

Panama



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. It can be observed that dollar bills are used almost 100%. Their Gross Domestic Product (GDP) per capita (USD) is 7,200 (2005). Their main Agriculture products are bananas, sugar, rice, oranges, coffee and tobacco. Its main cities are Panama City, San Miguelito and David.

Empresas Melo, S.A.
Sarasqueta y CIA
Daniel Céspedes F.
Gerente General

The company Sarasqueta produces 10,000 metric tons of feed per month or 120,000 per year were 95% is for poultry purposes and 5% is for bovine milk and beef (dual purpose cattle). They produce 6,500 metric tons of broiler feed and would introduce a 5% level of cottonseed meal in this feed equivalent to an approximate 4,000 metric tons/year of cottonseed meal in broiler and 1,000 metric tons for their dual purpose cattle with a dollar value of 1 million dollars for this one company. They presented literature on cottonseed meal use in broilers which had been sponsored by NCPA in previous years. Mr. Cespedes also mentioned Nick Dale, professor, who has done research on cottonseed meal on broilers also sponsored by NCPA. At the moment they are receiving soybean meal at 225 dollars per metric ton and considered that if market conditions permit it, according to their computer ration formulation program, they would use U.S. cottonseed meal at 190 dollars per metric at a 5% level. They would like more information on laying hen use of cottonseed meal in order to avoid the discoloring of the yolk that occurs when feeding cottonseed meal. Dairy cows in Panama according to Mr. Cespedes produce 16 to 20 lbs of milk with some producing up to 45 lbs.

Alimentos Larro
Industrias de Nava S.A
CALESA-INASA-GEGRACO
CAMACO-SECOSAS-CASA
Ing. Carlos del Pozo
Gerente General

Grupo Caleza a corporation of 7 major companies of Panama, a sugar company, named Estrella, a rice producer with the Oro and Premier brands, a shrimp producer in Cocle with 3000 Hectares, a feed plant named Industrias Nata, a Dairy Cooperative in Chiriqui, a buyer group named CINSA and a swine and cattle company of the Cebu breed in Cocle. In their feed plant, 70% of the feed goes for Aquaculture and 30 % for feedlot, swine, broiler and horses. Their monthly production is 10,000 metric tons per month or 120,000 per year. They will be importing soon Blood meal for their cattle production and were very interested in bringing U.S. cottonseed meal and Whole cottonseed. Mr. Del Pozo mentioned that they could start importing immediately by sea with 4 containers, 2 of cottonseed meal and 2 of whole cottonseed as an initial test. This company is considered to have a potential market of 5,000 to 10,000 metric tons per year or an equivalent market value of 2 million dollars.

Nutricion Animal S.A.
Ing. Manuel Donato Jimenez
Gerente General

This company did not show such a strong interest in cottonseed products as the two previous mentioned. Information was given on how to use U.S. cottonseed meal in bovines .

Summary

It is considered that the immediate potential market in Panama is of 2 million dollars and 10,000 metric tons per year of cottonseed meal with a much larger potential in the near future for the first two companies mentioned. Their strong interest was demonstrated by wanting to order U.S. cottonseed products immediately. The U.S. cottonseed meal that would be imported would not just be used for cattle purposes but also for poultry in broilers.

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