



Environmental Technologies Trade Advisory Committee  
(ETTAC)

# **PROFESSIONAL SERVICES AND INFRASTRUCTURE ADVANCEMENT SUBCOMMITTEE**

**MAY 15, 2018**

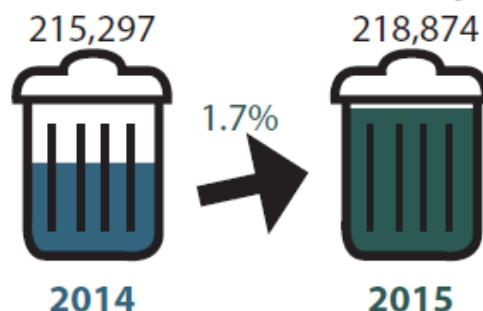
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# U.S. – Brazil Solid Waste Trade Opportunities: Introduction

- **Population greater than 200 million and growing**
  - Over a dozen cities with at least one million residents
- **2015 MSW market revenue of \$8.5 billion**
  - Goods and services needed include: waste collection vehicles, processing equipment, landfill and landfill gas equipment, and environmental and consulting services

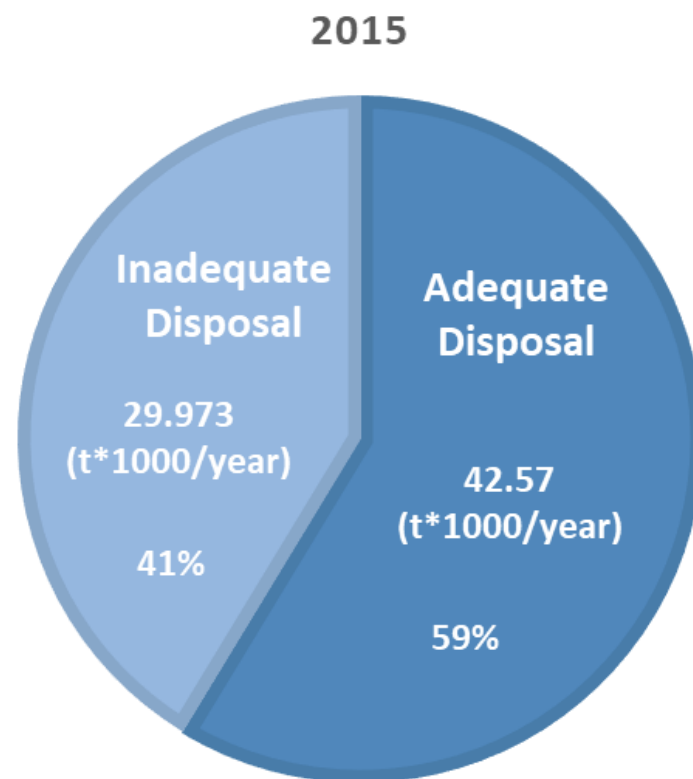
## Total MSW Generation (t/day)





# Brazil's Solid Waste Problem

- **Waste generation increased 12% in 5 years**
- **Only 10 of 26 states have solid waste management plans**
- **30 million metric tons go to more than 2,900 dumpsites and uncontrolled landfills every year**





# Brazilian Trade Barriers

- **Tariff escalation tied to local content requirements**
- **Tendering practices favor domestic businesses over foreign bidders**
- **Local certifications and safety approvals do not recognize international equivalents**
- **Failure to recognize international standards**



# Recommendation: Resurrect U.S.-Brazil Dialogue

- **Resurrect bilateral discussions under the U.S. Brazil Commercial Dialogue**
  - Address trade barriers relating to solid waste and other environmental services
- **Incorporate the recommendations of the 2014-2016 ETTAC charter**
  - Facilitate a series of workshops
  - Address environmental issues
  - Overcome trade barriers



# Brazil Toolkit



- **Quantifies the solid waste opportunities in Brazil; contains additional recommendations concerning capacity building and funding**
- **Recommend Toolkit be distributed to the inter-agency Environmental Trade Working Group**
- **Toolkit format can be used to identify other countries that have similar needs, offer opportunities for American businesses**



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**THANK YOU**

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