

**NON-GMO SOYBEAN**  
ORIGINATION PROGRAM  
Ver. 01A





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# AGRIBUSINESS IS IN **OUR D.N.A.**

Descendants of Italians and Germans, the Três and Riedi Bomm families settled in Palotina, west of Paraná, in the 1950s, when they began working in agribusiness. The experience acquired in the origination of grains over the years led Eri César Três and Marco Aurélio Riedi Bomm to join forces to found, in 2012, TresBomm Agri, a company focused on empowering rural producers.

Unlike the competition, which has a vast amount of fixed assets (warehouses and silos) to make the farmer loyal to a pre-established production chain, we favor the producer's infrastructure, supporting their entrepreneurship and independence.

By encouraging this freedom, we enhance the importance of farmers in decision-making, consolidating them as agents of transformation in agribusiness, adding value to their production, reducing costs, increasing competitiveness and, consequently, supplying agricultural commodities and quality food in the domestic and foreign market. Not by chance, in less than a decade, we have become one of the 400<sup>1</sup> largest representatives of Brazilian agribusiness, with a respectable portfolio of customers in Latin America, Africa, the Middle East and Asia.

Connecting local production to the main consumer markets in the world, we identified a growing and promising demand for conventional grains, mainly from Europe and Asia. Therefore, understanding the strategic importance of this market, we decided to establish this program, totally focused on the origination and exportation of conventional food-grade grains. And there is no reason to believe that we will not succeed on this exciting new journey.

Today, Brazil is the largest producer of soybean in the world and Paraná is the second largest producer of non-GMO soybeans in the country. In this context, we are at the epicenter of a promising future, with all the conditions to prevail and compete with the main leaders in the segment. In addition, we have agribusiness in our DNA and, therefore, we know how and what we have to do to get there. It will definitely not be easy, but for over half a century we have been driven by challenges.

Enjoy the reading!



**Marco Riedi Bomm**  
CEO, TresBomm Agri

1. The 400 largest agribusiness companies in 2020 (EXAME, 2020).

2. Soybean production in Brazil from crop year 2010/11 to 2020/21 (STATISTA, 2021).





## ABOUT THE PROGRAM

Since 2019, TresBomm Agri has been originating conventional soybean cultivars produced in Paraná and exporting them to the Japanese market to meet the tofu manufacturing demand, the most consumed soy-based food in the country. In addition to the millenary predilection for oilseed as a source of protein, Japan's initial choice is also justified by the fact that the country was one of the first in the world to ban the use of genetically modified grains in the manufacture of food for human consumption, becoming for decades a world reference for quality and an important showcase for other markets. Therefore, in a market completely dominated by transgenics, the first step was to prospect local farmers willing to produce conventional soybean cultivars.

In the 2019/20 harvest, Brazil used approximately 37 million<sup>3</sup> hectares to produce 125 million tons of soybean, of which Paraná is responsible for 17.8%<sup>4</sup>, second only to Mato Grosso with 52.8%<sup>5</sup>. Of the total area of harvested soybean, only 1.5 million hectares were destined to conventional soybean, whose production was restricted to 5.1 million tons. But why is conventional soybean produced less than transgenic? Because transgenic soybean has facilitated harvesting and greater productivity due to on-board technology, which currently consists of resistance against herbicides and specific pests. That is why in Brazil, in the 2020 harvest,<sup>6</sup> only 21 conventional varieties were grown, compared to 782 transgenic varieties.

Thus, it appears that, although Brazil is the largest soybean producer in the world, conventional grain harvesting in the country is relatively low; and that, due to the rise<sup>7</sup> of the Chinese middle class; increased non-GMO soybean premium<sup>8</sup> (compared to transgenic soybean); increased consumption of sustainable food; and the strengthening of strategic markets such as Brazil, Asia and Europe; there is room for conventional soybean food production to grow in Brazil.

In view of this, several studies<sup>9</sup> indicate that the world market for conventional soybean should, for the first time, surpass the milestone of 100 million tons sold in 2022. It is based on this perspective that TresBomm Agri hopes that producers will gradually adhere to the program. A good example is Mareva Agropecuária, a model farm in the western region of Paraná, which, by joining the program, also began cultivating conventional soybean, generating profit, integrating new markets and adding value to the entire production chain.

Once partnerships are established with local farmers, TresBomm Agri closely monitors the grains to be sourced, from crop treatments to shipping. This means that the company helps in training producers at all stages of the process, ensuring that the results desired by food importers and manufacturers are obtained.

From the properly cultivated, harvested, processed and stored grains, the company also assumes management of all subsequent bureaucratic, phytosanitary and logistical procedures, advising each farmer on laboratory tests, technical procedures and documents that need to be honored so that the production reaches the end customer without a hitch. In other words, all soybean traded undergoes curation within a pre-established governance structure, ensuring maximum quality and traceability.



3. Monitoring Brazilian Harvest Grains (CONAB, 2020).

4. Four Brazilian states produce 87.5% of the Brazilian conventional soybean area (ISL, 2020).

5. Four Brazilian states produce 87.5% of the Brazilian conventional soybean area (ISL, 2020).

6. Embrapa continues to steadfastly pursue high productivity in conventional soybean varieties (EMBRAPA, 2021).

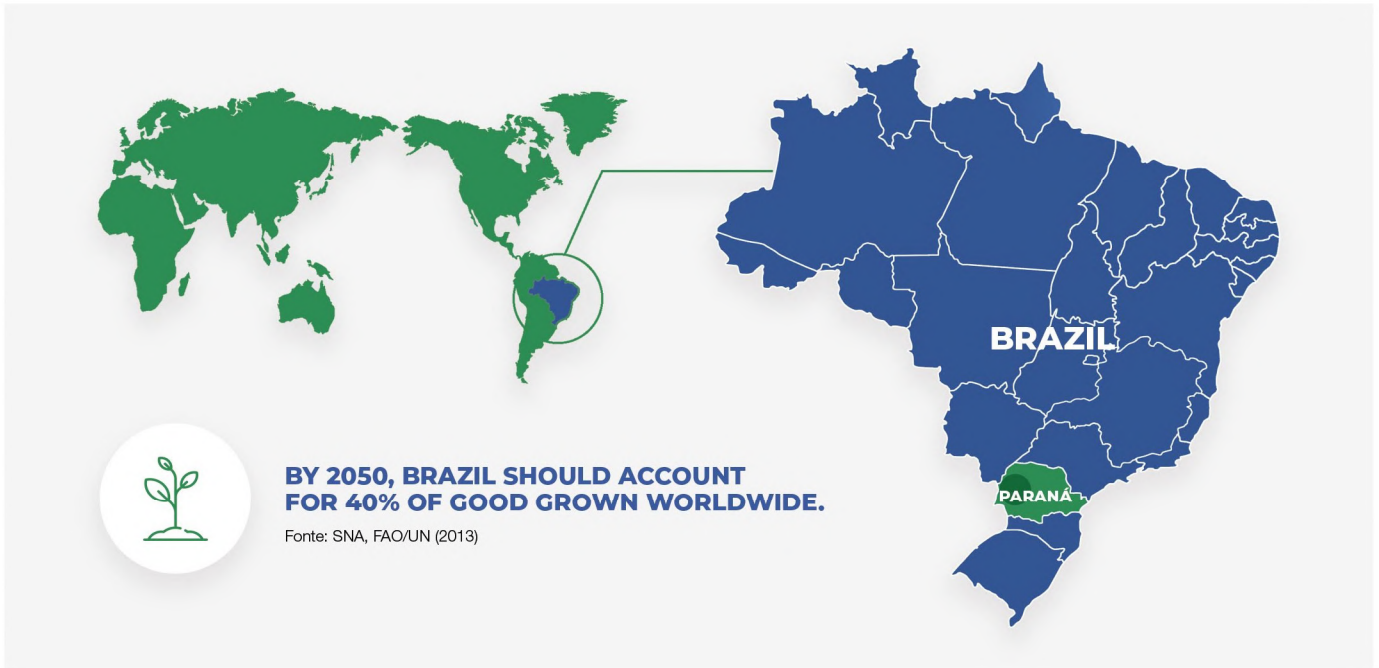
7. China Consumer Report 2020: The Many Faces of the Chinese Consumer (MCKINSEY & COMPANY, 2020).

8. Good premiums encourage conventional soybean planting in MT (ISL, 2020).

9. Global Non-GMO Soybean Market Size, Share, Growth, Trends, Analysis and Forecast (VMR, 2019).

# PROGRAM REGION

As explained, the program has been carried out in the western region of Paraná due to the fact that it is one of the main production centers in Brazil where TresBomm Agri originated. However, it works with the perspective of the adhesion of farmers from other regions, especially if the goal of 10 thousand tons per year is expanded in the long term.



## SOYBEAN OCCUPIES 25% OF THE TERRITORY IN PARANÁ



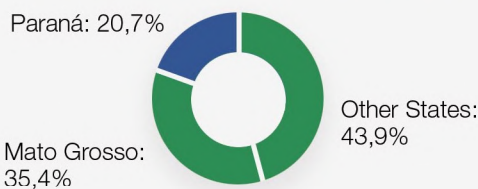
Fonte: IPARDES (2020)

## AGRIBUSINESS IS RESPONSIBLE FOR 33.9% OF THE GDP IN PARANÁ



Fonte: IPARDES (2020)

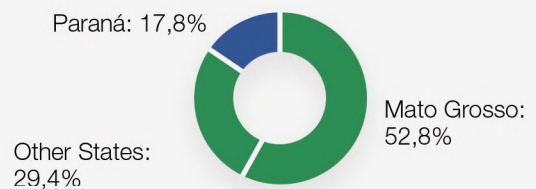
## PARANÁ IS THE SECOND LARGEST SOYBEAN PRODUCER IN BRAZIL



Total: 125 million de toneladas

Fonte: 2019/2020 Harvest (CONAB, 2021)

## PARANÁ IS THE SECOND LARGEST NON-GMO SOYBEAN PRODUCER IN BRAZIL



Total: 5,1 million de toneladas

Fonte: 2019/2020 Harvest (ISL, CONAB, 2021)



# CULTIVATED VARIETIES



## CHARACTERISTICS

### BRS 391

### BRS 511

### BRS 284

Launch:	2020	2018	2009
Biome:	Subtropical	Subtropical	Subtropical
Responsible:	Embrapa Soy	Embrapa Soy	Embrapa Soy
Type of growth:	determined	undetermined	undetermined
Protein content:	38-39%	36,5-37,5%	35,5-36,5%
Protein content (dry basis):	41-43%	39-41%	38-40%
Oil content:	19-21%	21-22%	22-24%
Sucrose content:	1-3%	4-6%	4-6%
Nitrogen solubility:	>82%	>84%	>90%
Molybdenum content:	>9%	>9%	>10%
Hilum color:	light	light	light brown
Acid value:	<1	<1	<1
Average weight (1,000 seeds):	>140g	>160g	>140g
Average plant height:	80cm	95cm	90cm
Branching potential:	high	high	high
Performance in Paraná:	excellent	excellent	excellent

BRS 391 is a conventional soybean cultivar with tolerance to bed bugs and other pests. It has a determined type of growth, medium grains, light brown hilum, light beige tegument, dry base protein content between 41% and 43%, and sucrose between 1% and 3%. The variety has grains that are susceptible to the production of tofu, miso, soy sauce and soy milk.

BRS 511 is a conventional soybean cultivar with resistance against Asian rust and high production capacity. It has an indeterminate type of growth, large grains, light hilum, light beige tegument, dry base protein content between 39% and 41%, and sucrose between 4% and 6%. The variety has grains that are susceptible to the production of tofu, miso and soy milk.

Finally, BRS 284 is a conventional soybean cultivar with high production capacity. It has an indeterminate type of growth, average grains, light hilum, light brown tegument, dry base protein content between 38% and 40%, and sucrose between 4% and 6%. The variety has grains that are susceptible to the production of tofu, miso and soy milk.



# ADVANTAGES OF CONVENTIONAL SOYBEAN

(FOOD STANDARD)



## PREMIUM AMOUNT

Conventional soybean has the highest premium, which, depending on the productivity, quality and quantity exported, justifies the investment.



## DIVERSIFICATION

In addition to the traditional Asian market, we have seen an increase in demand for conventional soybean in Brazil and in European Union countries.



## SUSTAINABILITY

We believe that the increase in global demand for sustainable and non-genetically modified food is an irreversible trend.

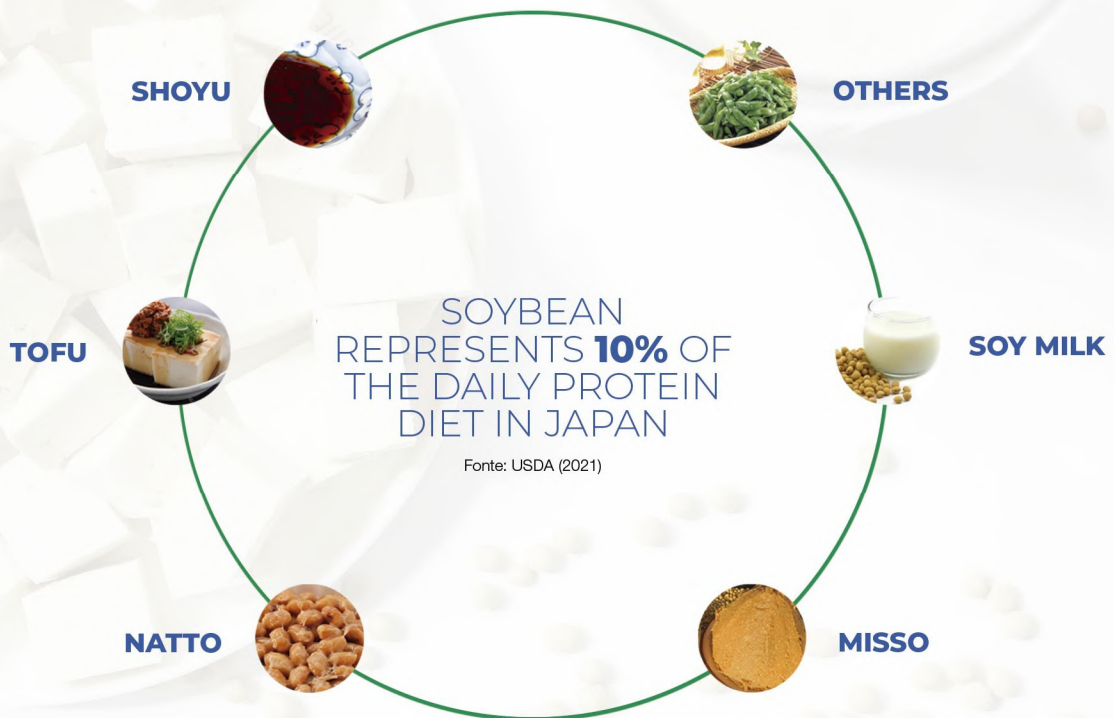


# WE OPERATE IN THE JAPANESE FOOD MARKET

(BASED ON IP FOOD GRADE)

JAPAN REQUIRES ABOUT **1 MILLION** TONS OF  
SOY-BASED FOOD ANNUALLY

Fonte: USSOY (2021)



We are business partners with:





Maintaining soil fertility is a vital issue and closely linked to sustainability and quality of production. For this reason, TresBomm Agri frequently works with the program's partner farmers and agronomists to use no-till, crop rotation, contour levels, fertilization and precision agriculture technologies. How?



## 1. CROP ROTATION

The properties that are part of the program must have a strategic plan for pre-planting cultivation and soil management;



## 2. NO-TILL

Pre-planting cultivation should aim at replacing organic matter (straw) in the soil, without compromising the cleanliness of conventional soybeans during harvest, as well as the replacement of nutrients in the soil's surface layer;



## 3. FERTILIZATION AND MANAGEMENT

Soil management, on the other hand, must aim at the correct drainage of the plots; the supplementation of macronutrients such as nitrogen (N), phosphorus (P) and potassium (K); and the correct distribution of micronutrients such as calcium (Ca), sulfur (S), boron (B), copper (Cu), manganese (Mn), molybdenum (Mo), cobalt (Co) and zinc (Zn).





For TresBomm Agri, the conservation and rational use of water during cultivation is essential, reinforcing the program's commitment to preserving the environment and quality of the non-GMO soybeans produced. In this sense, partner farmers must ensure that their activities do not negatively impact local water resources. How?



## 1. ENVIRONMENTAL REGISTRY

The properties that are part of the program must have the Rural Environmental Registry (CAR)<sup>10</sup> up to date, presenting a plant protection plan for their springs, rivers and lakes, in accordance with the Brazilian Forest Code<sup>11</sup>;



## 2. DEFENSIVE PLAN

Each property must have a pesticide handling plan, preventing herbicides, pesticides and fungicides, as well as their packaging, from coming into contact with water resources;



## 3. GOOD PRACTICES

Finally, good topographic handling practices are required from farmers in order to avoid erosion and, consequently, the deposit of sediment in springs, rivers and lakes.

10. The Rural Environmental Registry (CAR) is an electronic public record, mandatory for all rural properties, whose purpose is to integrate environmental information regarding the status of permanent preservation areas (APP), legal reserve areas, forests and remnants of native vegetation, restricted use areas and consolidated areas of rural properties and possessions in the country.

11. The Forest Code is the law that institutes the general rules on where and how native vegetation of the Brazilian territory can be exploited. It determines the areas that must be preserved and which regions are authorized to receive the different types of rural production.





# PLANTING

The program is particularly concerned with seed purity and germination capacity, replicating successful quality control models from US non-GMO soybean farms. Thus, in respect of the high level of demand of the Brazilian, European and Asian markets, as an originator, TresBomm Agri has been helping to train partner farmers handle seeds and planting techniques. How?



## 1. CONTROLLED ORIGIN

TresBomm Agri indicates to farmers seeds that have a controlled origin, taking into account: a) seed multiplication structure; b) varieties defined by the program; c) purity of materials; and d) germination index above 90%;



## 2. TRANSGENICS TEST (PCR)

When choosing seeds and varieties, PCR<sup>12</sup>(Polymerase Chain Reaction) analyses are performed to verify the purity of the materials. If the contamination by transgenics is confirmed, the seed lot is immediately discarded and exchanged at the seedbed;



## 3. FIELD VERIFICATION

When choosing fields for planting non-GMO soybean varieties, one must check: a) the color of the soil, which should be as sandy as possible to avoid dirt on the grains during harvest; b) the pre-planting crop, considering the remaining straw to avoid dirt on the grains during harvest; and c) the existence of weeds or plants from predecessor crops;



## 4. CLEANING PLANTERS

Finally, before planting and supplying the planters, the machinery is thoroughly inspected and cleaned, using compressed air to blow away all components that may have different varieties of the program or contaminating residues.

12. Polymerase Chain Reaction - PCR is a technique used in molecular biology to amplify a single copy or a few copies of a DNA segment in several orders of magnitude, generating thousands to millions of copies of a given sequence of DNA.





The program's crop handling was prepared by agronomists from TresBomm Agri and were successfully replicated on the partner farmers' properties. Our intention is to provide the best conditions for the growth and development of non-GMO soybean varieties, combining productivity and quality, avoiding the presence of chemical residues and contaminants that are harmful to human health. How?



## 1. CLEANING THE SPRAYERS

Before applying any pesticides, the spray tank is washed to avoid contamination by unwanted chemicals, such as glyphosate<sup>13</sup>;



## 2. WEED CONTROL

After the non-GMO soybeans have germinated, check if weeds emerge in the planting area. If necessary, apply recommended herbicides in the post-emergence phase<sup>14</sup>;



## 3. PROTEIN ENHANCEMENT

To maximize the percentage of protein in the grains, a liquid nitrogen (N) solution is applied during the R5 phase of soybean development<sup>15</sup>



## 4. PEST CONTROL

During the entire grain filling process, any focus of bed bug proliferation is controlled. If necessary, apply recommended insecticides;



## 5. TRANSGENICS TEST (STRIP TEST)

Also during the grain filling process, 50 soybean leaves are collected per plot, which are submitted to a transgenic test<sup>16</sup>(Strip Test) to verify the purity of the material;



## 6. SUSTAINABLE DESECTION

Finally, during the desiccation process, contact herbicides are preferably used. If this is not available, low impact systemic herbicides are used.

13. O Glifosato é um herbicida amplamente utilizado na cultura de soja transgênica para o combate de plantas daninhas, sendo nocivo para a soja non-GMO pela sua ação sistêmica.

14. O programa não permite a aplicação de Haloxifope Metílico durante os tratos culturais, tendo em vista a rejeição desse químico pela indústria de alimentos brasileira, europeia e asiática.

15. Vide "Estágios Fenológicos e Marcha de Absorção de Nutrientes da Soja" através do link: <https://ainfo.cnptia.embrapa.br/digital/bitstream/item/144440/1/FOR-Quadro-ESTADIO-SOJA-FINAL.pdf> (FORTGREEN, EMBRAPA, 2021).

16. O Teste de Tira é o mecanismo mais simples e eficiente utilizado para identificar a proteína expressa por um OGM (Organismo Geneticamente Modificado).

# HARVEST

TresBomm Agri and the program's farmers are concerned with preserving the identity and cleanliness of the grains during harvest, which is why they adopt specific techniques to ensure that there is no contamination by dust, transgenics and other varieties. How?



## 1. HARVESTER CLEANING

Before starting the harvest, a thorough inspection and cleaning of the harvesters is carried out, using compressed air to blow out all the components, eliminating any contaminating residues;



## 2. CLEANING TRUCKS

This thorough cleaning is also carried out on the trucks responsible for transporting the harvested grain to the processing unit;



## 3. SELECTIVE HARVEST

After the machinery has been completely cleaned, the harvest begins at the borders of the plots, whose grains are sent to the transgenic market. The non-GMO soybean harvesting for the food market only begins after the borders of the plots have been harvested;



## 4. HARVESTER CALIBRATION

TresBomm Agri suggests to farmers that they adjust their harvester platforms at a height of 5 inches (between 10 and 15 cm) from the ground to avoid mulching of the predecessor crops and clods of earth that could soil the grain.





# RECEIVING GRAINS

TresBomm Agri ensures the preservation of the identity of the program's grains, as, once again, the entire process is rigorously monitored, completely avoiding contamination by transgenics, other varieties and impurities. How?



## 1. CLEANING WAREHOUSES

Before receiving non-GMO soybeans, all hoppers, wells, pipes, tapes and conveyors are cleaned with brooms, vacuums and compressed air to protect the safety of the process;



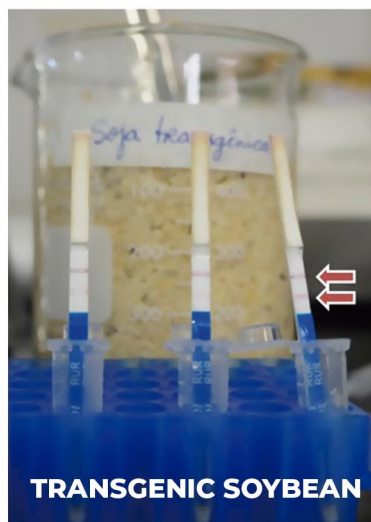
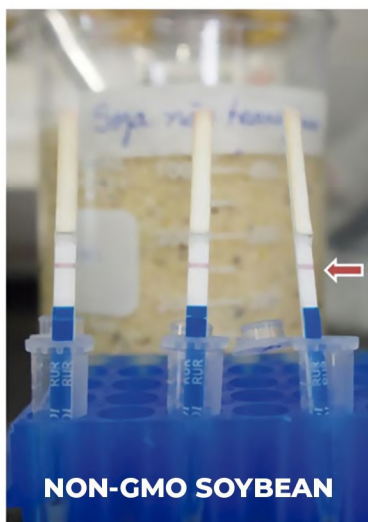
## 2. TRANSGENICS TEST

When weighing the truck, a sample is taken (from at least three different points of the load) for transgenics testing (Strip Test). If contamination is confirmed, the load is eliminated, directing the lot to the transgenic market;



## 3. SAMPLING

500g of the tested sample is saved for each unloaded truck. Every sample is archived for two years, recording the following information: a) name of the non-GMO soybean variety; b) harvest year; and c) cargo number.



# GRAIN PROCESSING

By considering non-GMO soybean a food that will go directly to the consumer's table, TresBomm Agri pays special attention to grain processing. Thus, the company centralizes the soybean drying, cleaning and standardization operations in processing lines approved by the program. This means that all cultivars that go to storage and shipping are specially selected. How?



## 1. PRE-CLEANING

Between receiving and processing, the grains undergo pre-cleaning and, when necessary, through the grain dryer (with low temperature and indirect heat). Storage locations must have an average maximum temperature of 25°C (77°F), in addition to a relative air humidity around 70%;

## 2. TRANSGENICS TEST (PCR)

A sample of the lot is extracted from the silos (designated by variety, year/harvest and origin) and sent for PCR (Polymerase Chain Reaction) analysis. If the contamination by transgenics is confirmed, the lot is eliminated and sent to the transgenic market;

## 3. GRAIN SELECTION

Afterwards, the grains go through the following process: a) Post-cleaning; b) Gravity separator (unsymmetrical); c) Polishing; d) Air column; e) Rotary sieve; f) Spiral selector; g) Electronic selector; and h) Pre-packaging metal silo;

17. Todas as análises PCR do programa são realizadas pelo renomado laboratório Eurofins.





#### 4. BAGGING

In the packaging machine, non-GMO soybean is packed in paper bags weighing 30kg or polypropylene big bags weighing 960kg;



#### 5. TRACEABILITY SEAL

A traceability seal with QR CODE technology is printed on the packages, leading to a bilingual report<sup>18</sup> (English and Japanese) containing the following information:

- a) General information on soybeans: product type, origin, harvest year, variety, sieve size, lot number, package type, net weight and expiration date;
- b) Grain characteristics: oil content, protein content (including dry base and solubility), sucrose (including dry base), average weight of 100 grains, existence of lipoxigenases, visual grain size, tegument and hilum color;
- c) Information on the exporting company;
- d) Information from farmers;
- e) Crop information: list of fertilizers used, list of chemicals used for seed treatment, list of pesticides used, crop photos, precipitation history, air temperature history, solar radiation history and wind speed history;
- f) Report of reference lots with PCR (Polymerase Chain Reaction) results from transgenic and chemical analyses.



#### 6. STORAGE

Por fim, os grãos seguem para o armazenamento, onde são devidamente separados por lotes a partir da variedade, ano safra e origem.

18. O relatório de rastreabilidade fica disponível por tempo indeterminado no site da TresBomm Agri para conferência dos clientes e autoridades.

1. PRODUCT INFORMATION / 産物情報

PRODUCT / 産物	SOYBEAN / 大豆
ORIGIN / 産地	PARANA - BRAZIL / パラナ・ブラジル
CROP YEAR / 収穫年	2021
TYPE / 種類	NON-GMO
ORGANIC? / 有機栽培	YES / はい <input type="checkbox"/> NO / いいえ <input checked="" type="checkbox"/>
VARIETY / 品種	EMBRAPA BR5 391
SCREEN / ふるい	SIZE 5.5 MM / 篩目... 5.5 MM <input type="checkbox"/> SIZE 6.0 MM / 篩目... 6.0 MM <input type="checkbox"/> SIZE 6.5 MM / 篩目... 6.5 MM <input checked="" type="checkbox"/> SIZE 6.25 MM / 篩目... 6.25 MM <input type="checkbox"/> SIZE 6.75 MM / 篩目... 6.75 MM <input type="checkbox"/>
LOT NUMBER / ロット番号	00120202021

Example of the traceability report available via QR CODE



Example of the Big Bag traceability seal



Example of 1kg samples collected and archived



# STORAGE AND SHIPMENT

After processing, the grains are stored in lots in an excellent state of conservation at a controlled temperature and free from moisture, followed by shipment. To do so, we follow the steps below:



## 1. CARE IN STORAGE

All merchandise is stored on plastic or wooden pallets, covered with canvas and away from walls that can transmit moisture. And any product that is dusty, wet or has its packaging torn is immediately discarded;



## 2. INVENTORY CONTROL

During storage, the bags and big bags are counted. Afterwards, the data is passed on to the employee who controls the inventory;



## 3. PEST CONTROL

Storage locations have a pest and insect control plan (frequently audited by TresBomm Agri);



## 4. TEMPERATURE AND HUMIDITY CONTROL

Storage locations must have an average maximum temperature of 25°C (77°F), in addition to a relative air humidity around 70%;



## 5. INVOICE ISSUANCE

During storage, the bags and big bags are counted. Then, the data is passed on to the employee in charge of invoicing for issuing the invoice;



## 6. SAMPLING

For each shipment, a 2kg sample of the shipped goods is collected. Each sample is archived for two years and has the following information: a) name of the non-GMO soybean variety; b) harvest year; and c) cargo number;



## 7. FULL MONITORING

Both transporters and port warehouses must follow TresBomm Agri's instructions<sup>19</sup> to ensure that the non-GMO soybean reaches its final destination within the required specifications, without losses and with the best possible quality.

19. TresBomm Agri makes it a point to monitor and guide the loading of trucks, in addition to the adaptation, fumigation, cleaning and loading of containers (for export).



# SOWING RELATIONSHIPS

For more than half a century, the Três and Riedi Bomm families have sowed relationships, establishing bonds of trust and celebrating partnerships with farmers from Paraná. And for nearly a decade, TresBomm Agri has connected locally grown grains to the world's most important and robust consumer markets.

As stated in this program, it is evident that we are working hard to establish ourselves as suppliers of high quality non-GMO soybean for the national and international food industry. In this sense, it is worth noting that our rigorous quality control was carefully prepared based on the mapping of the procedures successfully established on the farms of the main producing centers in the United States through technical visits, especially in the states of Illinois, Iowa, Ohio and Minnesota.

So, rest assured that by relying on us, you will be ensured special grains, with origin, traceability, wholesomeness, high nutritional properties, and most importantly: respect for the environment. It will certainly be a pleasure to meet your demand with maximum commitment and dedication!



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