



TAYLOR MADE ONLY

OCTOBER 2026



TRACK RECORD AND EVIDENCE

Experience connecting markets and execution.

Bruno de Boer Waskow, Augusto Rodrigues and Marcelo Amaral

Institutional book

Bulk carrier with the ATAYAL STAR name visible on the hull. | Operational records supplied to Taylor.

The path through this book.

An international opportunity brings together two requirements: being understood by the market and having a company prepared to deliver. Bruno, Augusto and Marcelo bring these perspectives together in Taylor's institutional work.

This book brings together profiles, cases and activity records. It presents professional experience and its application to commercial preparation and operational coordination.

03 Complementary experience

04 Bruno de Boer Waskow

06 Augusto Rodrigues

08 Marcelo Amaral

10 ATAYAL STAR

13 Fertilisers

16 Career records

19 Application and Export Program

21 Sources and credits

02 / THREE CAREERS, ONE DIRECTION.

Market and operations in the same conversation.

Augusto shapes the presentation to the market. Bruno connects negotiation to commercial and operational conditions. Marcelo supports the offer, supplier relationships, origination, sourcing and field execution in Brazil.

Augusto Rodrigues

Co-Founder & Chief Strategy Officer at TMO

AREAS OF WORK

Global market expansion · Brand internationalization ·
Commercial structuring · Digital business

Bruno de Boer Waskow

Chief Executive Officer (CEO) · Partner @ TMO

AREAS OF WORK

Global trade and agribusiness advisory · Deal structuring ·
Supply chain intelligence · Shipping and port operations

Marcelo Amaral

Co-Founder & Chief Operating Officer (COO)

AREAS OF WORK

Origination and sourcing · Supplier relationships · Field
execution in Brazil · Operations and project management ·
Contracts and bidding processes · Commodities

Company leadership sets priorities, validates conditions and approves commitments. Connecting these perspectives creates continuity from the offer through decision and execution.

03 / PROFESSIONAL TRACK RECORD

Bruno de Boer Waskow

Chief Executive Officer (CEO) · Partner @ TMO

Bruno works in foreign trade, shipping, port operations, vessel chartering and supply chain. His experience spans different parts of the chain and connects commercial terms with the requirements of execution.

His career includes work at Maersk, CMA-CGM, SuperTerminais and Integration Consulting, as well as general management of SuperTerminais in Manaus, with responsibility for operations, business development, teams and performance. He also has experience in vessel chartering for commodities and project cargo handling.

At Taylor, he brings together product, negotiation, logistics, documents, resources and responsibilities to organize the conditions of each business.



Taylor institutional collection

AREAS OF WORK

Global trade and agribusiness advisory

Deal structuring

Supply chain intelligence

Shipping and port operations

Global Trade & Agribusiness Advisory | Deal Structuring & Supply Chain Intelligence | Shipping & Port Operations Expert

04 / BRUNO DE BOER WASKOW

Negotiation, logistics and the ability to deliver.

01	Integration Consulting	Supply chain consulting.
02	Maersk	Work in supply chain and regional management.
03	CMA-CGM	Branch management and commercial engagement in shipping.
04	SuperTerminais · Manaus	General management with responsibility for operations, business development, teams and performance.
05	Commodities and project cargo	Experience in vessel chartering and project cargo handling.

Chief Executive Officer (CEO) · Partner @ TMO

Global Trade & Agribusiness Advisory | Deal Structuring & Supply Chain Intelligence | Shipping & Port Operations Expert

05 / PROFESSIONAL TRACK RECORD

Augusto Rodrigues

Co-Founder & Chief Strategy Officer at TMO

Augusto Rodrigues is an entrepreneur with experience in positioning, brand development, customer acquisition and commercial organization. His background includes building companies, leading teams and managing marketing and growth projects.

At Taylor, he organizes offers, materials, evidence and engagement to connect a company's capabilities with the market's assessment. His work addresses commercial preparation for companies that need to make their identity, information and ability to deliver verifiable in international settings.



Taylor institutional collection

AREAS OF WORK

Global market expansion

Brand internationalization

Commercial structuring

Digital business

Global Market Expansion | Brand Internationalization | Commercial Structuring | Digital Business

06 / AUGUSTO RODRIGUES

Positioning and business development.

01	Entrepreneurship	Building companies, leading teams and managing marketing and growth projects.
02	Positioning and brands	Brand development and organization of how a company presents its value to the market.
03	Business development	Customer acquisition, organization of commercial processes and follow-through on opportunities.
04	Taylor	Organization of offers, materials and evidence to prepare engagement in new markets.

Co-Founder & Chief Strategy Officer at TMO

Global Market Expansion | Brand Internationalization | Commercial Structuring | Digital Business

07 / PROFESSIONAL TRACK RECORD

Marcelo Amaral

Co-Founder & Chief Operating Officer (COO)

Marcelo Amaral is an executive with more than 30 years of experience in technology, operations, contracts, bidding processes, supplier management, projects and commodities.

He holds a degree in Business Administration from IESB, with postgraduate studies in Event Organization and Management at UPIS and in Judicial Expertise at Faculdade Focus.

At Taylor Made Only, he supports the commercial offer, supplier relationships, origination, sourcing and field execution in Brazil, bringing together production capacity and documentation.



Portrait supplied to Taylor.

AREAS OF WORK

Origination and sourcing	Supplier relationships	Field execution in Brazil
Operations and project management	Contracts and bidding processes	Commodities
Origination, sourcing and operations in Brazil		

Professional profile on LinkedIn

08 / MARCELO AMARAL

Experience and education.

PROFESSIONAL TRACK RECORD

More than 30 years of experience	Technology, operations, contracts, bidding processes, supplier management, projects and commodities.
Taylor Made Only	Co-Founder & Chief Operating Officer (COO). Support for the commercial offer, supplier relationships, origination, sourcing and field execution in Brazil.

EDUCATION

IESB	Degree in Business Administration.
UPIS	Postgraduate studies in Event Organization and Management.
Faculdade Focus	Postgraduate studies in Judicial Expertise.

Career and education as stated in the supplied profile.

09 / CASE FROM THE COLLECTION

ATAYAL STAR

Coordination in the field.

MARITIME OPERATIONS AND GRAIN



Bulk carrier with the ATAYAL STAR name visible on the hull.

Records from Bruno de Boer Waskow's professional archive present the ATAYAL STAR and areas of work in a grain operation in Brazil: people, vessel preparation, documents and cargo movement.

10 / ATAYAL STAR: COORDINATION IN THE FIELD

Recorded participation

Negotiation, coordination of stages, team alignment and cargo checks form the role described for this archive.

BRUNO DE BOER WASKOW PROFESSIONAL ARCHIVE

01	Onboard alignment	People, documents and computers brought together in the vessel’s working environment.
02	Preparation	The hold and deck provide context for the physical structure and preparation activities.
03	Cargo movement	Grain, equipment and workers make the physical execution of the operation visible.
04	Follow-up in the field	Coordination connects the teams in the field with the operation’s information and responsibilities.

11 / ATAYAL STAR: COORDINATION IN THE FIELD

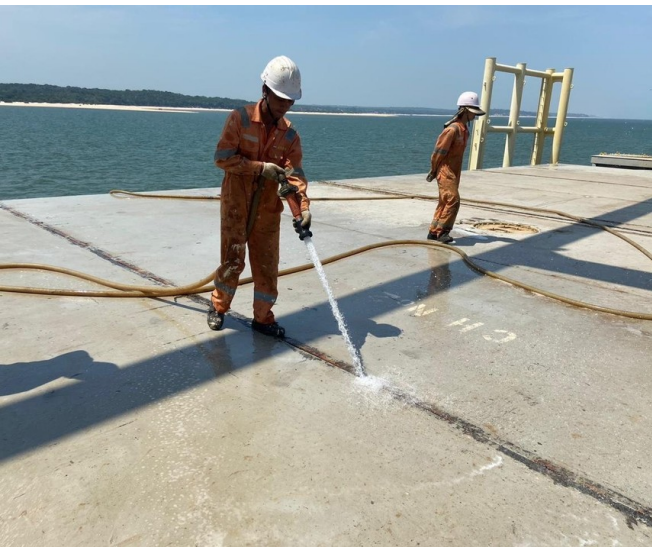
Photographic records



01 / Onboard meeting with people, documents and computers.



02 / Interior of the hold with no cargo visible.



03 / Surface washing on the vessel deck.



04 / Grain movement in the vessel hold.

12 / CASE FROM THE COLLECTION

Fertilizer import

BUSINESS DEVELOPMENT AND OPERATIONS



Team in the operational setting, beside the vessel and port infrastructure.



Bagged cargo on the quay. Frame extracted from the original archive video.

The archive presents a management experience in fertilizer import, identified as a 2022 case. A team on board and bagged cargo on the quay provide context for work in the field.

13 / FERTILIZER IMPORT

Recorded participation

The management role described combined business development, an international calendar and trade fairs, pricing, costing and process coordination.

OPERATIONAL RECORDS SUPPLIED TO TAYLOR

01	Market	Commercial presentation, relationships and organization of international agendas.
02	Pricing and costing	Organization of commercial terms and process costs.
03	Work in the field	Contact with the team, cargo and operational infrastructure.

The chain must support the commitment.

The offer, commercial conditions and delivery capabilities must address the same commitment. In an international chain, decisions about products, resources, logistics and documents affect one another.

- **Product and offer**
Specification, availability and quality.
- **Conditions and resources**
Price, payment, obligations and schedule.
- **Logistics and documents**
Origin, handling, port and records.
- **Delivery and reconciliation**
Monitoring, receipts and closing the cycle.

15 / CAREER RECORDS

Understanding the chain at close range.

Product, storage, handling and people are part of the same chain. Field records show direct engagement with the operational environment and its participants.



Team in a grain storage environment.



Professional visit to Embrapa Soja.

16 / CAREER RECORDS

Engagement in an institutional setting.

Visits and meetings help broaden understanding of the supply chain and markets. These photographs record professional and institutional activity.



Professional visit to COAMBE in Mato Grosso.



Meeting with representatives of the Embassy of Iran, as identified in the book.

17 / CAREER RECORDS

Experience shared with entrepreneurs.

Augusto's track record includes presentations, commercial discussions and business development settings. These records document that activity and engagement with other professionals.



Record of go-to-market consulting for a tool project for the Hotmart platform.

The book identifies go-to-market consulting provided by Augusto for a positioning tool project for the Hotmart platform. The record places his experience at the intersection of product and market.

Connected functions throughout the project.

Company leadership sets priorities, validates conditions and approves commitments. Connecting these perspectives creates continuity from the offer through decision and execution.

	AUGUSTO	BRUNO	MARCELO
01 Assess	Objectives, offer and commercial presentation.	Structure, product, controls and initial conditions.	Production capacity and the supplier base in Brazil.
02 Prepare	Positioning, materials and commercial foundations.	Requirements, documents, responsibilities and budget.	Support for the offer and documentation.
03 Structure	Engagement, proposals and negotiation.	Terms, resources, scheduling and operational interfaces.	Origination, sourcing and supplier relationships.
04 Monitor	Communication, relationships and continuity.	Execution, receipt, incidents and reconciliation.	Field execution and operations in Brazil.

19 / EXPORT PROGRAM

From preparation to the next cycle.

The Export Program connects company preparation to the execution of an approved operation and the assessment of continuity. Each advance depends on current conditions, scope and company decisions.

- | | | |
|----|--------------|---|
| 01 | IMAT | Organise the offer, people, tools and controls to develop export capabilities. |
| 02 | Vessel Ready | Review deliverables, tests, responsibilities and readiness conditions within IMAT. |
| 03 | Vessel ONE | Coordinate the first approved operation, from commercial commitment to delivery, receipt of payment and reconciliation. |
| 04 | Vessel SCALE | Use the cycle record to assess and prepare subsequent business configurations. |

MESA INTERNATIONAL

MESA International supports preparation, execution and continuity. It qualifies opportunities, organizes the analysis and refers decisions to authorized people within the contracted mandate.

Sources and credits.

This book was compiled from accounts, profiles and photographs in the institutional collection supplied to Taylor.

Executive profiles

Editorial evidence book R08; corrected profiles of Bruno de Boer Waskow and Augusto Rodrigues. Both titles and professional specialties supplied by the user on 9 October 2026. Marcelo Amaral's profile and portrait supplied on the same date; career and education stated in the supplied profile.

Cases and photographs

Collection of operations, field records and institutional meetings. Captions identify the available context for each image.

Framework for the work

Taylor institutional content: IMAT, Vessel Ready, Vessel ONE, Vessel SCALE and MESA International.

Records of visits and meetings are presented as professional activity. The organisations pictured are identified from the context of the collection.

CREDIT

Operational photographs: collection supplied to Taylor. Profiles and records: Bruno de Boer Waskow and Augusto Rodrigues archives. Marcelo Amaral portrait supplied by the user. The image of bagged cargo was extracted from an original video.

Edition of 9 October 2026



TAYLOR MADE ONLY

INSTITUTIONAL BOOK

Confidence to negotiate. Structure to execute.

Which capability does your company need to build now? Market, positioning, business development and execution can be addressed as parts of the same conversation.

Talk to Taylor

On the Taylor website, visit [Contact](#) to introduce your company's context and the next step you want to organise.

The World Opens with Trust.