

## **SURTIMEX**

*Surtimex* is dedicated to the retail sector with sales in the order of US \$20 million. The company covers three major markets: Mexico City, Monterrey and Guadalajara. It also has subdistributors in other parts of the country. It is associated with *Labatt México*, which distributes to the food service sector. Although it has limited refrigerated storage, it has access to *Labatt's* facilities when needed. It operates a fleet of 12 trucks and caters mainly to the large supermarket chains.

*Surtimex* imports processed deli-products as well as frozen and fresh pork, mainly from U.S.-based John Morell. Products include pork ribs, pork shoulders, bacon, entrecôte, loin and sirloin. Imports amount to about one full truckload (FTL) per month. Prospects for imports from Canada would depend on the availability of less-than-truckload (LTL) quantities of high-quality products.

## **OBRADOR DE TOCINERÍA Y SALCHICHONERÍA DONFER**

*Obrador de Tocinería y Salchichonería Donfer* is a Mexican processor of deli-products. It is part of a group that manufactures the *Riojano* and *Alpino* brands as well as a variety of private brands. It operates its own refrigerated warehouse. Although it is primarily a manufacturer, the company imports some products to round out its lines. It imports fresh and frozen bacon, ham and frozen pork shoulders as well as *lomo*, pork loin. About 20 percent of its imports are from Canada.

## **GOVERNMENTS**

A variety of government entities purchase food products, including pork, for meals in government institutions. There are also a large number of retail outlets operated for use by government employees. Purchases are usually by formal tender.

Most producers and processors are hesitant to sell to government entities because of widespread corruption, lack of adequate storage and delivery infrastructure, late payments, and high levels of employee theft.