# **FUEL ALCOHOL: MARKET & DISTRIBUTION**

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## Overview

The paper gives a general perspective on Brazilian's ethanol production and distribution, related to the "Brazilian ethanol export program". Ethanol has been lately promoted by its environmental benefits comparing to fossil fuels, since fossil fuels has negatively contributed to the world's environment. Brazil is expected to become one of the world's biggest ethanol suppliers due to its natural resources and technology development conditions. However, to be efficiently exported, ethanol requires a logistic structure that has still being developed. Brazilian's fuel distribution was once controlled by the State, being executed by Brazilian oil company, Petrobrás. Recently, the fuel distribution became privatized in the country, and its impacts are the main focus of this paper, overall the role of the distribution companies. This study describes the importance of this kind of service to the ethanol distribution, and its development in Brazil.

#### Methods

The paper was mainly based on review of literature and data collect from statistics centers.

## Results

The development of the logistic structure is difficult because of the high investments required. In Brazil, this service is still being developed, because of the late sector's privatization and recent exposure or demand for ethanol. It is important to notice that this development is being made by two different types of groups. Each group has a different specialization and product knowledge that may increase the service efficiency: firstly, from an energy and distribution company, and secondly, from the ethanol producer.

#### Conclusions

Petrobrás is still the main player on ethanol distribution. By having the monopoly in fuel distribution in the past years, the company acquired an advantage comparing to the new players in constructed structure and market knowledge. It is still difficult to conclude about new players, because of the sector's late privatization, since the available data and information are still scarce. However, it can be inferred that due to the increasing ethanol market conditions, the producer sector is strongly motivated, and already started investing in logistical structure, mainly concerned to the exportation of their product.

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