

Alimentos LARRO
Industrias de Nata S.A
Grupo Calesa
Ing. Susset Dager
Gerente de Producción.
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Panama has a population of about 3 million in an extension of 46,920 squared miles. Their monetary unit is the Balboa equivalent to one U.S. Dollar and the dollar bill is used almost 100%.

Group Caleza a corporation of 7 major companies of Panama was revisited. It is composed of a sugar company, named Estrella, a rice producer with the Oro and Premier brands, a shrimp producer in Coclé with 3000 Hectares, a feed plant named Industrias de Nata, a Dairy Cooperative in Chiriqui, a buyer group named CINSA and a swine and cattle company of the Cebu breed in Coclé. In their feed plant, 80% of the feed goes for Aquaculture, 30 % for feedlot, swine, broiler, horses and dairy cows. Their monthly production is 10,000 metric tons per month or 120,000 per year. According to the technicians in Industrias de Nata (Feed Plant) they produce a concentrate for dairy cows of 12% crude protein with a volume of 8,000 quintales monthly or 174 metric tons that have dropped recently. The concentrate is made of Rice polishings, soybean meal, DDG and corn. This Company is considered to have a potential market of 5,000 to 10,000 metric tons per year of U.S. cottonseed meal or a market value of 2 million dollars for Aquaculture and bovines mainly. Their main market at the moment is not bovines but shrimp. According to Ing Susset, Shrimp has a limitation with fiber consumption which could inhibit U.S. cottonseed meal digestion because of its fiber content. Therefore a trial could be performed in their research facilities but until March of 2009 when the Shrimp season begins.

According to Ing. Susset Dager they want to be a more significant part of the Dairy Cow feed market of Panama. They reported that the main market in this sector is in the 20 lbs. of milk production herds which have most of the dairy cow population of Panama. A specific number of cows in this sector were not mentioned. Within this group, the concentrate previously mentioned is consumed between 6 to 7 lbs per dairy cow. They are in the process at the moment of starting a trial that will include around 100 cows (the number is not definite yet), according to Ing. Leopoldo Correa. The objective is to feed them a concentrate that will strongly compete in the market and include U.S. cottonseed meal. The level to be used has not been defined but it is estimated that will be between 10 to 20% of the concentrate. A small sample of U.S. cottonseed meal was brought to their feed plant and was considered by them that it could also help the texture of their original concentrate.

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