

Puerto Rico



Self –governing commonwealth in association with the United States. Their monetary unit is the U.S. Dollar. Their Gross Domestic Product (GDP) per capita (USD) is 18,600 (2005). Their population is about 4 million and their main Agriculture products are milk, poultry, vegetables, coffee, pork, beef and others. Its main cities are San Juan, Ponce, Caguas, Mayaguez and Arecibo.

The number of cattle is estimated about 400,000, cows 170,000, heifers 100,000, bulls 90,000 and calves 50,000. There are approximately 85,000 dairy cows. Their dairy population has been decreasing from a total of 100,000 that existed 10 years ago. The dairy farm or vaquerias as they are called in Puerto Rico have been also decreasing from 400 to 370 at the moment. This has resulted in an increasing of cows per herd to 240 per vaquerias for 2006. Beef Cattle numbers have been decreasing at a larger rate. Dairy production still remains competitive and beef production tends to decrease due to considerable competition from outside markets. Most feed ingredients are brought into Puerto Rico by ship therefore bulk vessel unloading capacity is important in selling dairy feeds to the vaquerias. Also since Puerto Rico is a very small island transportation time by road from one extreme of the island to the other would be probably around four to five hours.

Federación de Asociaciones Pecuarias de Puerto Rico

Antonio J. Sisco

Presidente Ejecutivo



Fig.1

According to Mr. Sisco they had checked in previous years the possibility of using cottonseed meal instead of soybean meal through their computer formulated programs and apparently it wasn't economically feasible at the time but he considers that if market conditions allow he would use it. Mr. Sisco also mentioned that they produce 150,000 metric tons of feed per year, were 75% is pelleted and 75% goes to dairy or 112,500 metric tons. The concentrate in a pelleted form is giving to the cows at milking time in the milking parlor. Holstein cows produce between 33 to 37 lbs according to Mr. Sisco. He considers that their dairy population is 150,000 animals including heifers and small calves. The Federation is located in the South West of Puerto Rico at Mayaguez and has bulk vessel unloading capacity at their plant (Fig.1)

This plant is considered to have a potential of buying 11,000 metric tons of US meal per year at a level of 10% use in their dairy cow pelleted ration. It is also considered that continuing focusing through marketing strategies in this company will turn out positive results in the near future due to the attitude and interest shown by Mr. Sisco.

Nutrimix
Nutrients Feed Company Inc.
Agro. Damian Rivera
Gerente General

This company located about one half hour from San Juan and two from Mayagues, produces 180,000 metric tons of feed per year with two feed plants. According to Mr. Rivera they are the largest provider of feed products to the dairy industry of Puerto Rico. The dairy sector is their main client. They also have a vessel unloading capacity. This company is owned by four associates were the president is Mr. Rivera. According to him they produce a TMR or Total Mixed Ration in their Cataño plant that includes Alfalfa, whole cottonseed and flaxed corn. They consume 3,000 metric tons of DDG's every four months or 12,000 metric tons per year. They are consuming soybean meal at the moment but were very interested in using US cottonseed meal. According to Mr. Rivera they produce 4,000 metric tons of a dairy concentrate that is a pelleted ration of 18% protein based on corn, soybean meal, wheat middling, DDG's, rumensin and a mineral mixture. He also considers that the feedback they have gotten from their clients has helped them significantly with their marketing. This plant is considered to have a potential of buying 5,000 metric tons of US meal per year at a level of 10% use in their 18% pelleted dairy ration.

Master Mix of Puerto Rico Inc.
Reinaldo Rivera Portalatin
Gerente de Ventas

This company located about one hour and a half from San Juan is considered one of the four main feed manufacturers of Puerto Rico along with Pan American Grains, Nutrimix and Federation of Associations. These last two already mentioned. Considerable questions were asked for a combined use of cottonseed meal and whole cottonseed in dairy rations and possible toxicity levels. Various literatures were given to illustrate the better use of US cottonseed meal in diary rations mainly from the Mexican Market promotion program. They would probable use cottonseed meal in their rations if market conditions allow but seemed a little hesitant compared to Master Mix and Federation.

Summary

It is considered that the main focus should be on Master Mix of Puerto Rico whose main offices are located at Cataño and the Federation of Associations located at Mayaguez with a real combined potential market of 15,000 metric tons per year and a market value of 3 million US dollars per year. Their interest, future objectives, vessel unloading capacity, logistics were considered on this recommendation.

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