29		45.63	46.94	52.63	52.49		50.69
Barge <sup>4</sup>	-	-	-		-	20.01	24.51	23.89		22.80
Ocean	66.20	70.00	56.00		64.07	68.00	72.00	55.40		65.13
Total transportation	104.52	121.28	103.29		109.70	134.95	149.14	131.78		138.62
Farm gate price <sup>3</sup>	543.56	585.80	529.04		552.80	550.71	566.29	514.98		543.99
Landed cost	648.08	707.08	632.33		662.50	685.66	715.43	646.75		682.61
Transport % of landed cost	16.1	17.2	16.3		16.5	19.7	20.8	20.4		20.3

<sup>1</sup>Producing regions: MT= Mato Grosso, PI = Piauí, and MA = Maranhão.

<sup>2</sup>Export port.

<sup>3</sup>The source of the farm gate price is the Brazilian Government, Companhia Nacional de Abastecimento (CONAB).

<sup>4</sup>In Brazil, there are no published barge rates. Barge rates can be up to 60 percent lower than truck rates, depending on volumes hauled and the terms of contracts signed between the barge company and shippers. The distance is in nautical miles.

Note: qtr. = quarter. mt = metric ton. Avg. = average.

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



# Brazil Soybean Transportation

**Table 6. Quarterly costs of transporting Brazilian soybeans from the northern and northeastern ports to Hamburg, Germany, 2022**

	North MT <sup>1</sup> - Santarém <sup>2</sup> —US\$/mt—					South MA <sup>1</sup> - São Luís <sup>2</sup> —US\$/mt—				
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.
Truck	53.57	64.82	63.19		60.53	38.28	46.68	44.47		43.15
Ocean	49.10	52.00	46.00		49.03	56.50	60.00	40.00		52.17
Total transportation	102.67	116.82	109.19		109.56	94.78	106.68	84.47		95.31
Farm gate price <sup>3</sup>	550.71	566.29	514.98		543.99	558.85	591.24	545.43		565.17
Landed cost	653.37	683.11	624.17		653.55	653.63	697.92	629.91		660.49
Transport % of landed cost	15.7	17.1	17.5		16.8	14.5	15.3	13.4		14.4
	Southwest PI <sup>1</sup> - São Luís <sup>2</sup> —US\$/mt—					North MT <sup>1</sup> - Barcarena <sup>2</sup> —US\$/mt—				
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.
Truck	38.32	51.28	47.29		45.63	46.94	52.63	52.49		50.69
Barge <sup>4</sup>	-	-	-		-	20.01	24.51	23.89		22.80
Ocean	56.50	60.00	40.00		52.17	48.00	50.80	39.70		46.17
Total transportation	94.82	111.28	87.29		97.80	114.95	127.94	116.08		119.65
Farm gate price <sup>3</sup>	543.56	585.80	529.04		552.80	550.71	566.29	514.98		543.99
Landed cost	638.38	697.08	616.33		650.60	665.66	694.23	631.05		663.65
Transport % of landed cost	14.9	16.0	14.2		15.0	17.3	18.4	18.4		18.0

<sup>1</sup>Producing regions: MT= Mato Grosso, PI = Piauí, and MA = Maranhão.

<sup>2</sup>Export port.

<sup>3</sup>The source of the farm gate price is the Brazilian Government, Companhia Nacional de Abastecimento (CONAB).

<sup>4</sup>In Brazil, there are no published barge rates. Barge rates can be up to 60 percent lower than truck rates, depending on volumes hauled and the terms of contracts signed between the barge company and shippers. The distance is in nautical miles.

Note: qtr. = quarter. mt = metric ton. Avg. = average.

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



# Brazil Soybean Transportation

Table 7. Quarterly truck rates for selected Brazilian soybean export transportation routes, 2022

Route #	Origin <sup>1</sup> (reference city)	Destination	Distance (miles) <sup>2</sup>	Share (%) <sup>3</sup>	Freight price (US\$/mt/100 miles) <sup>4</sup>				
					1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.
1	Northwest RS <sup>5</sup> (Cruz Alta)	Rio Grande	288	6.7	9.56	11.31	10.43		10.44
2	North MT (Sorriso)	Santos	1,190	3.3	7.03	8.61	8.38		8.01
3	North MT (Sorriso)	Paranaguá	1,262	3.1	6.57	8.04	7.83		7.48
4	South GO (Rio Verde)	Santos	587	5.1	6.65	8.15	7.62		7.48
5	South GO (Rio Verde)	Paranaguá	726	4.1	6.79	8.18	8.10		7.69
6	North Central PR (Londrina)	Paranaguá	268	3.4	9.14	10.88	10.52		10.18
7	Western Central PR (Mamborê)	Paranaguá	311	2.5	8.46	10.20	9.87		9.51
8	Triangle MG (Uberaba)	Santos	339	3.3	9.03	10.94	10.18		10.05
9	West PR (Assis Chateaubriand)	Paranaguá	377	4.1	7.91	9.46	8.90		8.76
10	West Extreme BA (São Desidério)	Salvador	535	6.1	7.25	8.61	8.28		8.05
11	Southeast MT (Primavera do Leste)	Santos	901	2.5	6.30	7.87	7.63		7.27
12	Southeast MT (Primavera do Leste)	Paranaguá	975	2.3	6.08	7.45	7.20		6.91
13	Southwest MS (Maracaju)	Paranaguá	612	3.6	6.99	8.00	8.26		7.75
14	Southwest MS (Maracaju)	Santos	652	3.4	6.97	8.41	8.20		7.86
15	Northeast MT (Canarana)	São Luís	1,177	2.0	7.23	7.47	7.14		7.28
16	East GO (Cristalina)	Santos	585	2.1	7.71	9.39	8.97		8.69
17	North PR (Cornélio Procópio)	Paranaguá	306	1.8	7.46	8.86	8.57		8.30
18	Eastern Central PR (Castro)	Paranaguá	130	2.1	11.07	13.55	13.44		12.69
19	South Central PR (Guarapuava)	Paranaguá	204	2.5	10.42	12.38	12.10		11.63
20	North Central MS (São Gabriel do Oeste)	Santos	720	2.6	6.11	7.37	7.19		6.89
21	Ribeirão Preto SP (Guairá)	Santos	314	0.5	7.41	8.71	8.35		8.15
22	Northeast MT (Canarana)	Santos	950	2.5	6.47	7.85	7.63		7.32
23	East MS (Chapadão do Sul)	Santos	607	1.3	6.15	7.35	7.00		6.83

<sup>1</sup>Although each origin region comprises several cities, the main city is considered as a reference to establish the freight price; na = not available.

<sup>2</sup>Distance from the main city of the considered region to the mentioned ports.

<sup>3</sup>Share is measured as a percentage of total production.

<sup>4</sup>Average monthly exchange rate from “Banco Central do Brasil” was used to convert Brazilian reais to the U.S. dollars.

<sup>5</sup>RS=Rio Grande do Sul, MT=Mato Grosso, GO=Goiás, PR=Paraná, MG=Minas Gerais, BA=Bahia, MS=Mato Grosso do Sul, SP=São Paulo, PI=Piauí, MA=Maranhão, PA=Pará, and TO=Tocantins.

<sup>6</sup>In Brazil, there are no published rail tariff rates. Rail rates can be up to 30 percent lower than truck rates, depending on the volumes hauled and the terms of contracts signed between the railroad company and shippers.

<sup>7</sup>In Brazil, there are no published barge rates. Barge rates can be up to 60 percent lower than truck rates, depending on the volumes hauled and the terms of contracts signed between the barge company and shippers. The distance is in nautical miles.

Note: qtr. = quarter. mt = metric ton. Avg. = average.

For more details, on the definitions/calculations contact [esalqlog@esalqlog.esalq.usp.br](mailto:esalqlog@esalqlog.esalq.usp.br).

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



# Brazil Soybean Transportation

Route #	Origin <sup>1</sup> (reference city)	Destination	Distance (miles) <sup>2</sup>	Share (%) <sup>3</sup>	Freight price (US\$/mt/100 miles) <sup>4</sup>				
					1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Avg.
24	Northeast MT (Canarana)	Paranaguá	1,075	2.2	6.42	7.66	7.71		7.26
25	Western Central RS (Tupanciretã)	Rio Grande	273	1.4	8.51	9.92	9.06		9.16
26	Southwest PR(Chopinzinho)	Paranaguá	291	1.8	7.70	10.19	9.76		9.22
27	North MT (Sorriso)	Itaituba	672	5.8	6.99	7.84	7.81		7.55
28	North MT (Sorriso)	Porto Velho	632	6.1	6.43	7.62	7.16		7.07
29	North MT (Sorriso)	Santarém	876	4.4	6.11	7.40	7.21		6.91
30	South MA (Balsas)	São Luís	482	2.1	7.95	9.69	9.23		8.96
31	Southwest PI (Bom Jesus)	São Luís	606	2.4	6.33	8.46	7.81		7.53
32	Southeast PA (Paragominas)	Barcarena	249	1.6	8.42	9.77	9.57		9.25
33	East TO (Campos Lindos)	São Luís	842	1.4	6.05	7.32	7.12		6.83
	<b>Weighted average</b>		<b>587</b>	<b>100.0</b>	<b>7.43</b>	<b>8.90</b>	<b>8.57</b>		<b>8.30</b>
34	North MT (Sorriso)	Rondonópolis (Rail terminal)	382		7.31	9.12	8.50		8.31
35	Rondonópolis MT (Rail terminal) <sup>6</sup>	Santos	1,019		3.70	4.47	4.57		4.25
36	Itaituba PA (Barge terminal) <sup>7</sup>	Santarém	224		4.95	6.63	6.00		5.86
37	Itaituba PA (Barge terminal) <sup>7</sup>	Barcarena	738		2.71	3.32	3.24		3.09
38	South GO (Rio Verde)	São Luís	546		4.97	6.59	6.00		5.85

<sup>1</sup>Although each origin region comprises several cities, the main city is considered as a reference to establish the freight price; na = not available.

<sup>2</sup>Distance from the main city of the considered region to the mentioned ports.

<sup>3</sup>Share is measured as a percentage of total production.

<sup>4</sup>Average monthly exchange rate from “Banco Central do Brasil” was used to convert Brazilian reais to the U.S. dollars.

<sup>5</sup>RS=Rio Grande do Sul, MT=Mato Grosso, GO=Goiás, PR=Paraná, MG=Minas Gerais, BA=Bahia, MS=Mato Grosso do Sul, SP=São Paulo, PI=Piauí, MA=Maranhão, PA=Pará, and TO=Tocantins.

<sup>6</sup>In Brazil, there are no published rail tariff rates. Rail rates can be up to 30 percent lower than truck rates, depending on the volumes hauled and the terms of contracts signed between the railroad company and shippers.

<sup>7</sup>In Brazil, there are no published barge rates. Barge rates can be up to 60 percent lower than truck rates, depending on the volumes hauled and the terms of contracts signed between the barge company and shippers. The distance is in nautical miles.

Note: qtr. = quarter. mt = metric ton. Avg. = average.

For more details, on the definitions/calculations contact [esalqlog@esalqlog.esalq.usp.br](mailto:esalqlog@esalqlog.esalq.usp.br).

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



# Brazil Soybean Transportation

Table 8. Monthly Brazilian soybean export truck transportation cost index

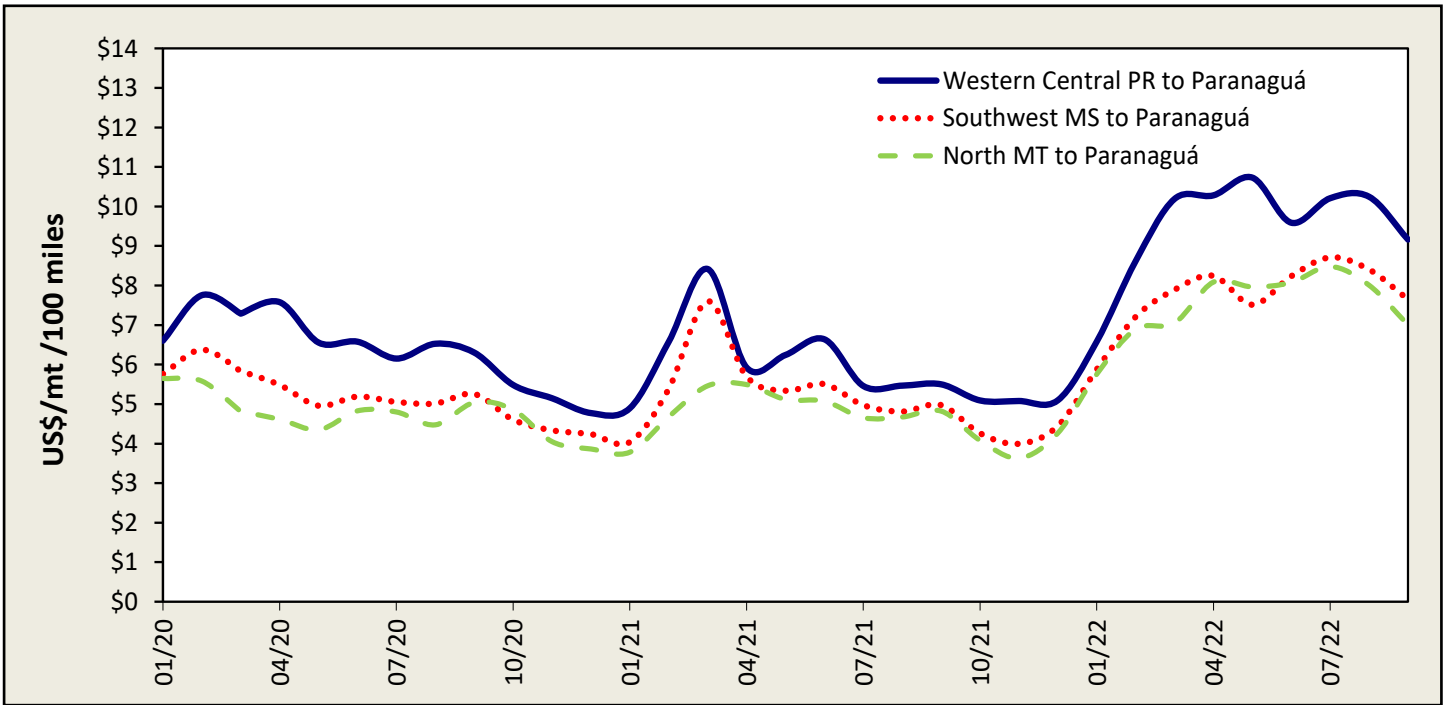
Month	Freight price (US\$/mt/100 miles)	Index variation (%) (Base: prior month)	Index value (Base: Jan-05=100)	Month	Freight price (US\$/mt/100 miles)	Index variation (%) (Base: prior month)	Index value (Base: Jan-05=100)
Jan-15	8.01	0.7	138.15	Jan-19	7.72	7.5	133.13
Feb-15	8.02	0.1	138.29	Feb-19	8.19	6.0	141.15
Mar-15	8.32	3.7	143.44	Mar-19	7.34	-10.3	126.61
Apr-15	9.00	8.2	155.13	Apr-19	7.16	-2.6	123.35
May-15	8.39	-6.8	144.58	May-19	6.73	-5.9	116.02
Jun-15	8.01	-4.5	138.12	Jun-19	6.94	3.1	119.56
Jul-15	7.56	-5.7	130.25	Jul-19	8.33	20.1	143.60
Aug-15	7.38	-2.4	127.15	Aug-19	7.85	-5.8	135.23
Sep-15	6.60	-10.5	113.78	Sep-19	7.09	-9.7	122.17
Oct-15	6.70	1.5	115.43	Oct-19	6.57	-7.4	113.19
Nov-15	7.08	5.8	122.08	Nov-19	6.41	-2.3	110.54
Dec-15	6.76	-4.5	116.56	Dec-19	5.93	-7.5	102.21
Jan-16	6.42	-5.1	110.63	Jan-20	6.03	1.7	103.90
Feb-16	6.73	4.8	115.98	Feb-20	6.76	12.2	116.52
Mar-16	7.79	15.8	134.33	Mar-20	6.20	-8.2	106.95
Apr-16	8.30	6.5	143.05	Apr-20	5.86	-5.5	101.09
May-16	7.28	-12.3	125.43	May-20	5.26	-10.4	90.58
Jun-16	7.16	-1.5	123.51	Jun-20	5.45	3.7	93.95
Jul-16	7.46	4.2	128.64	Jul-20	5.44	-0.2	93.74
Aug-16	7.33	-1.7	126.41	Aug-20	5.41	-0.4	93.34
Sep-16	6.35	-13.3	109.53	Sep-20	5.58	3.0	96.14
Oct-16	5.88	-7.5	101.35	Oct-20	4.97	-10.8	85.71
Nov-16	5.00	-14.9	86.21	Nov-20	4.58	-7.9	78.95
Dec-16	5.47	9.4	94.32	Dec-20	4.32	-5.8	74.39
Jan-17	7.32	33.8	126.20	Jan-21	4.26	-1.3	73.39
Feb-17	9.85	34.6	169.85	Feb-21	5.60	31.5	96.50
Mar-17	10.38	5.3	178.90	Mar-21	6.93	23.8	119.49
Apr-17	9.52	-8.3	164.05	Apr-21	6.20	-10.5	106.96
May-17	8.75	-8.0	150.90	May-21	5.76	-7.2	99.22
Jun-17	8.18	-6.5	141.04	Jun-21	5.87	2.0	101.22
Jul-17	8.74	6.8	150.66	Jul-21	5.09	-13.4	87.70
Aug-17	9.85	12.7	169.76	Aug-21	5.09	0.1	87.81
Sep-17	8.97	-9.0	154.55	Sep-21	5.31	4.2	91.53
Oct-17	8.64	-3.6	148.93	Oct-21	4.49	-15.5	77.36
Nov-17	8.36	-3.2	144.11	Nov-21	4.28	-4.6	73.80
Dec-17	7.23	-13.5	124.63	Dec-21	4.54	6.0	78.26
Jan-18	7.59	5.0	130.90	Jan-22	5.94	30.9	102.42
Feb-18	8.65	13.9	149.04	Feb-22	7.77	30.8	134.02
Mar-18	10.59	22.5	182.61	Mar-22	8.59	10.4	147.99
Apr-18	9.78	-7.7	168.59	Apr-22	8.83	2.9	152.27
May-18	8.96	-8.4	154.45	May-22	9.05	2.4	155.94
Jun-18	8.89	-0.8	153.24	Jun-22	8.83	-2.4	152.18
Jul-18	8.97	0.9	154.58	Jul-22	8.98	1.7	154.78
Aug-18	8.24	-8.1	142.00	Aug-22	8.79	-2.1	151.51
Sep-18	7.24	-12.1	124.78	Sep-22	7.93	-9.8	136.68
Oct-18	7.69	6.2	132.55				
Nov-18	7.51	-2.3	129.44				
Dec-18	7.19	-4.3	123.87				

\*Weighted average is calculated from production-based shares to weigh high-volume routes more heavily than low-volume routes. The share associated with each route is used to define the weight of a given route's freight price in the composition of the monthly weighted export truck freight index.



# Brazil Soybean Transportation

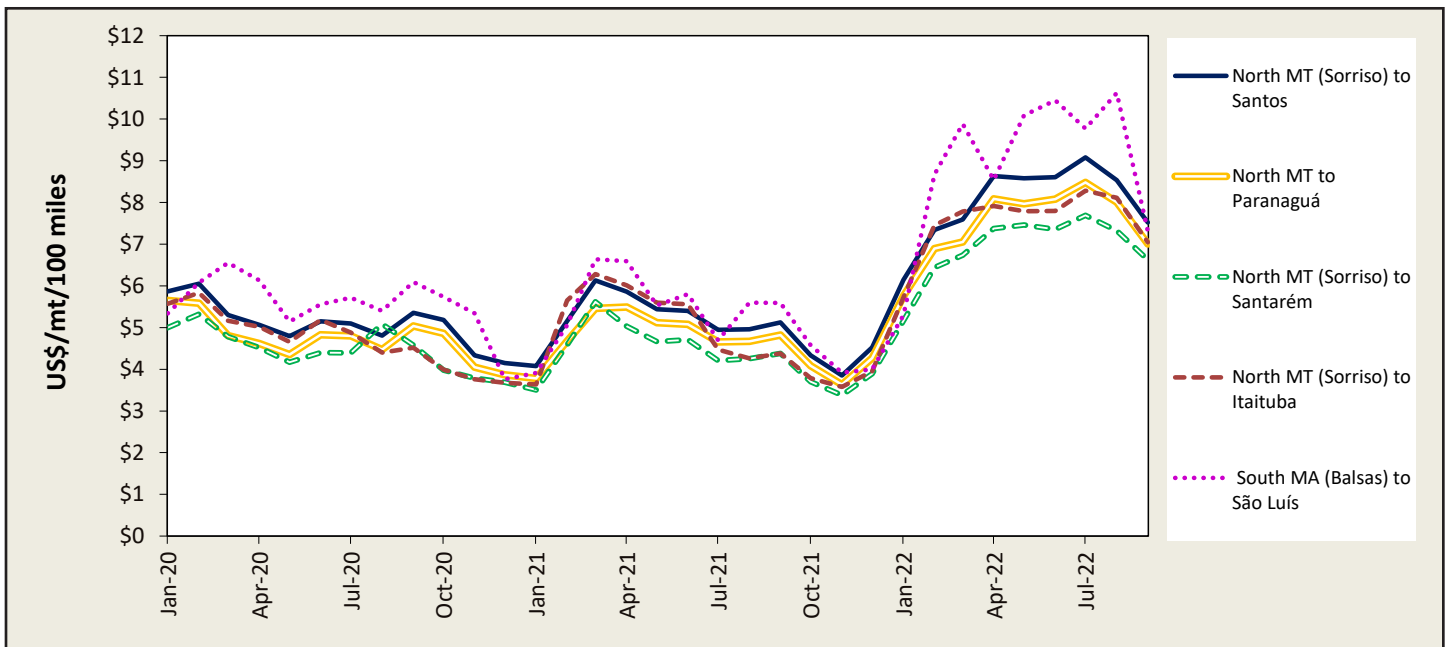
Figure 3. Truck rates for selected southern Brazilian soybean export transportation routes, 2020-22



Note: mt = metric ton. PR = Paraná, MT= Mato Grosso, and MS = Mato Grosso do Sul.

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.

Figure 4. Truck rates for selected north, south, and northeastern Brazilian soybean export transportation routes, 2020-22



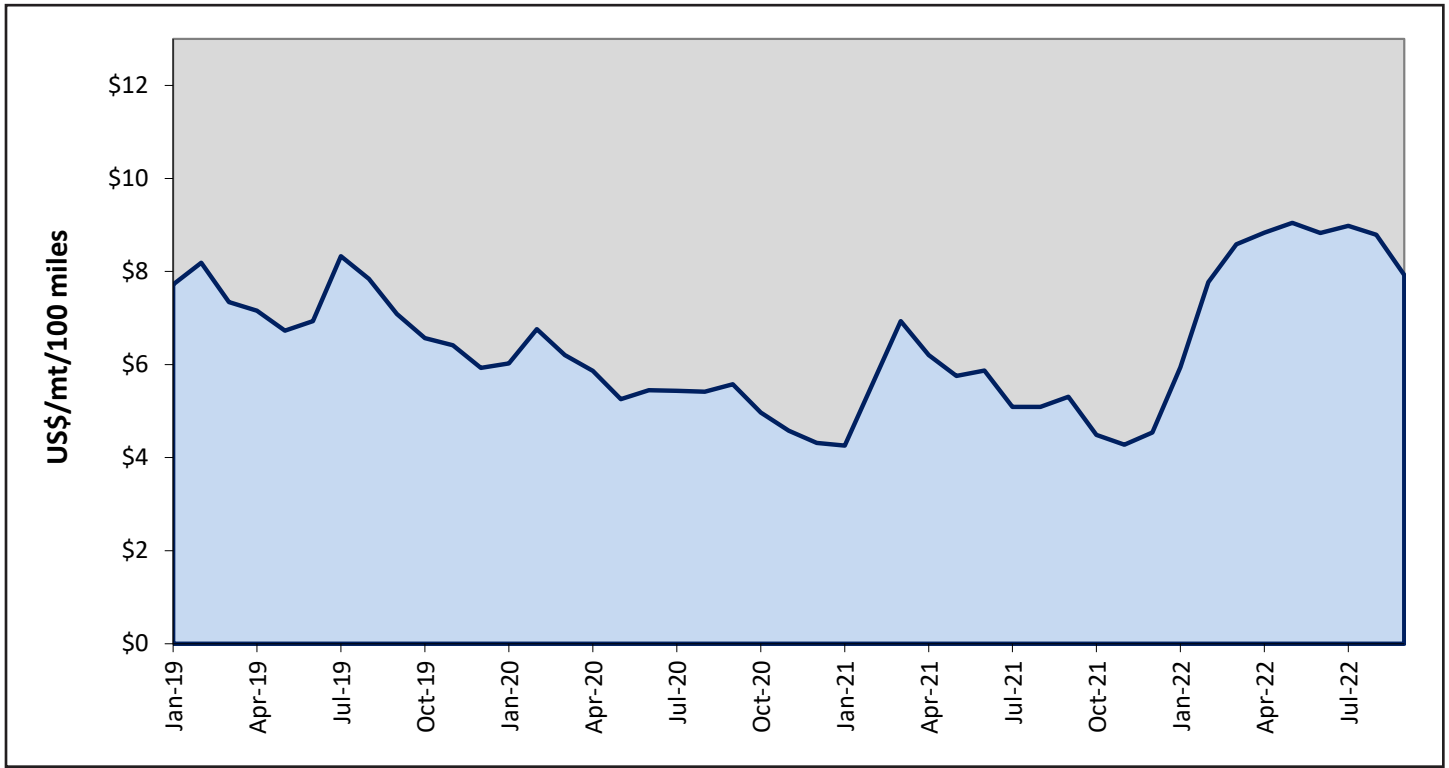
Note: mt = metric ton. MT= Mato Grosso and MA = Maranhão.

Source: University of São Paulo, Escola Superior de Agricultura “Luiz de Queiroz” (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



# Brazil Soybean Transportation

Figure 5. Brazilian soybean export truck transportation weighted average prices, 2019-22



Note: mt = metric ton.

Source: University of São Paulo, Escola Superior de Agricultura "Luiz de Queiroz" (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.





# Brazil Soybean Transportation

**Table 9. Quarterly ocean freight rates for shipping soybeans from selected Brazilian ports to Germany and China (US\$/metric ton)\***

Port	Destination	1st qtr. 2017	2nd qtr. 2017	3rd qtr. 2017	4th qtr. 2017
Santos	Germany (Hamburg)	21.00	24.00	26.00	27.00
Paranaguá	Germany (Hamburg)	22.00	25.00	27.00	28.00
Rio Grande	Germany (Hamburg)	22.00	25.00	27.00	28.00
Santarém	Germany (Hamburg)	21.00	23.60	25.00	26.00
São Luís	Germany (Hamburg)	17.60	20.00	21.20	22.00
Barcarena	Germany (Hamburg)	18.00	20.60	21.80	22.70
Santos	China (Shanghai)	18.50	29.00	30.00	30.00
Paranagua	China (Shanghai)	20.50	30.50	31.00	31.50
Rio Grande	China (Shanghai)	18.00	29.50	31.00	30.70
Santarém	China (Shanghai)	24.00	33.50	31.00	34.50
São Luís	China (Shanghai)	23.50	30.25	31.00	33.50
Barcarena	China (Shanghai)	24.00	33.50	31.00	34.50
Port	Destination	1st qtr. 2018	2nd qtr. 2018	3rd qtr. 2018	4th qtr. 2018
Santos	Germany (Hamburg)	27.00	25.00	24.00	25.00
Paranaguá	Germany (Hamburg)	28.00	26.00	25.00	26.00
Rio Grande	Germany (Hamburg)	28.00	26.00	25.00	26.00
Santarém	Germany (Hamburg)	25.00	22.90	22.50	23.00
São Luís	Germany (Hamburg)	21.00	19.10	18.50	19.00
Barcarena	Germany (Hamburg)	23.00	20.90	20.20	20.00
Santos	China (Shanghai)	32.50	31.00	27.75	30.00
Paranagua	China (Shanghai)	32.00	32.00	28.75	31.00
Rio Grande	China (Shanghai)	33.00	31.50	28.25	31.50
Santarém	China (Shanghai)	38.50	35.50	31.25	34.00
São Luís	China (Shanghai)	37.00	34.80	30.75	33.00
Barcarena	China (Shanghai)	37.50	33.80	32.25	35.00
Port	Destination	1st qtr. 2019	2nd qtr. 2019	3rd qtr. 2019	4th qtr. 2019
Santos	Germany (Hamburg)	23.00	21.50	27.00	31.00
Paranaguá	Germany (Hamburg)	23.00	21.25	27.00	30.75
Rio Grande	Germany (Hamburg)	23.00	21.25	27.00	31.25
Santarém	Germany (Hamburg)	21.00	20.25	25.92	26.50
São Luís	Germany (Hamburg)	18.00	17.10	22.77	23.50
Barcarena	Germany (Hamburg)	19.00	17.85	23.52	24.25
Santos	China (Shanghai)	32.25	30.92	33.25	38.17
Paranagua	China (Shanghai)	33.75	31.42	34.75	39.50
Rio Grande	China (Shanghai)	31.58	30.25	34.25	39.67
Santarém	China (Shanghai)	32.25	30.58	38.25	39.17
São Luís	China (Shanghai)	31.00	30.58	38.25	39.42
Barcarena	China (Shanghai)	32.25	29.92	38.25	39.42

-continued on page 18-



# Brazil Soybean Transportation

Port	Destination	1st qtr. 2020	2nd qtr. 2020	3rd qtr. 2020	4th qtr. 2020
Santos	Germany (Hamburg)	29.25	20.50	24.00	25.25
Paranaguá	Germany (Hamburg)	30.00	21.50	25.00	25.35
Rio Grande	Germany (Hamburg)	29.50	20.75	24.50	25.75
Santarém	Germany (Hamburg)	25.00	16.00	20.75	22.00
São Luís	Germany (Hamburg)	22.25	17.50	25.00	26.30
Barcarena	Germany (Hamburg)	24.00	15.00	20.50	21.75
Santos	China (Shanghai)	35.50	27.08	31.33	31.67
Paranagua	China (Shanghai)	37.25	28.83	33.08	33.42
Rio Grande	China (Shanghai)	37.00	28.58	32.83	33.17
Santarém	China (Shanghai)	36.50	28.08	34.83	35.21
São Luís	China (Shanghai)	36.75	28.33	35.33	35.67
Barcarena	China (Shanghai)	38.50	28.33	36.33	36.67
Port	Destination	1st qtr. 2021	2nd qtr. 2021	3rd qtr. 2021	4th qtr. 2021
Santos	Germany (Hamburg)	31.25	42.70	54.00	52.50
Paranaguá	Germany (Hamburg)	31.00	41.90	53.00	51.50
Rio Grande	Germany (Hamburg)	32.00	43.80	55.50	53.80
Santarém	Germany (Hamburg)	28.65	40.00	50.60	49.10
São Luís	Germany (Hamburg)	33.25	45.90	58.00	56.30
Barcarena	Germany (Hamburg)	28.10	38.90	49.20	47.80
Santos	China (Shanghai)	37.00	50.60	64.00	62.00
Paranagua	China (Shanghai)	38.75	52.40	66.00	64.00
Rio Grande	China (Shanghai)	37.25	51.00	64.75	62.75
Santarém	China (Shanghai)	40.54	55.60	67.50	65.60
São Luís	China (Shanghai)	41.00	56.60	68.00	66.00
Barcarena	China (Shanghai)	42.00	58.20	70.00	68.00
Port	Destination	1st qtr. 2022	2nd qtr. 2022	3rd qtr. 2022	4th qtr. 2022
Santos	Germany (Hamburg)	52.70	55.85	42.60	
Paranaguá	Germany (Hamburg)	51.50	54.60	41.60	
Rio Grande	Germany (Hamburg)	54.00	57.20	43.60	
Santarém	Germany (Hamburg)	49.10	52.00	46.00	
São Luís	Germany (Hamburg)	56.50	60.00	40.00	
Barcarena	Germany (Hamburg)	48.00	50.80	39.70	
Santos	China (Shanghai)	62.00	65.75	48.70	
Paranagua	China (Shanghai)	64.00	67.75	49.00	
Rio Grande	China (Shanghai)	62.75	66.50	50.30	
Santarém	China (Shanghai)	66.00	69.90	56.00	
São Luís	China (Shanghai)	66.20	70.00	56.00	
Barcarena	China (Shanghai)	68.00	72.00	55.40	

\*The rates correspond to the average actual values negotiated between shippers and carriers and qtr. = weighted according to the magnitude of the shipped volume.

Note: qtr. = quarter.

Source: University of São Paulo, Escola Superior de Agricultura "Luiz de Queiroz" (ESALQ/USP), Brazil, and USDA, Agricultural Marketing Service.



# Brazil Soybean Transportation

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## Data Sets (XLS files):

- [Figure 3. Truck rates for selected southern Brazilian soybean export transportation routes, 2020-22](#)
- [Figure 4. Truck rates for selected north, south, and northeastern Brazilian soybean export transportation routes, 2020-22](#)
- [Figure 5. Brazilian soybean export truck transportation weighted average prices, 2019-22](#)
- [Table 1a. Quarterly costs of transporting Brazilian soybeans from the southern ports to Shanghai, China](#)
- [Table 1b. Quarterly costs of transporting Brazilian soybeans from the northern and northeastern ports to Shanghai, China](#)
- [Table 2a. Quarterly costs of transporting Brazilian soybeans from the southern ports to Hamburg, Germany](#)
- [Table 2b. Quarterly costs of transporting Brazilian soybeans from the northern and northeastern ports to Hamburg, Germany](#)
- [Table 3. Quarterly costs of transporting Brazilian soybeans from the southern ports to Shanghai, China, 2022](#)
- [Table 4. Quarterly costs of transporting Brazilian soybeans from the southern ports to Hamburg, Germany, 2022](#)
- [Table 5. Quarterly costs of transporting Brazilian soybeans from the northern and northeastern ports to Shanghai, China, 2022](#)
- [Table 6. Quarterly costs of transporting Brazilian soybeans from the northern and northeastern ports to Hamburg, Germany, 2022](#)
- [Table 7. Quarterly truck rates for selected Brazilian soybean export transportation routes, 2022](#)
- [Table 8. Monthly Brazilian soybean export truck transportation cost index](#)
- [Table 9. Quarterly ocean freight rates for shipping soybeans from selected Brazilian ports to Germany and China \(US\\$/metric ton\)](#)

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## Related Websites:

- [Soybean Transportation Guide: Brazil 2021 \(PDF\)](#)
- Prior Articles: [Brazil Soybean Transportation](#)
- Related Articles: [Grain Transportation Report: August 18, 2022 \(PDF\)](#)

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