



MARTEX FARMS' MANGOS: From Puerto Rico to the World



Veny L. Marti
VP Operations and Partner

MARTEX FARMS



- Martex Farms is a family owned business established since 1989 dedicated to the growing, processing, packing and shipping of **TROPICAL FRUITS** and **PLANTS**.



TROPICAL FRUITS & PLANTS

**MARTEX
FARMS**

SANTA ISABEL, PUERTO RICO

MARTEX FARMS



- 2,500-acre operation located in the Santa Isabel and Juana Diaz valleys in the Southern coast of Puerto Rico.
- 4 Farms
- 350 Direct Jobs (high-season)
- 85,000/sf Pack House
- Forced Air Pre-Cooling Storage
- 12 Banana Ripening Rooms
- Processing Plant



TROPICAL FRUITS & PLANTS

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MARTEX FARMS

- Weekend Farm to Major Agri-Business
- World Class Team – Not your typical farmer
- Highly mechanized agriculture
- State of the art Agro-Technology
 - Advances in floral induction allow competitive advantage.
 - In-Vitro plant reproduction provides higher yields.
 - Varietal Research for tomorrow's products.



OUR PRODUCTS

- 71% MANGO
- 18% BANANA
- 7% ORNAMENTAL PLANTS
- 2% AVOCADO/OTHERS
- 2% PROCESSING PLANT



TROPICAL FRUITS & PLANTS

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MANGOS – Export Markets

MANGO from Puerto Rico to the World

- Leading mango grower in Puerto Rico with over 80,000 trees of **KEITT** variety with complementing orchards of **PARVIN** and **PALMER**.
- A yearly production of over **13 million pounds of fruit**.



TROPICAL FRUITS & PLANTS

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MANGOS – Export Markets



- Under the *Pango Mango* and *Tropi Mango* brands Martex exports 93% of its mango production to:
 - United States
 - United Kingdom
 - France
 - Spain
 - Belgium
 - Holland
- Martex caters to the **retail**, **processing** and **ethnic markets**.



OUR STRENGTHS!

Keitt Premium Variety

We grow mostly **KEITT** (80%) with complementing orchards of **PARVIN** and **PALMER**. We are purposely committed to the **KEITT** variety, with their evergreen color skin and reddish blush because it offers:

- **Fibrousless Taste** – Inside, a beautiful lemon yellow, non-fibrous flesh
- **High Brix Content** – Excellent mild sweet taste
- **Long Shelf Life** – Upward to 21 days
- **Higher Net Yield to the Consumer** – More fruit with its small seed
- **Large Sizes** – Ranging from 5 to 12



OUR STRENGTHS!

Long Season

- Probably the only farm in the world with a **12 month mango production.**

PRODUCT		MONTH											
	BOX	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Mango	4 Kg	Yellow	Yellow	Green	Green	Red	Red	Red	Green	Green	Yellow	Yellow	Yellow
Green Cooking Mango	50 Lb	Red	Red	Red	Red	Green	Green	Green	Yellow	Yellow	Yellow	Yellow	Green
NONE		LOW				MEDIUM				HIGH			

OUR STRENGTHS!

Turning Regulation into a Competitive Advantage

- Martex is located in Puerto Rico and as a USA territory it fully complies with all **USDA, EPA, OSHA, Labor Department** and **Federal** regulations.
- Martex is also, **GlobalGAP (EurepGAP), TESCO Nature's Choice** and **M&S Field to Fork** certify since 2001.
- First mango farm in the world to be EurepGAP certified.



OUR STRENGTHS!

Control of Fruit from Tree to Market

- We sell only what we grow
- Being growers/exporters allows us to control growing cycle
- Process the fruit from tree to container in under 12 hours
- Pre-cooling system to keep cool chain from packing to destination
- Have reliable information as to supplies
- Full traceability of each box



LOGISTICS



European port in 9-10 days (Port-to-Port)

- High-cube 40ft reefer (20 pallets)
- Weekly to: Antwerp (Belgium)
- Bi-monthly: Valencia (Spain), Livorno (Italy)

USA port in 3-5 days (Door-to-Door)

- High-cube 40ft reefer (20 pallets)
- Weekly Schedule to: Port Elizabeth (NJ), Jacksonville (FL), Port Everglade (FL), Houston (TX)

Transportation was once a strength that recently has become one of our biggest challenges.

Healthy Trees...
Premium Fruit...
Passionate Customers!



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