

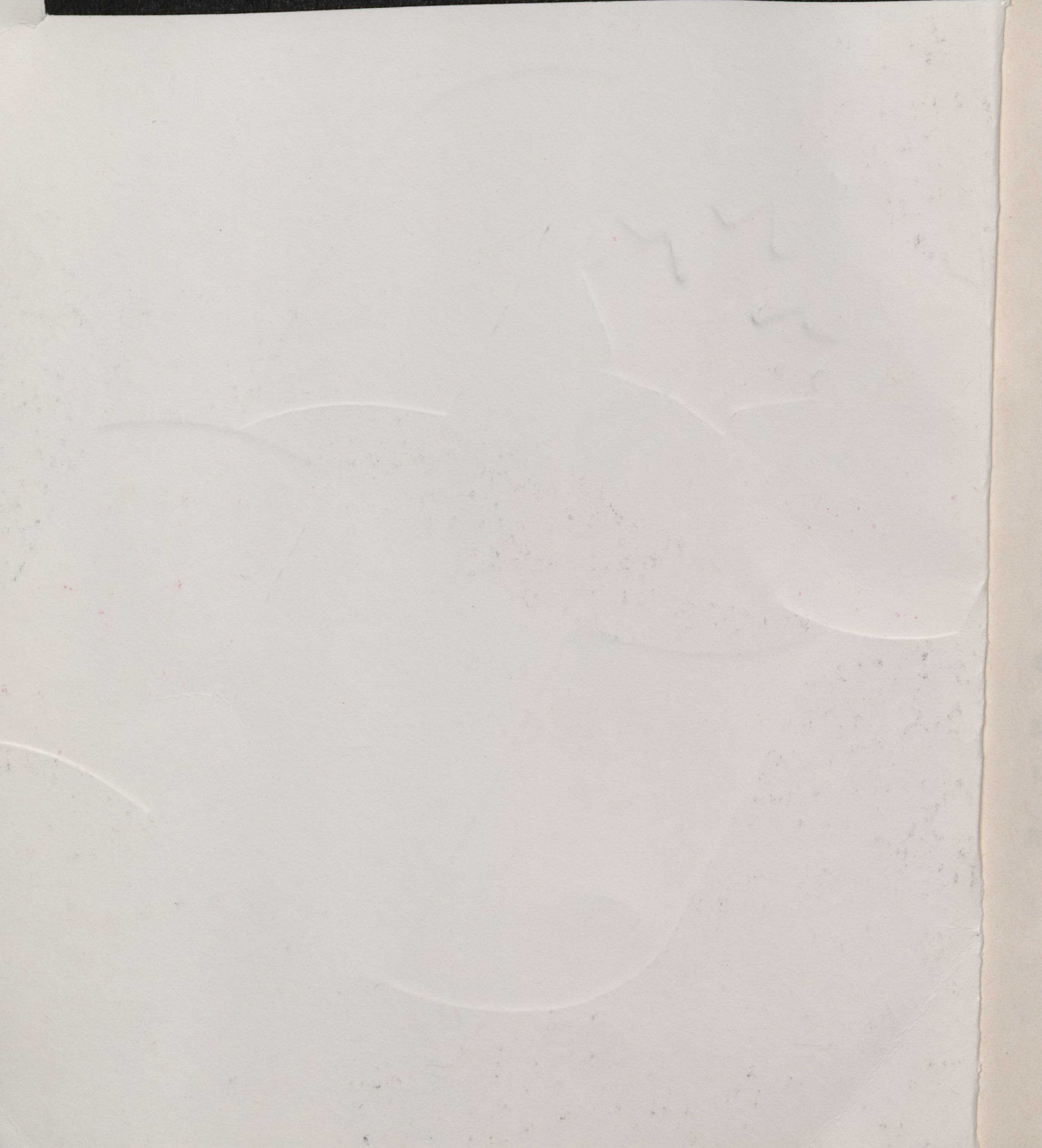
Shipping Documents and Customs Regulations for Selling to Mexico.

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**INFORMATION FOR CANADIAN BUSINESSMEN
PREPARED BY THE COMMERCIAL DIVISION,
CANADIAN EMBASSY, MEXICO.**



Shipping Documents and Customs Regulations for Selling to Mexico.

INDEX

INVOICES
CUSTOMS
CERTIFICATES

This market guide booklet has been prepared with the problems inherent to the initiating exporter in mind. However it is not exhaustive; individual circumstances, interests and needs will dictate how companies should tailor their approach and strategy to the Mexican market. While every attempt has been made to ensure accuracy in this study, no responsibility can be accepted for errors or omissions.

Further assistance can be obtained by addressing requests directly to the Commercial Division of the Canadian Embassy in Mexico City located at Calle Schiller No. 529, Col. Polanco, 11560 México, D.F., Telephone 254-32-88, telex 177 1191 and fax (sending from Canada) 011 (525) 545-17-69; or the Latin American Division Department of External Affairs, Industry Science and Technology Canada, 125 Sussex Drive, Ottawa, Ontario, K1A 0G2. Phone 9950460 fax (613) 996-0677.

Dept. of External Affairs
Min. des Affaires extérieures

OCT 18 1990

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SHIPPING DOCUMENTS AND CUSTOMS REGULATIONS FOR EXPORTS TO MEXICO

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I. DOCUMENTS

The following basic documents are required for freight shipments to Mexico:

1. Commercial invoice
2. Packing list
3. Bills of lading for any carrier
4. Special certificates
5. Import permits

1. COMMERCIAL INVOICE

The most important shipping document is the commercial invoice and it must accompany all shipments, whichever the carrier (by air, sea, train or truck, even if the person is hand carrying the items) and whether or not the items are for sale in Mexico (including temporary imports, samples, literature or gifts). The commercial invoice, for whatever amount it covers, no longer needs to be legalized by a consulate.

Invoices should be prepared in Spanish. If they are prepared in any other language, the Spanish translation may follow the original text on the invoice, or the invoices should be accompanied by a written translation signed by the seller, the buyer, or the customs broker. All weights and measures should be indicated in metric equivalents in addition to or instead of other systems. All values should be notated in the original currency (U.S. dollars, Canadian dollars, French francs, etc.) The exchange rate and the Mexican peso equivalent are calculated based on the date the goods reach Mexican territory.

The original and all copies should be signed manually by the exporter, indicating the name and position of the signee. The signature may be accompanied (although it is not required) by a statement to the effect that the value and other details thereon are true and correct. Only in case the exporter does not sign the invoice, the Mexican importer could sign it to certify that it is correct.

The invoice must contain the following information:

- a) Place and date of issuance.
- b) Complete name and address of buyer or importer in Mexico.
- c) Complete name and address of exporter.
- d) Detailed description of the merchandise. This should include all relevant data on brand name, model, marks, serial numbers, motor numbers, manufacturer's imprints, product characteristics, material of manufacture, weight, measurements, type of use, etc. (1)

¹ This is extremely important, since products are listed within the Harmonized System of Tariff Nomenclature used to determine the import duty rate according to their specific characteristics. The duty rate payable may vary from 0 to 20% according to very detailed and specific characteristics. If

e) F.O.B. unit value and total value of each item listed on the invoice. The F.O.B. value will be used to determine tax payments. F.O.B. is taken to mean price at the Canadian port or airport of exit in the case of maritime and air shipments or at the Mexico-U.S. border in the case of land shipments. Itemized charges making up the C.I.F. value to the Mexican port of entry (transportation and insurance) should also be included in the invoice. In the case of rail and truck transportation, all charges to place the merchandise at the Mexican border should be included as well. The value to be shown is the true value of the merchandise at the place or market where the invoice is drawn. Heavy fines (including jail) are imposed if the value stated does not correspond with the actual value of the merchandise (i.e. import duties are evaded).

f) Signature of seller, name and position.

g) Shipper's invoice number and customer's order number.

All shipments to Mexico must be insured. It is now no longer It is important to insure the goods shipped from departure through their final destination, that is, placed in the customer's warehouse, in his offices or at a trade show site, rather than at the airport or on the docks. The Canadian freight forwarder can usually arrange for appropriate insurance. In many cases, the exporter only covers transportation and insurance costs to the Mexican border, while the importer is responsible for all costs involved to get the goods to their final destination. This is usually negotiated between both parties.

In the case of maritime shipments, the commercial invoice, together with the packing list and the bill of lading should be sent to the Mexican importer through an international messenger service (DHL, Federal Express, etc.). It is also recommended to send a copy to the customs broker, otherwise the importer then sends him a copy to clear the goods. On land shipments, the same documents should be sent to the importer or to his customs agent as consignee, with a copy to the other party. This should be done before the shipment of the goods is made, in order to allow for the revision of the documents and to obtain any special permits, if necessary. It is preferable not to send these documents by air mail, since there may be a 2-3 week delay.

When the goods are shipped by air, all documents (invoice, packing list and airway bill of lading) accompany the goods on the plane and the airline is responsible for their delivery to the importer or customs broker. The exporter should always advise, via fax or telephone, the importer or customs broker when the goods are shipped, the airline and flight number and the number of the airway bill of lading.

It is always useful to accompany the invoice by a catalog or other literature of the goods shipped (if available), since it may be very helpful for their proper classification for import duty purposes. It is recommended to send the original invoice and seven copies and, additionally, for the exporter to retain a copy of the invoice of the merchandise shipped. This number may, however, vary according to the importer or customs broker.

the merchandise cannot be properly identified and/or classified, it will usually be classified as "other" and will pay a higher rate. This is also why a detailed catalog of the product(s) may be useful in addition to the invoice.

2. PACKING LIST

A packing list is necessary when more than one package is shipped. This document should be sent, together with the commercial invoice(s), to the buyer or customs broker as consignee. The number of copies needed can vary between 4 and 7, according to the means of transportation and the exporter should always retain a copy. The packing list may be included within the invoice. The list should include:

- a) number of packages;
- b) a detailed list of merchandise contained in each package (as described on the invoice);
- c) net, gross and legal (if applicable) weight in metric equivalents of each package and of the total shipment;
- d) volume or measurements, in the metric system, of each package and of the total shipment.

3. BILLS OF LADING

These vary according to the carrier. A bill of lading is required on maritime shipments and generally consists of three originals plus a varying number of copies. These should be sent, through an international messenger service, to the importer in Mexico, together with the other documents. An airway bill of lading accompanies air shipments, while truck or train shipments are accompanied by a similar document handed out by the individual carrier covering the goods shipped. The exporter should always keep one set of lading bills for any future reference and send one original to the importer and one to the customs broker.

Any one of the various bills of lading should be consigned to the Mexican importer or customs broker. Although each carrier will have particular forms, the bill of lading should show the quantity of shipments, the types of packages making up the shipment, weight and measurements, as well as marks. It will also customarily include the name, type and address of shipper, name and address of the Mexican importer, consignee or customs broker, port of origin and port of destination, description of the goods, listing of freight and other charges, number of bills of lading in the full set and date and signature of the carrier's official acknowledging receipt on board of the goods for shipment. The information on the bills of lading should correspond with that shown on the invoice and the packing list.

4. SPECIAL CERTIFICATES

Different types of sanitary certificates are required by the Secretariat of Agriculture and Hydraulic Resources (Secretaría de Agricultura y Recursos Hidráulicos SARH) on shipments of livestock or animal products, and for most seeds, plant and plant products. A phytosanitary certificate is often, but not always, the only document required for shipments of seeds and certain plants. However, in the case of livestock shipments, requirements may include an official health statement issued by the veterinarian, legalized by the Mexican consulate (see Appendix 5), including information on absence of certain diseases, vaccines, insemination, quarantines, etc. and specific requirements on identification of livestock shipped (see Appendix 2). Many agricultural

and food products also require a certificate of origin. Most of these do not need to be legalized.

All foodstuffs, beverages and similar products for public consumption, as well as drugs, toilet and beauty preparations, soaps and cleaners need to be registered, under the food regulations and/or the health regulations, with the Secretariat of Health (Secretaría de Salud SS) prior to importation. In order to obtain the authorization from the SS, the importer needs to fill out a form and meet the following requirements (see Appendix 3): letter of representation from the exporter granting the representation to the importer legalized by a Mexican Consul; sanitary license number and the line handled by the importer's warehouse; formula of the product on the exporter's letterhead; physical, chemical and microbiological analysis provided by a credited laboratory in the exporting country; free sale certificate prepared by a sanitary authority in the exporting country; packaging description, including original label and label for distribution in Mexico. The labelling of every registered product will carry the legend "Reg. S.S.A. No...", as well as the name of the exporter, product origin and the name and address of the Mexican importer/representative/distributor, as well as any other notices required by the Mexican authorities. The registration number is issued in the name of the exporting company, reason for which it usually is the exporter who pays for the registration fees, which range between \$150 and \$725 U.S.dollars for a five year period. It is also possible to obtain a special permit to import a relatively small quantity of foods, beverages or toiletries to test the Mexican market before the registration procedures are undertaken. Once the goods are shipped, the importer or the customs broker need to obtain an import franchise from the Secretariat of Health on every shipment. This is granted with the presentation of the invoice, packing list, bill of lading and Secretariat of Health registration letter and the payment of a 1% fee on the invoice value.

Due to the complexity of sanitary and health regulations, at least three months before shipping agricultural products, livestock and foodstuffs and beverages, the exporter should contact the Mexican importer or his customs broker to inform him about the goods he intends to ship, so that he can initiate the necessary formalities. These include, first of all, making the necessary applications for import authorizations or registrations with the various ministries (see list in Appendix 1). Once the authorization is issued, it must be sent to the exporter so that he can comply with all the necessary requirements as stated on the authorization. The authorization will usually be valid for 90 days once issued. Never ship livestock and/or seeds, plants, food products or beverages without the necessary authorizations and certificates, since they will not be allowed into the country without them.

Occasionally, a quality certificate is required for parts and components exported to Mexico, which will be assembled locally. All chemicals and minerals require a certificate of analysis determining the composition of the goods.

5. IMPORT PERMITS

At present, only approximately 300 of the total 11,960 items on the Harmonized System of Tariff Nomenclature, adopted in January 1988, still require an import permit. Some of these items are subject to an import quota. Items requiring an import license include some used machinery and cars; some agricultural products vital to Mexico's economy, such as corn and certain grains, seeds, beans, certain fruits, tobacco, oils, sugar, cocoa, poultry, eggs, milk and cheese; natural gas, petroleum and gasoline; cars, trucks and tractors and some of their parts; some chemical and pharmaceutical products; arms and guns; and some luxury items.

In the case of used machinery, equipment or cars, a valuation letter must be issued by the exporter to the importer or 'to whom it may concern' showing a full description of the equipment or product, the number of years it has been used, the original cost and the present cost of a similar item (2). This letter needs to be legalized abroad and endorsed by a Mexican Consul (see Appendix 5).

The prior import permit, as the license is officially called, is issued by the Secretariat of Commerce and Industrial Development (Secretaría de Comercio y Fomento Industrial SECOFI). The usual criterion for the issuance of an import license is that the goods, or a close substitute thereof, are not currently manufactured or available in Mexico, or only at a substantial disadvantage to the buyer. The application is considered by one or more committees within the Secretariat, which often also rely on industry chambers and associations for advice, and on other Secretariats depending on the items to be imported. The import license must be applied for by the Mexican importer or purchaser. The applicant must be registered with the National Register of Importers and Exporters. This register now corresponds to the tax register (Registro Federal de Causantes). The filled out application form must be accompanied by the invoice (or a pro forma invoice or a letter from the applicants describing the goods) and a catalog of the product. Processing time for import license applications is usually between one and two months. Licenses are valid for nine months. Exporters should avoid shipping until the issuance of the license has been confirmed.

II. TARIFFS AND TAXES

Since December 1987, the maximum ad valorem import duty rate was set at 20% on the F.O.B. invoice value. Duty rates range from 0% to 5%, 10%, 15% and 20%. No intermediary rates are applicable. Mexico uses the Harmonized System of Tariff Nomenclature and applies its tariffs on a non-discriminatory basis, with the exception of preferential duty rates offered to members of the Latin American Integration Association (LAIA or Asociación Latinoamericana de Integración ALADI) (Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Paraguay, Peru, Uruguay and Venezuela). A certificate of origin, certified by the Mexican Consul, is necessary when goods are imported from one of the LAIA countries.

The customs broker determines the proper classification of the goods within the Harmonized System and the duty rate applicable on that classification. If in doubt, the classification can be obtained directly from Mexican customs, through an official letter requesting it prior to the importation. In addition to the ad-valorem import duty, a customs processing fee of 0.8% (it increased from 0.6% in February 1990) is assessed on the F.O.B. invoice value. A 15% value added tax is levied on the cumulative value of F.O.B. invoice and ad-valorem duties on most products. Certain products are exempt of the value added tax, while some luxury items are charged a 20% tax. (The official price system was totally eliminated in January 1988, as well as the export development tax.)

2. Since often no similar equipment or machinery is presently manufactured and the new items have electronic or other state-of-the-art components and are therefore much more expensive, the present valuation should not be based on the cost of the new model, but on an estimated cost of the old machinery if it was to be sold new today. This is important, since import duties are calculated based on this cost.

All customs duties are paid by the Mexican importer or by a customs broker on his behalf at the time the goods clear Mexican customs. The goods will not be released until the importer or the customs broker presents the import declaration proving payment of import duties and other taxes.

Mexican companies or individuals involved in exporting can, in some cases, be eligible for a refund or drawback of duties or taxes paid on imports of raw materials, parts and components incorporated into merchandise for export. Components and raw materials imported for use in the in-bond (maquiladora) industry are also exempt from duties. The items eligible for these duty drawbacks change often and importers must meet complex requirements to qualify for these benefits. It is therefore important to check with the importer and the customs broker for specific product information.

Mexico's border zones, including 20 kms along the U.S.-Mexico border and the Mexico-Guatemala border, and the ports of Cancún, Cozumel, Chetumal and La Paz are considered free trade zones. These measures were taken to avoid supply problems to these areas by the centralized Mexican distribution system. When entering these zones, certain products are exempted of certain or all taxes and duties and import permit requirements. Products vary from location to location and from time to time. It is therefore necessary to check on current regulations when exporting to these areas.

III. EXCHANGE CONTROLS

In December 1982, the Mexican government established a dual foreign exchange regime, in which a controlled rate and a free rate were determined. All imports, both temporary and definite, except those made by the in-bond or maquiladora industry, are included in the controlled exchange market. At present, the free and controlled rates only differ by Mex\$45 pesos (1.6%) and therefore there is effectively no exchange control. The controlled rate is also used as an economic indicator to signal the equilibrium rate. Small trade transactions are usually made using the free rate to avoid the necessary formalities. The bulk of transactions, however, is made with the controlled rate.

The foreign currency amount to which the importer is entitled is the commercial invoice value of the goods to be imported, plus expenses associated to the importation, if they do not exceed 6% of the F.O.B. value (3). In order to obtain the currency, the importer needs to certify that the amount will be used to pay for imports, or their associated expenses, through a Certificate of Use or Refund of Foreign Currency (Compromiso de Uso o Devolución de Divisas CUDD) before his local bank. The bank provides the currency amount applied for and the importer needs to bring the merchandise into the country within the following 180 days (an extension can be obtained). In case the importer does not use the total amount applied for, the remainder must be returned to the bank for its refund in Mexican pesos.

IV. CUSTOMS BROKERS

According to Mexican Law, all imports valued at more than U.S.\$1,000 dollars need to be handled by a Mexican customs broker, since only they are authorized to make a petition for import (pedimento aduanal) when the goods reach the country. The

3. In certain cases, a larger amount of importation expenses are payable under the controlled exchange provisions.

customs broker is usually contracted by the importer to act as a representative to make all necessary foreign trade customs arrangements. This is done through a letter instructing the customs broker whether the importation is temporary or definitive, where to send the goods, the type of transportation used to send them to their final destination and any other instructions needed.

The services granted by the customs broker include:

- obtaining necessary permits and authorizations;
- reviewing all documents sent by the exporter, making the import petition and preparing the declaration for the determination of import duties;
- reviewing the shipments at the border and making sure they correspond to the invoice and packing list;
- clearing the goods through customs;
- obtaining a guarantee or bond on temporary imports;
- covering all expenses related to the operation on behalf of his customer;
- providing orientation on letters of credit, insurance, taxes, warehousing, duty drawbacks, etc.
- providing information on means of transportation and carriers, as well as on tariffs and time and distance saving options;
- shipping the merchandise from the port of entry to the final destination.

Fees will comprise an officially determined fee of 0.45% assessed on the invoice value plus all expenses incurred by the broker, such as freight movements, handling charges, bridge maneuvers, etc., plus a complementary service fee set by each customs broker individually to cover his operating expenses. The minimum fee is of approximately US\$40 and will increase according to the weight and/or value of the shipment to a maximum of approximately US\$300 dollars. Additionally, the importer will have to pay or reimburse the customs broker for any expenses he may have covered on his behalf. Appendix 4 lists several customs brokers.

V. ENTRY AND WAREHOUSING

Goods entering Mexico are deposited in a customs warehouse or in the customs broker's warehouse in the case of land or air shipments. The goods are cleared upon the presentation of the required documents and the payment of duties and other charges. Administrative delays to clear the goods and deliver them at the importer's warehouse are usually 3-4 days in the case of air shipments, 4-5 days in maritime shipments and 7-10 days in the case of land shipments. Mexican customs have an 8 AM to 3 PM schedule but an extraordinary service may be applied for on the day it will be needed to extend clearance hours when there is a justified cause. Storage charges begin 15 days after the shipment is unloaded. Goods which are not claimed within 90 days after unloading are considered legally abandoned and become the property of the customs administration.

It is possible to have the goods shipped from the customs warehouse directly to a bonded warehouse without paying import duties. Usually a letter from the warehouse is necessary stating they have the necessary space for the shipment to be stored at their facilities. The import duties on the goods stored are paid as they leave the bonded warehouse.

VI. SAMPLES, GIFTS AND LITERATURE

All samples, gifts and promotional literature are subject to import duties. A value should always be assessed on these items and included on the commercial invoice if shipped with the rest of the items. This is also true for any items included within the package, such as spare parts, tools, etc.

Catalogs and other literature can be sent through an international messenger service if their weight does not exceed one or two kilograms. Other small items may be sent through this means but they are all subject to revision by customs and to the import duty payment if applicable. Goods so shipped should also be accompanied by a document (invoice or letter) stating the contents of the package and their estimated value.

Samples, gifts and literature can be hand carried but are subject to revision by Mexican customs. Items valued at \$300 dollars and under are allowed to be imported under a passenger franchise. All other items are subject to the payment of import duties. It is therefore necessary to accompany all items with a commercial invoice for the calculation of duties. These can be paid directly at the port of entry. If these items are to be shown to a client in Mexico or at a trade show and later reexported, they cannot be granted a temporary import permit at that time. In order to clear customs, the necessary duties need to be paid and are not refundable later if the items are reexported. Temporary import permits must therefore be obtained in advance.

VII. TEMPORARY IMPORTS

The temporary importation of equipment, parts or other goods is allowed duty free. This is applicable to temporary imports of items to be returned in their original state, such as items to be exhibited at a local trade show or for promotion among potential clients, as well as for imports of goods to be transformed, manufactured or repaired to be later reexported, such as raw materials, parts and/or components for the in-bond or maquiladora industry, or for companies within special exporting programs. The importer needs to inform the customs broker about the merchandise being shipped for temporary importation, the destination of the goods, the process they will undergo, the percentage of loss through the process and the time the goods will stay in Mexico. Temporary imports pay a 15% value added tax plus 2% on the import duties payable if the merchandise were to be normally imported. Additionally, a reexportation guarantee consisting of two times the amount equivalent to the import taxes payable if the merchandise were to be definitely imported, is assessed. This amount can be handled by a guarantee company covering the customs broker or, if paid, is paid back when the goods leave the country again. This guarantee can be waived if the corresponding Embassy in Mexico, or a trade show organizer, guarantees the reexport. This franchise can be obtained at the Secretariat of Finance (Secretaría de Hacienda y Crédito Público SHCP). (See Appendix 1). Although the Canadian Embassy can provide a guarantee, it is reluctant to do so unless the goods are going to remain at the Embassy from the time of their arrival in Mexico to the time of their departure. In order to obtain the temporary import permit, the Embassy requires the pro-forma invoice, including full description of the goods and their price, at least 10 days prior to the arrival of the shipment in Mexico. The Embassy will submit the proper information to the Mexican authorities and these will return the approval to the Embassy. The Embassy in no case is responsible for clearing the goods, delivering them to the Embassy or reexporting them. These are the responsibility of the exporter or the importer.

VIII. CHRONOLOGY

Following are the different steps a company must take to ship to Mexico and the approximate timing:

1. Select the Mexican client, importer, consignee, customs broker or trade show organizer at whose attention the documentation needs to be prepared (3-4 months prior to shipment).
2. Have the Mexican counterpart initiate all procedures to obtain the necessary authorizations, permits, etc. (3 months prior to shipment).
3. If any special permits are required, obtain the required documents and send them to the Mexican counterpart (2 months prior to shipment).
4. Insure payment by Mexican client (this can be done through a letter of credit) and send the commercial invoice, the packing list and the bills of lading to the Mexican counterpart and ship the goods (1 month prior to due date in Mexico).

IX. DISTRIBUTION IN MEXICO

In addition to the importation and shipment requirements, it is important to know if there are any limitations or requirements to distribute the products in Mexico. In the case of food products, beverages, cosmetics and toiletries, for example, there are strict labeling requirements. In the case of telecommunications equipment, a homologation permit needs to be obtained from the Secretariat of Communications and Transportation and most machinery and equipment needs to comply with established norms and requires a NOM registration. Since these requirements are the responsibility of the Mexican importer, representative or distributor, and entail basically no requirements from the exporter, except, for example, the manuals and technical specifications of the merchandise, we will not go into further details in this document.

SECRETARIA DE HACIENDA Y CREDITO PUBLICO
SECRETARIA DE ECONOMIA Y FINANZAS PUBLICAS
SECRETARIA DE INGRESOS
Prepared by Caroline Vrut
for the Canadian Embassy
Mexico City, May 1990

APPENDIX

APPENDIX 1.

Listing of Secretariats granting permits and authorizations for importation

SECRETARIA DE COMERCIO Y FOMENTO INDUSTRIAL

(MINISTRY OF COMMERCE AND INDUSTRIAL DEVELOPMENT)

DIRECCION GENERAL DE SERVICIOS AL COMERCIO EXTERIOR

Periférico Sur #3025 2o piso

Col. Héroes de Padierna

SECRETARIA DE SALUD

(MINISTRY OF HEALTH)

DIRECCION GENERAL DE CONTROL SANITARIO DE BIENES Y SERVICIOS (sanitary control)

Donceles #39

Col. Centro

DIRECCION GENERAL DE CONTROL DE INSUMOS PARA LA SALUD

Av. Insurgentes #1397 3er piso

SECRETARIA DE AGRICULTURA Y RECURSOS HIDRAULICOS

(MINISTRY OF AGRICULTURE AND HYDRAULIC RESOURCES)

DIRECCION GENERAL DE FOMENTO Y PROTECCION PECUARIA (Livestock)

Recreo #14

Col. del Valle

DIRECCION GENERAL DE SANIDAD VEGETAL (vegetables)

Dr. Pérez Valenzuela #127 2o piso

Col. Coyoacán

SECRETARIA DE HACIENDA Y CREDITO PUBLICO

(MINISTRY OF FINANCE AND PUBLIC DEBT)

DIRECCION GENERAL TECNICA DE INGRESOS

Módulo de Servicios al Contribuyente

Reforma Norte #37



**SUBSECRETARIA DE GANADERIA
DIRECCION GENERAL DE FOMENTO Y PROTECCION PECUARIA
AUTORIZACION ZOOSANITARIA PARA IMPORTACION**

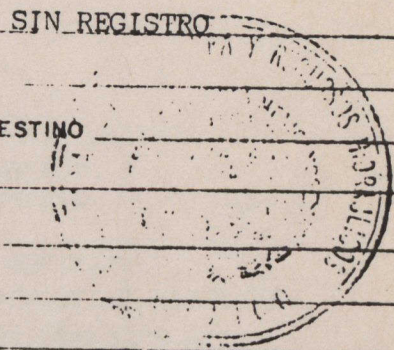
0165

NOMBRE O RAZON SOCIAL _____
 EXPEDIENTE No. _____ RFC _____
 DOMICILIO _____ CODIGO POSTAL 76000
 LOCALIDAD QUERETARO ESTADO QUERETARO TELEFONO 2-17-29

CON FUNDAMENTO EN LA LEY DE SANIDAD FITOPECUARIA DE LOS ESTADOS UNIDOS MEXICANOS, SE CONCEDE AUTORIZACION ZOOSANITARIA PARA IMPORTACION

FECHA DE AUTORIZACION 22 DE DICIEMBRE DE 1989 CON VIGENCIA NOVENTA DIAS 90 DIAS

PRODUCTO, SUBPRODUCTO O ANIMALES BECERROS "HOLSTEIN" CON Y SIN REGISTRO
 CANTIDAD 35 UNIDAD DE MEDIDA CABEZAS DESTINO _____
 PAIS DE PROCEDENCIA CANADA Y/O E.U.A.
 PAIS DE ORIGEN CANADA Y/O E.U.A.
 ADUANA DE ENTRADA NUEVO LAREDO, TAMPS.



REQUISICION PECUARIA
 PARA EJERCER ESTA AUTORIZACION, DEBERA CUMPLIR CON LOS SIGUIENTES REQUISITOS:
 DEBERA PRESENTAR CERTIFICADO OFICIAL DE SALUD EXPEDIDO POR MEDICO VETERINARIO OFICIAL DEL PAIS DE ORIGEN Y VISADO POR EL CONSUL MEXICANO QUE INDIQUE QUE LOS ANIMALES ESTAN CLINICAMENTE SANOS LIBRES DE RINOTRAQUEITIS INFECCIOSA BOVINA Y QUE HAN SIDO VACUNADOS CONTRA IBR POR VIA INTRANASAL EN UN PERIODO NO MENOR DE 10 DIAS, NI MAYOR DE 90 DIAS ANTERIORES AL EMBARQUE, INDICANDO LA FECHA DE VACUNACION Y MARCA DE LA VACUNA APLICADA. ADEMAS DEBE CERTIFICARSE QUE LAS HEMBRAS SON VIRGENES O QUE LAS HEMBRAS INSEMINADAS ARTIFICIALMENTE, NUNCA HAN SIDO CARGADAS EN FORMA NATURAL O EN EL CASO DE MACHOS MENORES DE UN AÑO, ESTOS NUNCA HAN SIDO UTILIZADOS EN MONTA NATURAL. QUE LOS ANIMALES NO PROCEDEN DE AREAS CUARENTENADAS POR SCABIES O GARRAPATA (Boophilus annulatus) Y QUE ESTAN LIBRES DE ECTOPARASITOS. QUE LOS ANIMALES FUERON VACUNADOS CONTRA LEPTOSPIROSIS USANDO BACTERINAS QUE CONTENGAN 5 CEPAS: L. POMONA, L. ICTEROHAEMORRHAGIAE, L. CANICOLA, L. GRIPPOTYPHOSA Y L. HARDJO, EN UN PERIODO NO MENOR DE 10 DIAS NI MAYOR DE 90 PREVIOS A SU EMBARQUE, SEÑALANDO LA FECHA DE VACUNACION Y LA MARCA DE LA BACTERINA USADA. DEBERA ADEMAS PRESENTARSE CERTIFICADO DE RESULTADOS NEGATIVOS A LAS SIGUIENTES PRUEBAS: BRUCELOSIS (NO SE REQUIERE LA PRUEBA EN GANADO LECHERO QUE HAYA SIDO VACUNADO OFICIALMENTE Y TENGA MENOS DE 20 MESES DE EDAD O EN GANADO DE CARNE VACUNADO OFICIALMENTE Y QUE TENGA MENOS DE 24 MESES DE EDAD), TUBERCULOSIS, LEPTOSPIROSIS. SIGUE A LA VUELTA

NPV' JGG' JGG' LEHC' begc.
 ANT. 8198

AUTORIZA

M.V.Z. NAZARIO PINEDA VARGAS
 DIRECCION GENERAL DE FOMENTO Y PROTECCION PECUARIA

HEALTH MINISTRY

OFFICE OF SANITARY CONTROL

GENERAL SECTION OF SANITARY CONTROL

OF FOOD AND DRUGS

REQUIREMENTS FOR APPLICATION TO REGISTRATION OR REVISION

SIS (EN ANIMALES NO VACUNADOS) Y VIRRIOSIS. LOS ANIMALES DEBERAN ESTAR IDENTIFICADOS POR MEDIO DE TATUAJES O ARETES Y EN EL CASO DE GANADO DE REGISTRO EL NUMERO DE REGISTRO DEBE APARECER EN EL CERTIFICADO DEBIENDO ESTAR LIBRES DE ECTOPARASITOS. EL GANADO SERA INSPECCIONADO EN INSTALACIONES CUARENTENARIAS EN LAREDO, TEXAS.

ESTA AUTORIZACION ES PERSONAL E INTRANSFERIBLE

- 1.- Registration number in case of revision.
- 2.- Results of the physico/chemical and microbiological analyses of the finished product, executed by a credited laboratory in the country of origin.
- 3.- Certificate of free sale issued by the sanitary authority in the country of origin. In case of products of US origin, that certificate can be substituted by an analysis of the product, made by a laboratory with FDA certificate.
- 4.- Full description of packaging (primary and secondary package if the case) including original labels of the country of origin and the project in Spanish covering the specifications of the Mexican regulations.
- 5.- Representation letter of the manufacturer in the country of origin issued to the importer, granting the representation confirmed by the Mexican Consul at the country of origin.
- 6.- Notarized letter of power of attorney with photograph in the name and issued to the person entitled to do the registration procedures.

HEALTH MINISTRY.

OFFICE OF SANITARY REGULATION AND DEVELOPMENT

GENERAL DIRECTION OF SANITARY CONTROL

OF GOODS AND SERVICES.

REQUIREMENTS FOR APPLICATION TO REGISTRATION OR REVISION
FOR IMPORTED GOOD SUPPLIES.

- 1.- Number of importer's health department license, and the warehouse's activity.
- 2.- Formula of the product in letterheaded paper of the manufacturer in the country of origin.
- 3.- Registration number in case of revision.
- 4.- Results of the physic/chemical and microbiological analyses of the finished product, executed by a credited laboratory in the country of origin.
- 5.- Certificate of free sale issued by the sanitary authority in the country of origin. In case of products of US origin, that certificate can be substituted by an analysis of the product, made by a laboratory with FDA certificate.
- 6.- Full description of packaging (primary and secondary package if the case) including original labels of the country of origin and the project in Spanish covering the specifications of the Mexican regulations.
- 7.- Representation letter of the manufacturer in the country of origin issued to the importer, granting the representation confirmed by the Mexican Consul at the country of origin.
- 8.- Notarized letter of power of attorney with photograph in the name and issued to the person entitled to do the registration procedures.



SECRETARIA DE SALUD
DIRECCION GENERAL DE CONTROL SANITARIO
DE BIENES Y SERVICIOS

(LLENARSE A MAQUINA EN ORIGINAL Y TRES COPIAS)

SOLICITUD DE REGISTRO O REVISION DE ALIMENTOS,
BEBIDAS Y PRODUCTOS DE ASEO DE IMPORTACION

C. DIRECTOR GENERAL
PRESENTE

No. ENTRADA

USO EXCLUSIVO SSA

FECHA

____ DIA ____ MES ____ AÑO

NOMBRE DEL TITULAR EXTRANJERO DEL REGISTRO

DOMICILIO

PAIS

NOMBRE DEL REPRESENTANTE EN LA REPUBLICA MEXICANA

REG. FED. CAUSANTES

DOMICILIO CON CODIGO POSTAL

LICENCIA SANITARIA

No. _____

VIGENTE HASTA

TELEFONO

____ FECHA ____ MES ____ AÑO

NOMBRE DEL ALMACEN O BODEGA EN DONDE SE ALMACENA (RA) EL PRODUCTO

REG. FED. CAUSANTES

DOMICILIO CON CODIGO POSTAL

LICENCIAS SANITARIA

No. _____

VIGENTE HASTA

TELEFONO

____ FECHA ____ MES ____ AÑO

SE SOLICITA A USTED ATENTAMENTE

REGISTRO () REVISION () DEL PRODUCTO

MARCA COMERCIAL

DENOMINACION GENERICA EN ESPAÑOL

DENOMINACION GENERICA EN EL IDIOMA DE ORIGEN

PRESENTACION

REGISTRO SSA (SI ES REVISION)

EXPEDIENTE DEL PRODUCTO

BAJO PROTESTA DE DECIR VERDAD

NOMBRE Y FIRMA DEL REPRESENTANTE

USO EXCLUSIVO S.S.A.

ACUERDO

SE AUTORIZA

NO SE AUTORIZA

FECHA

DÍA

MES

AÑO

No. DE REGISTRO _____

ADUANAL RAUL CARRERA Tel. 528-8783

ADUANAL MEXICANA S.C. Tel. 528-1234
1974 Personnel: 40 Tels: 1771615

ADUANAL LUIS AMESCUA Y R. Tel. 762-4584
1974 Personnel: 40 Tels: 1771615

ADUANAL LORENZO Tel. 682-5108
ENRIQUEZ Tel. 682-5397

ADUANAL ROSA DEL CASTILLO S.C. Tel. 12-3456

ADUANAL ROSA DEL CASTILLO S.C. Tel. 12-3456

ADUANAL ROSA DEL CASTILLO S.C. Tel. 12-3456
1974 Personnel: 40 Tels: 1771615

VILLALBA S.C. Tel. 12-3456
1974 Personnel: 40 Tels: 1771615

TRANSUNISA MONTERREY S.C. Tel. 44-2345
1974 Personnel: 40 Tels: 1771615

KEYS RETANA Y TAMBOREL S.A. DE C.V. Tel. 55-1234
1974 Personnel: 40 Tels: 1771615

ROBERTO AGENTE APLICADO Tel. 66-1234
1974 Personnel: 40 Tels: 1771615

ROBERTO AGENTE APLICADO Tel. 66-1234
1974 Personnel: 40 Tels: 1771615

EL DIRECTOR GENERAL DE CONTROL SANITARIO DE BIENES Y SERVICIOS

CUSTOMS BROKERS

AERO FLETES INTERNACIONALES, S.C. Tel. 762-0455
 Av. 602, Local 4, Aduana del Aeropuerto
 Zona Federal
 Del. V. Carranza
 15620 México, D.F.
 José González G., President; José González Toledo, General
 Manager; Sara María Valdez de González, Sales Manager
 Air freight customs brokers.
 Established: 1974 Personnel: 40 Telex: 1776216

AGENCIA ADUANAL RAUL GARCIA. Tel. 528-8787
 GARZA, S.C.
 Medellín 43, Desp. 1101 y 1103
 Col. Roma
 Del. Cuauhtémoc
 06700 México, D.F.
 Raúl García Garza, General Director; Reynaldo García Garza,
 Administrative Manager; Lic. Juan José García T., Mexico
 Office Manager; Ana María García, Laredo, Texas Office
 Manager
 Customs brokers.
 Established: 1947 Personnel: 35 Telex: 1773813

AGENCIA ADUANAL MEXICANA, S.C. Tel. 575-1686
 Insurgentes Sur 1180, Desp. 602
 Col. Del Valle Fax 575-6517
 Del. B. Juárez
 03100 México, D.F.
 George S. Graham Soqui, President; Raúl Barreto R., General
 Director; María de Jesús Flores F., Administrative Manager
 Customs brokers.
 Established: 1974 Personnel: 40 Telex: 1771615

AGENCIA ADUANAL LUIS AMESCUA Y R. Tel. 762-4484
 Aduana del Aeropuerto 762-4243
 Zona Agentes Aduanales, Local 49
 Col. Peñón de los Baños Fax 762-4561
 Del. V. Carranza
 15520 México, D.F.
 Lic. Luis Amescua Romero, President
 Custom brokers.
 Established: 1987 Personnel: 28

AGENCIA ADUANAL LORENZO Tel. 682-5100
BLANCO ENRIQUEZ.
 Gabriel Mancera 701 682-5297
 Col. Del Valle Fax 669-0214
 Del. B. Juárez
 03100 México, D.F.
 Lorenzo Blanco Enríquez, General Director; Benito Cuevas
 Ríos, General Manager; Lic. Humberto Garza Elizondo,
 Relations Manager
 Customs brokers.
 Established: 1971 Personnel: 65 Telex: 1764684

AGENCIA ADUANAL SUSANA MARTINEZ Tel. 12-3171
VARA DE DEL CASTILLO, S.C.
 Av. Federalismo Sur 710, 3er. Piso, Des
 44100 Guadalajara, Jal.
 Susana Martínez Vara de del Castillo, President;
 Lic. Héctor Hernández Ramos, General Manager
 Import/export company, custom broker.

CENTRAL DE ADUANAS DE
GUADALAJARA Tel. 19-2535
 Nueva Orleans 1127
 Sector Reforma
 44460 Guadalajara, Jal.
 Eduardo Torres Arias, General Director
 Custom broker.
 Telex: 682610

TRANS CARGA INTERNACIONAL, S.A. Tel. 760-1422
 Norte 196 No. 694
 Col. Pensador Mexicano
 Del. V. Carranza Fax 760-0114
 15510 México, D.F.
 Frank O. Willy, CEO
 Customs brokers, transportation agent.
 Telex: 1773269

VILLASANA Y COMPAÑIA, S.C. Tel. 207-3866
 Privada de Manchester 12
 Col. Juárez Fax 207-2002
 Del. Cuauhtémoc
 06600 México, D.F.
 Alberto M. Cabezut, President and General Director; Raúl
 Astudillo Avila, General Manager; Arturo C. Cabezut,
 Manager; J. Roberto González Gómez, Assistant General
 Manager
 Customs brokers.
 Established: 1926 Personnel: 250 Telex: 1761585

TRANSUNISA MONTERREY, S.C. Tel. 44-2558
 Hidalgo 1270-6 Poniente 44-2791
 Col. El Mirador Fax 43-8001
 64070 Monterrey, N.L.
 Apdo. Postal 1927
 54000 Monterrey, N.L.
 Klaas Brumann Fey, Representative
 Customs brokers, maritime service, forwarding.
 Established: 1983 Personnel: 16 Telex: 383186

REYES RETANA Y TAMBORREL, S.A. DE C.V. Tel. 544-6966
 California 130 544-8119
 Col. Parque San Andrés Fax 544-7184
 Del. Coyoacán
 04040 México, D.F.
 Carlos Sánchez R.R., President; José Tamborrel H., Custom
 House Broker
 Customs brokers, international freight forwarders.
 Personnel: 14 Telex: 1764326

ROBERTO VILLANUEVA VAZQUEZ, Tel. 18-1659
AGENTE ADUANAL
 Apdo. Postal 37-61
 44360 Guadalajara, Jal.
 Lic. Roberto Villanueva V., Custom Broker
 Custom Brokers.
 Telex: 682756

RODRIGUEZ LEAL Y COMPAÑIA, S.C. Tel. 534-1087
 Avenida Río Mixcom 25, 7o. Piso
 Col. Crédito Constructor Fax 524-1366
 Del. B. Juárez
 Apdo. Postal 19-139
 03940 México, D.F.
 Rafael Rodríguez Leal, Administrative Manager; Alicia T. de
 Rodríguez Leal, Treasurer; Lic. Fernando Rodríguez Leal,
 Sales Manager
 Customs brokers.
 Established: 1971 Personnel: 20 Telex: 1776267

TECOMAR, S.A. Tel. 271-0088
Benjamín Franklin 232, 3er. Piso 277-2030
Col. Escandón Fax 271-4010
Del. M. Hidalgo
11800 México, D.F.
Apdo. Postal 11728
06100 México, D.F.
Hermann Stoldt, President; Peter Harmsen, Vice President;
Alfredo Salinas, General Manager; Ricardo Diep Yunes, Sales
Director
Forwarding and customs brokers.
Established: 1966 Telex: 1772690

MIGUEL VERA Y GONZALEZ
Paseo de la Reforma 444 - 7 floor
Colonia Juarez
06600 Mexico D.F.
Attn Sr. Miguel Vera - Customs Broker
Tels 528-86-81
528-80-18
511-64-61
511-24-93
FAX 511-6461 and 571-2918

TRAMEXCO, S.C. Tel. 45-1232
Venustiano Carranza 745 Sur Desp. 101 45-1236
64000 Monterrey, N.L. Fax 42-0536
Ing. Javier E. Careaga Dfáz, Presidente; Ing. Gabriel
Benitez y Cuevas, General Director; Lic. Armando Prado
Mirateve, Legal Manager; Ing. José Luis Treviño Treviño,
Systems and Communications Manager
Customs brokers.
Established: 1983 Personnel: 60 Telex: 382095

PAIAZUELOS HERMANOS, S.A.
Colima 114 -P.B.
Colonia Roma
06700 Mexico, D.F.
Tels 533-0437 and 552-1041
FAX 525 10 41

FERNANDEZ HINOJOSA Y COMPAÑIA, Tel. 553-5377
S.C., BUFETE DE COMERCIO EXTERIOR
José Vasconcelos 13
Col. Condesa
Del Cuauhtémoc
06140 México, D.F.
Lic. Leoncio Fernández H., General Manager; Alfonso
Fernández, Assistant Manager
Customs brokers.
Established: 1954 Personnel: 50 Telex: 1776260

CASTAÑEDA DE OCCIDENTE, S.C. Tel. 19-9255
Comercio Exterior 1080
Col. Aurora Fax 19-9035
44460 Guadalajara, Jal.
Lic. Alejandro Castañeda Mendoza, President; Lic. Marco A.
Lares del Río, Sales Manager
Customs brokers.
Established: 1989 Personnel: 25 Telex: 682218

AGENCIA ADUANAL DEL VALLE, S.C. Tel. 559-5899
San Borja 1031, 1er. Piso
Col. Del Valle
Del. B. Juárez
03100 México, D.F.
Eduardo del Valle, General Manager; Judith Lajud R.,
Traffic Manager; Sara del Valle, Public Relations Manager
Customs brokers.
Established: 1952 Personnel: 20 Telex: 1773905

F R E I G H T F O R W A R D E R S

CARGAMEX, S.A. DE C.V. Tel. 511-1522
 Londres 38, 4o. Piso
 Col. Juárez Fax 511-9257
 Del. Cuauhtémoc
 06600 México, D.F.
 Roberto J. Ramos Casas, General Director; Sergio Romero
 Balcorta, Sales Manager
 International forwarding, container leasing and
 consolidation service.
 Established: 1968 Personnel: 15 Telex: 1776508

CONSOLIDATED FREIGHTWAYS Tel. 12-0567
 Av. Lázaro Cárdenas 1694-209 12-9641
 44900 Guadalajara, Jal.
 Lic. Marco Tulio Noceda, International Account Manager
 Freight forwarders.
 Established: 1988 Personnel: 8

TRANSPORTES MEZA, S.A. DE C.V. Tel. 57-4688
 Progreso 650
 45500 Tlaquepaque, Jal.
 Carlos González Ojeda, President
 Freight forwarders.

AGENCIAS DE BUQUES INTERNACIONAL, S.A. DE C.V. Tel. 46-0125
 Av. Gonzalitos 254 Norte Fax 46-3545
 Col. Vista Hermosa
 64620 Monterrey, N.L.
 María Elena P. de Guzmán, Regional Manager
 Freight forwarders.
 Established: 1982 Personnel: 100 Telex: 383380

AGENCIAS MARITIMAS DEL PACIFICO, S.A. Tel. 545-0832
 Rubén Darío 13, 1er. Piso Fax 250-6049
 Col. Polanco Chapultepec
 Del. M. Hidalgo
 11560 México, D.F.
 Juan A. López Castro, President; José Antonio Morales L.,
 Managing Director
 Steamship agents, freight forwarders.
 Telex: 1773083

ATCHISON TOPEKA & SANTA FE RAILWAY COMPANY Tel. 514-9564
 Nápoles 36, Desp. 101 525-2515
 Col. Juárez Fax 514-9564
 Del. Cuauhtémoc
 06600 México, D.F.
 Alfonso Molinar F., Executive Representative; John H. Dugan
 International Operations Director
 Information on railroad freight rates and services.
 Established: 1897 Personnel: 2 Telex: 1773153

ATLAS VAN LINES MEXICANA, S.A. DE C.V. Tel. 534-4512
 José María Rico 116, 2o. Piso
 Col. Del Valle Fax 524-7534
 Del. B. Juárez
 03100 México, D.F.
 Lee Lickerman, General Manager
 Freight forwarders and movers.
 Established: 1968 Personnel: 50 Telex: 01772106

CIME, COMPAÑIA INTERNACIONAL DE MUDANZAS Y EMBARQUES, S.A. DE C.V. Tel. 277-1477
 Cholula 131 277-7221
 Col. Hipódromo Condesa Fax 277-7038
 Del. Cuauhtémoc
 06100 México, D.F.
 Apdo. Postal 11-507
 06170 México, D.F.
 Claus H. Reinking, President; Jean A. Feller, General
 Manager; Alejandro Beltrán, Operations Manager
 Freight forwarders.
 Established: 1947 Personnel: 40 Telex: 1772822

ASOCIACION MEXICANA DE TRANSPORTE, A.C. Tel. 672-4684
 Balboa 1113
 Col. Portales
 Del. B. Juárez
 03300 México, D.F.
 Guillermo Gutiérrez Jiménez, President
 Freight forwarders association.

EXTRA TRANSPORTE, S.A. DE C.V. Tel. 48-4646
 Guatemala 240 48-4884
 Col. Vista Hermosa Fax 33-4420
 64620 Monterrey, N.L.
 Walter Hunziker, General Manager; Lic. Gerardo Roble,
 Traffic Manager; Nora E. Garza, Accountant
 Freight forwarders, consolidators.
 Established: 1987 Personnel: 5 Telex: 383295

GRUPO AUTO-EXPRESS MEXICANO, S.A. DE C.V. Tel. 391-9483
 Eucalipto 2 391-2306
 Fracc. Industrial Tabla Honda
 54126 Tlalnepantla, Méx.
 Lic. Luis Quintanilla Verges, Sales Manager; Miguel
 Quintanilla Rebollar
 Freight forwarders and movers of heavy equipment and high-
 volume cargo.
 Established: 1970 Personnel: 130 Telex: 177391

MEXICO EXPRESS Tel. (817)481-5543
 P.O. Box 610206
 Dallas, TX 75261
 Charles A. Martínez, President
 International forwarders.
 Established: 1981 Personnel: 11 Telex: 794933

TECOMAR, S.A. Tel. 271-0088
 Benjamín Franklin 232, 3er. Piso 277-2030
 Col. Escandón Fax 271-4010
 Del. M. Hidalgo
 11800 México, D.F.
 Apdo. Postal 11728
 06100 México, D.F.
 Hermann Stoldt, President; Peter Harmsen, Vice President;
 Alfredo Salinas, General Manager; Ricardo Diep Yunes, Sales
 Director
 Forwarding and customs brokers.
 Established: 1966 Telex: 1772690

TRANS CARGA INTERNACIONAL, S.A. Tel. 760-1422
 Norte 196 No. 694
 Col. Pensador Mexicano Fax 760-0114
 Del. V. Carranza
 15510 México, D.F.
 Frank O. Willy, CEO
 Customs brokers, transportation agent.
 Telex: 1773269

TRAFIMAR, S.A. Tel. 395-5255
Homero 1425, Desp. 801 395-5201
Col. Polanco Fax 395-7360
Del. M. Hidalgo
11550 México, D.F.
Willy J. Toedtli, President; Juan Antonio Mérito,
Commercial Director
Steamship agency, freight forwarding, international removal
agency,
Established: 1979 Personnel: 135 Telex: 1772175

TRANSPORTACION MARITIMA Tel. 652-4111
MEXICANA, S.A. DE C.V.
Av. de la Cúspide 4755 Fax 656-5256
Col. Parques del Pedregal
Del. Tlalpan
14010 México, D.F.
Francisco López Barredo, President; Alejandro Rojas M.V.,
General Manager; Pablo Fax Evans, Traffic and Commercial
Manager; Lic. Martha Gutiérrez Soto
Ship owner, shipping line operator and steamship agency.
Established: 1955 Personnel: 1,067 Telex: 1773949

ROADWAY EXPRESS Tel. 35-3166
INTERNATIONAL, INC.
Av. Roble 300, Desp. 401 35-3280
Col. Valle del Campestre
66260 Garza García, N.L.
José Luis Ornelas, Office Manager; Lic. Antonio A.
Santoscoy G., International Representative; María
Elizabeth Escamilla, Administrative Assistant
International freight forwarder.
Established: 1930

AFIANZADORA INSURGENTES, S.A. Tel. 566-3388
 Londres 13 566-3783
 Col. Juárez
 Del. Cuauhtémoc
 06600 México, D.F.
 Lic. Juan Murguía Pozzi, President and General Director;
 Lic. Carlos Abascal Carranza, Associate Director; Act.
 Enrique Murguía Pozzi, Corporate Operations Assistant
 Director; Mercedes Pesqueira, International Area Manager;
 Lic. Salvador Pompa y Fadilla, Corporate Bond
 Administrative Manager
 Bonding company.
 Established: 1958 Personnel: 280

COMPAÑIA MEXICANA DE GARANTIAS, S.A. Tel. 553-3799
 Paseo de la Reforma 144, 3o. y 4o. Piso 566-0377
 Col. Juárez
 Del. Cuauhtémoc
 Apdo. Postal 24-311
 06600 México, D.F.
 Lic. Sergio Gómez Bocanegra, General Director; Lic.
 Victoriano Serrano Hernández, Manager; L.A.E. Ignacio
 Zamora Chávez, Manager
 Bonding company.
 Established: 1913 Personnel: 164 Telex: 1761137

AMERICANA DE FIANZAS, S.A. Tel. 42-5885
 Av. López Mateos Norte 1038, Local 5 42-5938
 Plaza Florencia
 44620 Guadalajara, Jal.
 Lic. Beatriz Gutiérrez Delgadillo, Regional Manager
 Bonding company.
 Established: 1947 Personnel: 6

COMPAÑIA MEXICANA DE GARANTIAS, S.A. Tel. 25-8242
 Av. Vallarta 1390-405 25-8912
 44100 Guadalajara, Jal.
 L.A.I. Bernabé Ortíz Álvarez, General Manager;
 Lic. Fernando Castro Molina, Operations Manager;
 Guillermo Estrada Rodríguez, Administrative Chief
 Bonding company.
 Established: 1913 Personnel: 15

ASESORES GENERALES ASOCIADOS, AGENTE DE SEGUROS, S.A. Tel. 651-8800
 Av. Revolución 1181, 8o. Piso Fax 651-8191
 Col. Merced Gómez
 Del. B. Juárez
 03930 México, D.F.
 Benjamín Llano O., President; Carlos Molinar Berumen, Vice
 President; Alberto Sarmiento Gómez, International
 Department Head
 Insurance, employee benefits, bonds and pension plans.
 Established: 1963 Personnel: 63 Telex: 1771455

FIANZAS ATLAS, S.A. Tel. 511-4992
 Córdoba 42.
 Col. Roma Fax 511-5281
 Del. Cuauhtémoc
 06700 México, D.F.
 Lic. Adoración Gómez Girat, International Management
 Bonding companies.

BROCKMAN Y SCHUII, AGENTE DE SEGUROS, S.A. DE C.V. Tel. 207-1940
 Amberes 45 533-0660
 Col. Juárez Fax 514-7642
 Del. Cuauhtémoc
 06600 México, D.F.
 Harald Feldhaus, Director; Joaquín Brockman, Director;
 Ricardo L. Retteg, Director; Agustín Pedemonte, Director;
 Fernando Ortega, Director
 Insurance and bonding brokers, employee benefits and risk
 management consultants.
 Established: 1960 Personnel: 700 Telex: 1771280

FIANZAS MEXICO, S.A. Tel. 22-8760
 Antonio Valeriano 769 22-8866
 Col. Chapalita Fax 47-0623
 45140 Guadalajara, Jal.
 Lic. Darío Moreno Cobo, Director
 Bonding company.
 Personnel: 40 Telex: 682688

FIANZAS MONTERREY, S.A. Tel. 30-1040
 Av. Circunvalación Agustín Yáñez 2612
 44100 Guadalajara, Jal.
 C.P. Manuel A. Yépez Bojórquez, Assistant Director
 Bonding company.

BROCKMAN Y SCHUII, MONTERREY AGENTE DE SEGUROS, S.A. DE C.V. Tel. 48-9595
 Av. Constitución 1881 Poniente, 2o. Pis Fax 33-1991
 Apdo. Postal 1781
 64000 Monterrey, N.L.
 Oscar Bremer Sada, Director; Pablo F. Salas Berlanga,
 Director
 Insurance agents.
 Established: 1979 Personnel: 54 Telex: 382982

INTERTEC, S.A., AGENTE DE SEGUROS Tel. 47-6333
 Universo 746
 44520 Guadalajara, Jal.
 Patricio Fernández Cucto, Manager
 Insurance agents and bonding company.
 Established: 1982 Personnel: 8

KALIFA CONSULTORES

Aldama 985 Sur

64000 Monterrey, N.L.

C.P. José de J. Kalifa Assad, General Director

Insurance and bonding agency.

Established: 1984 Personnel: 12

Tel. 43-2933

43-5656

Fax 44-1661

LORANT CONSULTORES, S.C.

Presidente Masaryk 191-301

Col. Chapultepec Morales

Del. M. Hidalgo

11570 México, D.F.

Emilio Zepeda, Vice President; Tomás Lorant, Partner; José

Luis Salas Lizaur, Partner; Rosa Luara Martínez, Partner

Insurance brokers, actuaries, employee benefits consultants

Established: 1970 Personnel: 42 Telex: 1763142

Tel. 250-0166

Fax 254-2543

SERTANZA, S.C.

Río Mixcoac 39, So. Piso

Col. Insurgentes Mixcoac

Del. B. Juárez

03920 México, D.F.

Michael A. Turner, General Manager

Bonding and insurance agents, employee benefits consultants

Established: 1973 Personnel: 22

Tel. 563-9533

**VALENCIA CARRANZA Y COMPAÑIA,
S.A. DE C.V.**

Av. Chapultepec Sur 130-212

Sector Juárez

44140 Guadalajara, Jal.

Lic. Héctor Raúl Valencia Carranza, General Director

Insurance agents and appraisers.

Tel. 16-0690

WAREHOUSING

ALMACENADORA, S.A.
 Calz. Camarones 14
 Col. San Salvador Xochimanca
 Del. Azcapotzalco
 Apdo. Postal 153
 02870 México, D.F.
 C.P. Rafael Fonseca S., General Director; C.P. José A. Dávalos Ibarra, Administrative Director; José Luis Millán Aguilar, General Comptroller; Lic. Manuel Molina Paul, Personnel Manager
 Warehousing.
 Established: 1928 Personnel: 193

Tel. 541-3140
 541-3141
 541-1442

TRANSPORTES Y EMPAQUES BALDERAS, S.A. DE C.V.
 Av. Minas 83
 Col. Lomas de Becerra
 Del. A. Obregón
 01280 México, D.F.
 Apdo. Postal 19347
 01040 México, D.F.
 Roberto Balderas Velázquez, Director; Roberto Balderas Dalmas, Assistant Director; Marcela Balderas Dalmas, International Traffic Manager
 Packing, transportation and storage of household goods.
 Established: 1966 Personnel: 80 Telex: 1772933

ALMACENADORA SOMEX, S.A.
 Av. Chapultepec 350, 5o. Piso
 Col. Roma
 Del. Cuauhtémoc
 06700 México, D.F.

Tel. 511-2555
 Fax 528-9340

Lic. Juan Foncerrada Moreno, General Director; C.P. Rafael Valdez Sánchez, Commercial and Operations Assistant Director; C.P. Francisco Javier Santos Pérez, Finance and Administrative Assistant Director
 Customs bonded warehouse, field warehousing, refrigerated and cold storage.
 Established: 1981 Personnel: 280 Telex: 1761919

MUDANZAS TRANSCONTAINER, S.A. DE C.V.
 Vía Dr. Gustavo Baz 295-F
 Col. Viveros de la Loma
 54080 Tlalnepantla, Méx.

Tel. 397-5756
 398-4277
 Fax 398-7716

Luis Lerdo de Tejada, President; Carmen Lerdo de Tejada, General Manager; Martín Rivera Vargas, Traffic Manager
 Local, long distance and international movers, household and commercial, display and exhibit, door-to-door service.
 Established: 1973 Personnel: 100 Telex: 172694

SEIFERT INTERNACIONAL DE MUDANZAS, S.A. DE C.V.
 Prol. Petróleos Mexicanos 75, Bodega 3
 Col. Ampliación Petrolera
 Del. Azcapotzalco
 02480 México, D.F.
 Richard D. Seifert Tolín, General Director
 International and domestic movers, packing and warehousing.
 Established: 1986 Personnel: 50 Telex: 1762083

Tel. 352-7250
 352-7376
 Fax 352-5870

MUDANZAS GOU, S.A. DE C.V.
 Calle Nueva Santo Domingo 163
 Fracc. Industrial San Antonio
 Del. Azcapotzalco
 Apdo. Postal 16126
 02760 México, D.F.
 Eduardo Gou S., General Manager; J. Rafael Iglesias, Comptroller; Enrique Gálvez, Sales Manager
 National and international movers, packing and storage.
 Established: 1900 Personnel: 160 Telex: 1773136

Tel. 561-2900
 Fax 352-6157

TRADICSA, S.A. DE C.V.
 Poniente 134 No. 813
 Col. Industrial Vallejo
 Del. Azcapotzalco
 02300 México, D.F.
 Begofía Manzana A., General Director, Grupo Tradicsa; Ing. Andrés M. Méndez A., General Director, Tradicsa
 Warehouse for transporters, administrative services.

Tel. 358-1550
 567-4412

LATEX DISTRIBUIDORA
 Bosque de Duraznos 65-208
 Col. Bosques de la Lomas
 Del. M. Hidalgo
 11700 México, D.F.
 Raleigh D. Gibson, General Director; Gabriel Renero, Finance Director; Antonio Cárdenas, General Manager
 Storage of bulk liquids.
 Established: 1969 Personnel: 15 Telex: 1763108

Tel. 596-6111
 Fax 596-6920

UNIVERSAL TRANSPORT, S.A.
 Grutas 17
 Col. San Pedro de los Plinos
 Del. A. Obregón
 01180 México, D.F.

Tel. 272-6081
 272-0325
 Fax 271-3143

Jorge A. Roig Blackey, General Director; Marco A. Esquinca Kuri, Sales Manager; José Vieyra Chávez, Operations Manager
 Import/export, professional packing of household effects, machinery, storage, international moving services, steamship containers, trade shows and exhibits, door-to-door service.
 Established: 1982 Personnel: 35 Telex: 1764089

MEXICAN EMBASSY AND MEXICAN CONSULATES IN CANADA

MEXICO (Embassy of Mexico)

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Fax: (613)235-9123

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Military and Air Attaché Office: Suite 1414, Tel: (613)234-3406

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Mr. Abelardo Treviño (m), **Counsellor**
Brigadier General D.E.M. Jorge Baca-González (m), **Military and Air Attaché**
Mr. Antonio Gonzalez-Karg, **Counsellor (Economic)**
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Mr. Jorge Alvarez Fuentes (m), **First Secretary (Cultural)**
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Mrs. Georgina Csaszar, **Attaché**
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Mrs. Dolores C. de Parkinson, **Attaché (Administration)**
Mr. Noé Elizondo-Buenfil, **Attaché**
Mrs. Maria del Carmen Cecilia Dávila de Hidic, **Attaché**
Mr. Guillermo Ramos Uriarte, **Counsellor (Agriculture & Forestry)** Washington D.C., U.S.A.

MEXICO CONSULATES

Montreal, Que.: 1000 Sherbrooke Street West, Suite 2215, H3A 3G4. Tel: (514) 288-2502,
-4916

Mr. José Luis Vallarta Marrón *Consul General* and Mrs. Alicia Vázquez
de Vallarta

Mr. Carlos A. Torres Garcia (m) *Consul*
Mr. Guillermo Ponce *Vice-Consul (Tourism and Information)*

*Jurisdiction: Provinces of Quebec, New Brunswick, Nova Scotia, Prince Edward Island
and Newfoundland.*

Quebec, Que.: 380 Saint-Louis Road, Suite 1407, Sillery, G1S 4M1. Tel: (418)681-3192

Mrs. Madeleine Therrien *Honorary Consul*

Jurisdiction: Cities of Lévis and Quebec.

Toronto, Ont.: 60 Bloor Street West, Suite 203, M4W 3B8. Tel: (416) 922-2718, -3196

Mr. Carlos Manuel Sada-Solana *Consul General* and Mrs. Maria Elena Vázquez
de Sada

Mrs. Maria Estela Murillo-Delgado *Consul*
Mr. Enrique Valle-Cardenas (m) *Consul*
Mr. Conrado Julián Vázquez Diaz (m) *Vice-Consul*
Mr. Luis Pásquel Luján *Vice-Consul (Tourism Information)*

Jurisdiction: Province of Ontario (except Regional Municipality of Ottawa-Carleton).

Vancouver, B.C.: 1130 West Pender Street, Suite 810, V6E 4A4. Tel: (604)684-3547, -1859

Mrs. Teresa Margarita Román (m) *Consul*
Mr. Jesus Davila Diez *Consul*

*Jurisdiction: Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Yukon
Territory and Northwest Territories.*

MEXICAN COMMERCIAL TRADE OFFICE

BANCO NACIONAL DE COMERCIO EXTERIOR
LIC. RAUL RODRIGUEZ, TRADE COMMISSIONER
2 BLOOR ST. EAST SUITE 3032
TORONTO, ONTARIO
N4W 1A8 CANADA
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