



COSTA RICA

Costa Rica has a population of 4 million in an extension of 19,725 squared miles. Their monetary unit is the Colon with a value of 513 colones to one USD. Their Gross Domestic Product (GDP) per capita (USD) is 11,100 (2005). Their inflation rate is 13.8%. Their main Agriculture products are bananas, sugar, rice, coffee, oranges, flowers, pineapples and potatoes. Its main cities are San Jose, Alajuela, Cartago, Heredia, Punta Arenas and Limon.

Dos Pinos Concentrados

Cooperativa Produccion de Concentrados

Ing. Evelio Viquez Matei

Gerente Produccion de Concentrados

This dairy cooperative is the largest in Costa Rica with 1350 members and has between 50 to 60% of all the dairy cows of this country. Founded in 1949 this cooperative produces according to Mr. Vique one million liters of milk daily and commercializes approximately 400 products. For 2005 they invested 14.5 million dollars in a feed plant that has a capacity of production of 65 metric tons of feed/hour. They purchase, store and manufacture feed for their milk production. Dos Pinos reportedly processes about 80% of the industrial milk in Costa Rica with an annual sale of 280 million USD.

The cooperative's feed plant produces 14,500 metric tons/month of dairy concentrate or 174,000 metric tons per year which is close to 80% of all the dairy feed production of Costa Rica. This dairy concentrate has DDG'S of the Golden Variety with 30% protein according to Mr. Vique and is included at a 15 to 17% level in the ration. They also use Soybean meal produced from Costa Rica at an 8% level using 1,300 metric tons per month.

Eight years ago they brought cottonseed meal from Nicaragua and whole cottonseed from Texas but are not using these cottonseed products at the moment. Nicaragua is trying to reestablish its production of cottonseed products to significant levels as in past years but has not done it yet according to experts in Central America. Dos Pinos is more interested in cottonseed meal than cottonseed, according to Mr. Vique and if they would buy whole cottonseed they would sell it directly to their members so they could give their cows 1 to 2 kg per animal.

Dos Pinos would include 5% of cottonseed meal in their dairy ration and would consider its use in all of Costa Rica that produces two millions liters of milk per day. Mr. Vique also pointed out that they are interested in buying cottonseed hulls. They are using soybean meal hulls pelleted at the moment at 3,100 met tons every two months. The port of export would be New Orleans. .

According to Mr. Vique they would be taking a tour in March of 2007, of Mexico's dairy production sites and also will possibly visiting the U.S. with the same purpose. This company is very knowledgeable about cottonseed products and its use and was significantly interested in the use U.S. cottonseed products.

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The Costa Rican dairy industry plays a major part in their Agriculture with Bovine beef cattle playing a lesser role although they export beef to regions as Puerto Rico. The annual milk production has had a constant increase from 538 million liters in 1995 to 785 million in 2003. For 2004 there was a slight decrease to 752 million and for 2005, 767 million of liters were reported by the USDA Foreign Agricultural Service in Costa Rica. This country is considered self sufficient in milk production. For a long term outlook milk production is uncertain due to increasing high input costs in fuel and feed and a tendency by some dairy producers to turn to better profit margin businesses as the production of pineapple according to their report.

It is also reported that approximately 70% of the dairy farms produce in an area less than 50 acres and according to their most recent census (2000) of the total of 38,241 farms that have cattle, 40% of these farms produce milk of which 55% were dual purpose (7,947 farms) and 45% (6,408 farms) are specific milk producers. These cattle population was estimated at 222,879 dual purpose cows and 162,001 cows for specific milk production. Breed composition for all cows were 65% for Holstein and Crossed, 30% for Jersey and crosses and 5% for other breeds.

According to these Embassy's specialists there is a Tariff of 6% on U.S. cottonseed meal and 1 % in whole cottonseed. If Nicaragua starts producing significant amounts of cottonseed products they would have a preference of their products over other countries with no tariffs due to previous trade agreements with this country. They also reported a total of 1.5 million cattle. Costa Rica also imports whole soybean 500,000 metric tons, between 220,000 metric tons of corn per year and DDG's.

PIPASA

Johanna Alvarado Villalobos

Gerente de Materias Primas

This company was interested in buying cottonseed meal at a level of 10 metric tons per month in Costa Rica. They produce 35 metric tons/ week or 150 met tons/month of feed for bovines' equivalent to approximately 2000 met tons/ year.

Concentrados Para Animales

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Jorge Jiménez

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According to Mr. Jorge Jimenez they produce 1,150 metric tons per week of which 50% is for poultry, 25% for swine and 12% for bovines. This for a year is 55,200 metric tons. He also mentioned that Costa Rica produces 18,500 metric tons of dairy feed per month or 222,000 metric tons per year. They are using DDG's but initially they had problems with the quality of the product they were receiving but at the moment there is no problem. U. S. cottonseed meal would be use at a 5% level if they included in their dairy feed concentrate according to Mr. Herrera.

Summary

With more than 50 % of the dairy cattle under their control the Cooperative Dos Pinos would be the major focus for importing cottonseed products as cottonseed meal, cottonseed hulls and whole cottonseed into Costa Rica. This company by itself represents a real market of 8,700 metric tons per year of U.S. cottonseed meal and 18,000 metric tons of a potential market for cottonseed hulls pelleted. For all of Costa Rica the potential market for U.S. cottonseed meal is estimated at 11,000 metric tons/year.

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