

PRODUCER

Collector	Introducer	
	Slaughterhouse	
	Intermediary	
SUBPRODUCTS	OFFALS	CARCASS
Bone meal		Supermarkets
Blood meal	Offal wholesale	Hotels & restaurants
Meat meal		Public markets
Industrial process	Offal retail	Butchers
	CONSUMER	

Source: SARH

The collector usually collects cattle from small producers to take to the slaughterhouse. The role of the introducers is to receive the truckloads of live cattle at the slaughterhouse, await the carcass, skin and offals at the other end, and distribute them to their customers for their transformation and/or sale. They usually pay the producer cash for the cattle and cover slaughterhouse fees (\$2053 pesos (Cdn c80) per head of beef, \$958 pesos (Cdn c37) in the case of pork). They charge the producer a 3% commission on each operation. Very often they act as financiers for their customers, who pay on average within 8 to 30 days. Presently the role of the introducer is viewed as a "necessary evil" basically because there are not enough slaughterhouses in the vicinity of the producers and in this way the producer relies on the introducer to receive the trucks at the slaughterhouse and also to distribute the product without having to take care of it himself. At the same time, the butchers rely on the introducers for temporary financing. Some producers, in particular the large ones located in the North and in the states of Veracruz, Tabasco and Jalisco, have integrated a slaughterhouse at the production site, thereby circumventing the need for the introducer and at the same time reducing their transportation costs by using refrigerated trucks to transport up to 50 carcasses, rather than the traditional 10 head of live animals, to the large consumer centers. At the retail level, many butchers rely on additional intermediaries to choose their meat without having to go to the slaughterhouse themselves to do so. Out of the total retail price, it is estimated that 30% corresponds to the producer, 22.5% to the introducer and 47.5% to the butchers.