

## Organization Attributes Sheet: Los Lorenzanas

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| <b>A. When the organization was formed + brief history</b>  |
| <ul style="list-style-type: none"><li>In 2008, Los Lorenzanas also known as the Zacapa Cartel was considered along with the Mendoza family to be one of the biggest drug cartels in Guatemala.<sup>1</sup> Originally from La Reforma, Los Lorenzanas are business savvy. The family owns large farms and construction companies and operates in several provinces.<sup>2</sup> The family is well connected with locals in areas in which it operates and receives protection as it has provided jobs and support where the state has failed.<sup>3</sup> Since the 1960s “Los Lorenzanas have received thousands of [kilograms] of Colombian cocaine, which came via El Salvador, was transported to Guatemala by land or sea, and later transferred to Mexico” by the family<sup>4</sup> The Washington DC District Court requested members of Los Lorenzanas be arrested for conspiracy to import cocaine in the United States in 2009.<sup>5</sup> The organization’s territory includes the South Eastern part of Guatemala in Zacapa, Chiquimula, Izabal, El Progreso, Jutiapa, and Jalapa as well as Belize.<sup>6</sup> The seventy year old leader Waldemar Lorenzana was arrested in April 2011.<sup>7</sup></li></ul> |
| <b>B. Types of illegal activities engaged in,</b>   |
| a. In general   |
| <ul style="list-style-type: none"><li>Narco-trafficking, gun trafficking and money laundering.<sup>8</sup></li><li>Waldemar “owns 15 construction companies (some of which are contracted by the state), transportation fleets, fruit companies and gas stations, may have employed (or thus buys) numerous “minds and hearts” to avoid being challenged and to launder drug trafficking money.”<sup>9</sup></li></ul>  |
| b. <i>Specific detail: types of illicit trafficking activities engaged in</i>   |
| <ul style="list-style-type: none"><li>Los Lorenzanas and Sinaloa DTO smuggle cocaine (thousands of kilograms) from Colombia to El Salvador and Mexico through the Southern Coast of Guatemala.<sup>10</sup></li></ul>   |
| <b>C. Scope and Size</b>  |
| a. Estimated size of network and membership   |
| <ul style="list-style-type: none"><li>At this time the size and scope of the organization is unknown.</li></ul>   |
| b. Countries / regions group is known to have operated in. (i.e. the group’s operating area)  |
| <ul style="list-style-type: none"><li>Guatemala. Los Lorenzanas have connections to Mexican DTOs, but it is unknown if they operated in Mexico. La Reforma, Zacapa, and Izabal are the three main provinces in which the organization is present and operates, although it is also active areas of Belize and the Pacific.<sup>11</sup></li></ul>   |
| <b>D. Leader Characteristics</b>  |
| a. Who is/are the leader(s)   |
| <ul style="list-style-type: none"><li>The leadership is unknown at this time. Waldemar is 70 years old; before his arrest he had ceded part of the operations to his sons due to his age.<sup>12</sup></li></ul>  |
| b. Leadership timeline  |
| <ul style="list-style-type: none"><li>Waldemar Lorenzana arrested in 2011.<sup>13</sup></li></ul>   |
| c. Leadership style (autocratic, diffuse, etc.)   |
| <ul style="list-style-type: none"><li>Patriarchal</li></ul>   |
| <b>E. Organizational Structure</b>  |
| a. Topology (cellular, hierarchical, etc.)  |
| <ul style="list-style-type: none"><li>Hierarchical</li></ul>  |
| b. Membership – is there formal or informal membership in the organization or network?  |

Information derived from several sources and searchable databases.

All research conducted according to the project manual.

What role do informal or nonmembers play in trafficking and other criminal activities?

- Patriarchal, formal. Yet the family has some partners that are not related to Los Lorenzana.
- Known members of the family are as follows:
  - Elio Alexander Lorenzana Cordon, known for coordinating Colombian aircrafts transporting drugs.<sup>14</sup>
  - Haroldo Lorenzana provides logistics for drug shipments.<sup>15</sup>
  - Lorenzana Lima, another son.<sup>16</sup>
  - Two other partners, with no familial ties to the Lorenzanas, Gonzalo López Alvarenga Carlos Cabrera.<sup>17</sup>

c. Command and Control (decentralized or centralized)

- Centralized

## F. Resources

a. Financial

- Waldemar “owns 15 construction companies (some of which are contracted by the state), transportation fleets, fruit companies and gas stations” which provide employment and therefore popular support as well as opportunities to launder drug trafficking proceeds.<sup>18</sup>

b. Human

- In La Reforma’s Huite, Zacapa and in Chiquimula, Jalap, Izabal and even El Progreso, locals help protect the Lorenzanas family from capture and arrest.<sup>19</sup>

c. Logistical

i. Forgery, safe-houses, etc.

- It is highly likely that some of the farms Los Lorenzanas own are used to store drugs for transshipment to Mexico. This would conform to a pattern that is prevalent in Guatemala.

ii. Key routes

- South east of Guatemala and Pacific.<sup>20</sup>

d. Transportation

i. Land

- It is unknown which overland methods were used for trafficking. It has been mentioned that air, land and sea routes were used from Colombia to El Salvador to Guatemala and then to Mexico.<sup>21</sup>

ii. Sea

- See above Transportation section under land.

iii. Air

- Elio Alexander Lorenzana Cordon, known for coordinating Colombian aircrafts transporting drugs.<sup>22</sup>

iv. Intermodal container

- Unknown at this time

## G. Trafficking Methods and Modalities

a. Corruption

- Los Lorenzanas has been operating in Guatemala for over 50 years. Waldemar has construction companies that are contracted by the state, and it seems probable that politicians and or other government officials collude with the drug family.

b. Concealment

- Unknown at this time

Information derived from several sources and searchable databases.

All research conducted according to the project manual.

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| c.   | Deception   |
|  | <ul style="list-style-type: none"> <li>Unknown at this time</li> </ul>  |
| d.   | Circumvention (avoiding border entry points)  |
|  | <ul style="list-style-type: none"> <li>Unknown. Based on the knowledge that Waldemar worked for customs it is possible he has connections within the agency.<sup>23</sup></li> </ul>  |
| <b>H. Prior / Existing Relationships</b>                       |   |
| a.   | Other criminal organizations (cooperative and conflictual)  |
|  | <ul style="list-style-type: none"> <li>Cooperative with Sinaloa.<sup>24</sup> Possible connection with Los Zetas during the execution of “Juancho” Leon, of the Leon drug trafficking family. The execution happened in Zacapa, Lorenzana territory and Los Zetas apparently got the green light from Los Lorenzanas to kill Junacho.<sup>25</sup> There are several articles that claim Los Lorenzanas are the operational branch of the Gulf DTO in Guatemala.<sup>26</sup> The Lorenzana family has worked with the Juarez Cartel from Mexico.<sup>27</sup> The family had ties to Otto Herrera, a major player in Mexico and Guatemala.<sup>28</sup></li> </ul> |
| b.   | Corrupt politicians, law enforcement , political parties and other state entities, etc.   |
|  | <ul style="list-style-type: none"> <li>Waldemar was a customs agent and is believed to have started smuggling operations as he familiarized himself with his job.<sup>29</sup> There are several reports that Lorenzana family members have been arrested then released despite the severity of their crimes.<sup>30</sup> No warrants were issued for known illegal actions committed by the family.<sup>31</sup></li> </ul>   |
| c.   | <i>Specific detail: Any alliances / past dealings with terrorist groups.</i>  |
|  | <ul style="list-style-type: none"> <li>Information not known</li> </ul>   |
| <b>I. Ideological / Ethnic / Familial Orientation (if any)</b> |   |
|  | <ul style="list-style-type: none"> <li>Familial orientation, it is a patriarchal DTO; however there are some members who are not directly related to the family.</li> </ul>   |
| <b>J. Technical Sophistication</b>                             |   |
|  | <ul style="list-style-type: none"> <li>No particular technological sophistication. Planes, boats, and overland methods for for smuggling drugs are typical for a major DTO in Guatemala.</li> </ul>   |
| <b>K. Penchant for Innovation</b>                              |   |
|  | <ul style="list-style-type: none"> <li>Information not known</li> </ul>   |
| <b>L. Activities in United States</b>                          |   |
| a.   | Includes both criminal and non-criminal activities  |
|  | <ul style="list-style-type: none"> <li>Based on the research, Los Lorenzana does not have direct links to the United States.</li> </ul>   |
| b.   | <i>Specific detail: trafficking activities ; logistical activities</i>  |
|  | <ul style="list-style-type: none"> <li>Unknown</li> </ul>   |
| c.   | Linkages with US groups   |
|  | i. Market/transaction links   |
|  | <ul style="list-style-type: none"> <li>Information not known</li> </ul>   |
|  | ii. Stable supplier   |
|  | <ul style="list-style-type: none"> <li>Information not known</li> </ul>   |
|  | iii. Franchise arrangement  |
|  | <ul style="list-style-type: none"> <li>Information not known</li> </ul>   |
|  | iv. HQ and Branch office  |
|  | <ul style="list-style-type: none"> <li>Information not known</li> </ul>   |
| <b>M. Evaluations</b>  |   |
| a.   | Strengths   |
|  | <ul style="list-style-type: none"> <li>Los Lorenzanas has been drug trafficking for many decades and is well connected within the regions it operates. Locals protect the family and residents have come to Information derived from several sources and searchable databases.</li> </ul>   |

All research conducted according to the project manual.

depend on the drug family to provide social services. In general, Los Lorenzanas has numerous resources within the country as well as important connections with the Mexican DTOs and Colombian drug suppliers.

b. Weaknesses and vulnerabilities

- Waldemar Lorenzana, the 70 year old leader of the family drug trafficking business was captured; so too were other notable drug trafficking leaders, Juan Lopez Ortiz Chamale (San Marcos DTO) and Mauro Salomon Ramirez (Ramirez DTO).<sup>32</sup> The capture of these three leaders will change the power dynamics in Guatemala.<sup>33</sup>

c. Additional insights

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**Other Notes**

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<sup>1</sup> "Intelligence Analysis Identifies Leaders of Main Guatemalan Drug Cartels," Guatemala City *Prensa Libre* (Internet Version-WWW) in Spanish, March 31, 2008, OSC: LAP20080331026003.

<sup>2</sup> Meléndez, José, "The Lorenzana, the Most Feared of Guatemala," *El Universal*, April 4, 2009.

[http://translate.google.com/translate?hl=en&sl=es&u=http://www.eluniversal.com.mx/internacional/62866.html&ei=mAn3TOW\\_AYScIgeHmPzeCw&sa=X&oi=translate&ct=result&resnum=7&ved=0CEwQ7gEwBjgK&prev=/search%3Fq%3DGuatemala%2BLorenzana%2Bcartel%26start%3D10%26hl%25](http://translate.google.com/translate?hl=en&sl=es&u=http://www.eluniversal.com.mx/internacional/62866.html&ei=mAn3TOW_AYScIgeHmPzeCw&sa=X&oi=translate&ct=result&resnum=7&ved=0CEwQ7gEwBjgK&prev=/search%3Fq%3DGuatemala%2BLorenzana%2Bcartel%26start%3D10%26hl%25)

<sup>3</sup> Ibid.

<sup>4</sup> "Guatemala: Lorenzana Case Arrest Delay, Land Dispute Matter Addressed," Guatemala City *Plaza Publica* (Internet Version-WWW) in Spanish, April 29, 2011, OSC: LAP20110506369001.

<sup>5</sup> Ibid

<sup>6</sup> Ibid.

<sup>7</sup> "Guatemala: Alleged Cartel Leader Detained," STRATFOR, April 27, 2011.

<http://www.stratfor.com/sitrep/20110427-guatemala-alleged-cartel-leader-detained>

<sup>8</sup> "Guatemala: Lorenzana Case Arrest Delay, Land Dispute Matter Addressed," Guatemala City *Plaza Publica* (Internet Version-WWW) in Spanish, April 29, 2011, OSC: LAP20110506369001.

<sup>9</sup> Ibid.

<sup>10</sup> Ibid

<sup>11</sup> "Authorities Investigating Six Drug Cartels Operating in Guatemala," Guatemala City *Prensa Libre* (Internet Version-WWW) in Spanish, April 5, 2011, OSC: LAP20110406026002.

<sup>12</sup> "Guatemalan, US Forces Execute Joint Operation Against Lorenzana Drug Cartel," Guatemala City *Prensa Libre*, (Internet Version-WWW) in Spanish, July 21, 2009, OSC: LAP20090722026003.

<sup>13</sup> "Guatemala: Alleged Cartel Leader Detained," STRATFOR, April 27, 2011.

<http://www.stratfor.com/sitrep/20110427-guatemala-alleged-cartel-leader-detained>

<sup>14</sup> "Guatemalan, US Forces Execute Joint Operation Against Lorenzana Drug Cartel," Guatemala City *Prensa Libre*, (Internet Version-WWW) in Spanish, July 21, 2009, OSC: LAP20090722026003.

<sup>15</sup> Ibid.

<sup>16</sup> Ibid.

<sup>17</sup> Meléndez, José, "The Loerenzana, the Most Feared of Guatemala," *El Universal*, April 4, 2009.

[http://translate.google.com/translate?hl=en&sl=es&u=http://www.eluniversal.com.mx/internacional/62866.html&ei=mAn3TOW\\_AYScIgeHmPzeCw&sa=X&oi=translate&ct=result&resnum=7&ved=0CEwQ7gEwBjgK&prev=/search%3Fq%3DGuatemala%2BLorenzana%2Bcartel%26start%3D10%26hl%25](http://translate.google.com/translate?hl=en&sl=es&u=http://www.eluniversal.com.mx/internacional/62866.html&ei=mAn3TOW_AYScIgeHmPzeCw&sa=X&oi=translate&ct=result&resnum=7&ved=0CEwQ7gEwBjgK&prev=/search%3Fq%3DGuatemala%2BLorenzana%2Bcartel%26start%3D10%26hl%25)

<sup>18</sup> "Guatemala: Lorenzana Case Arrest Delay, Land Dispute Matter Addressed," Guatemala City *Plaza Publica* (Internet Version-WWW) in Spanish, April 29, 2011, OSC: LAP20110506369001.

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<sup>19</sup> Ibid.

<sup>20</sup> "Authorities Investigating Six Drug Cartels Operating in Guatemala," Guatemala City *Prensa Libre* (Internet Version-WWW) in Spanish, April 5, 2011, OSC: LAP20110406026002.

<sup>21</sup> "Guatemala: Lorenzana Case Arrest Delay, Land Dispute Matter Addressed," Guatemala City *Plaza Publica* (Internet Version-WWW) in Spanish, April 29,2011, OSC: LAP20110506369001.

<sup>22</sup> "Guatemalan, US Forces Execute Joint Operation Against Lorenzana Drug Cartel," Guatemala City *Prensa Libre*,(Internet Version-WWW) in Spanish, July 21, 2009, OSC: LAP20090722026003.

<sup>23</sup> "Guatemala: Lorenzana Case Arrest Delay, Land Dispute Matter Addressed," Guatemala City *Plaza Publica* (Internet Version-WWW) in Spanish, April 29,2011, OSC: LAP20110506369001.

<sup>24</sup> "Guatemala: Alleged Cartel Leader Detained," STRATFOR, April 27,2011.

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<sup>25</sup> "Guatemala: Lorenzana Case Arrest Delay, Land Dispute Matter Addressed," Guatemala City *Plaza Publica* (Internet Version-WWW) in Spanish, April 29,2011, OSC: LAP20110506369001.

<sup>26</sup> "Guatemalan, US Forces Execute Joint Operation Against Lorenzana Drug Cartel," Guatemala City *Prensa Libre*,(Internet Version-WWW) in Spanish, July 21, 2009, OSC: LAP20090722026003.

<sup>27</sup> "Intelligence Analysis Identifies Leaders of Main Guatemalan Drug Cartels," Guatemala City *Prensa Libre* (Internet Version-WWW) in Spanish, March 31, 2008, OSC: LAP20080331026003.

<sup>28</sup> Meléndez , José, "The Lorenzana, the Most Feared of Guatemala," *El Universal*, April 4, 2009.

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<sup>29</sup> "Guatemala: Lorenzana Case Arrest Delay, Land Dispute Matter Addressed," Guatemala City *Plaza Publica* (Internet Version-WWW) in Spanish, April 29,2011, OSC: LAP20110506369001.

<sup>30</sup> "Intelligence Analysis Identifies Leaders of Main Guatemalan Drug Cartels," Guatemala City *Prensa Libre* (Internet Version-WWW) in Spanish, March 31, 2008, OSC: LAP20080331026003.

<sup>31</sup> "Guatemala: Lorenzana Case Arrest Delay, Land Dispute Matter Addressed," Guatemala City *Plaza Publica* (Internet Version-WWW) in Spanish, April 29,2011, OSC: LAP20110506369001.

<sup>32</sup> Ibid.