



EMBASSY OF VIETNAM IN MEXICO
TRADE OFFICE

COAPROB

AGRI-FOOD COMMODITY COUNCIL
OF MEXICO

MEXICAN IMPORTERS OF RICE, AGRICULTURAL & FOODSTUFF PRODUCTS

I AGRI-FOOD COMMODITY COUNCIL OF MEXICO						
No	Organization	Address	Full Name/Poistion	Tel/Fax/Website	Email	Activities
1	AGRI-FOOD COMMODITY COUNCIL	Paseo de la Reforma 222, Suite 1820, Col. Juárez C.P. 06600, México, D. F.	Guillermo Cardenas S. (Mr.)/President	Tel: (+52-44) 2393 0987 Cel: (+52-155) 1333 1351 www.agrigrain.com.mx	guillermo.cardenas@agrigrainmex.com	Mangement of Importation and Consumption of Rice and agricultural products
			Jesús Ramírez Benevides (Mr.)/ Director General	CeL: (+52-155) 2510 0685	jramirez@coaprob.org.mx; comerc.granos@gmail.com	Mangement of Importation and Consumption of Rice and agricultural products
II LIST OF IMPORTERS OF RICE, AGRICULTURE & FOODSTUFF OF MEXICO						
No	Companies	Address	Full Name	Tel/Fax/Email/Website	Tel/Fax/Email/Website	Imported Products
1	AgriGrain Mexico, SA de CV.	Lib. Fray Junípero Serra No. 2450 Piso 5, Oficina 1, Col. Valle de Juriquilla C.P. 76230, Querétaro, Qro. México	Guillermo Cardenas S. (Mr.)/ Director General	Tel: (+52-44) 2393 0987 Cel: (+52-155) 1333 1351 www.agrigrain.com.mx	guillermo.cardenas@agrigrainmex.com	Rice, Paddy and other agricultural products (...)
			Rocio Casas Dacasa (Ms)/ Trading Manager	Tel: (+52-44) 2393 0987 www.agrigrain.com.mx	r.casas@agrigrain.com.mx	Rice, Paddy and other agricultural products (...)
2	Abastos Teleno, S.A. de C.V.	4 Poniente 1504 , C.P. 72000 Puebla, Pue.	Agustín Matanzo (Mr.) President	Tel: (+52-222) 462 12 00.	agustin@abastosteleno.com	Rice and other agricultural products (...)

3	Bodega de Granos el Alazán y el Rocio	Puente de Paja No.18 Col. Central de Abasto, CP 09040 del Iztapalapa, México D.F	Eleazar Cota (Mr.)/ Commercial Director	Tel: (+52-55) 5640 1600 - Ext. 5611 Cel: (+52-155) 1793 2438 www.alazan.com.mx	ecota@alazan.com.mx ;	Rice, Pepe; grains, seeds and food products
			Claudia Hernández (Ms)/ International Purchaser	Tel: (+52-55) 5640 1600 - Ext. 129. www.alazan.com.mx	chdez@alazan.com.mx	Rice, Pepe; grains, seeds and food products
4	Compañía General de Viveres	Gustavo Díaz Ordaz #420, Col. Nogalar, San Nicolás de los Garza, N. L., Mexico 66480	Gilberto Montemayor (Mr.)/ CEO	Tel: (+52-81) 8305 6933. Fax: (+52-81) 8305 6930 www.cigevisa.com.mx	gil@cigevisa.com.mx	Rice
5	Digrava, S.A. de C.V.	Ave. Vallarta 6503, Edn-Plaza Conentro, Torre Corey, Piso 1, Ofna 1A, C.P. 454010 Zapopan, Jalisco, Coyul No. 2139 Col. Mercado de abastos, C.P. 44530 Guadalajara, Jalisco, Mexico	Sergio Vaca (Mr.)/ President	Tel: (+52-333) 671 4573.	svaca@grupovaca.com	Rice and other agricultural products (...)
6	Diprodesa Importaciones S.A. de C.V.	Ave. Los Angeles No. 1000 int. 276 Col. Mercado de Abastos la Estrella C.P.66482, San Nicolas de los Garza, N. L.	Jorge Pedraza (Mr.)/ President	Tel: (+52-81) 8831 4060.	jpedrazardz@gmail.com	Rice and other agricultural products (...)
7	Elizondo Agroalimentos, S.A. de C.V.	Ruiz Cortinez 150 Ote Int C, Col Villa de San Antonio, C.P. 67112, Cd. Guadalupe, N L	Virgilio Elizondo (Mr.)/ President	Tel: (+52-81) 8327 1350; 8364 5789.	virgilio@elizondomexico.com	Rice and other agricultural products (...)
8	Empacadora de Semillas Zaragoza, S.A. de C.V.	Carretera Texcoco Lechería s/n Col. Tulantongo C.P. 56200 Texcoco, Estado de México	José Antonio Samano H. (Mr.)/ President	Tel: (+52-595) 955 2558.	jsamano@semillaszaragoza.com	Rice and other agricultural products (...)
9	Alta Calidad de Semillas y Granos S.A. de C.V.	Calle 4 # 3, Col Central de Abasto, C. P. 09040, Iztapalapa, Central de Abastos Pasillo C-D Bodega 18, col. Ejidos del Moral Iztapalapa C.P. 09040 México, D.F.	José Antonio Bojorge (Mr.)/ President	Tel: (+52-55) 5694 0583; 5694 4693; 5694 2080. http://www.bojorge.com	jose_antonio@bojorge.com	Rice; Seeds; Sprices and dried products

			Javier López (Mr.)/ Import Manager	Te: (+52-55) 5694 0583; 5694 4693; 5694 2080. http://www.bojorge.com	javier_lopez@grupodonpp.com	Rice; Seeds; Sprices and dried products
10	Surtidora Abarrotera, S.A. de C.V.	Central de Abastos, Bodega E-33 Col. Zona Urbana Ejidal, Iztapalapa C.P. 09040 México, D.F.	Ignacio Samano Vega (Mr.)/ President	Tel: (+52-55) 5694 0081.	ignacio@surtidoraabarrotera.com.mx	Rice and other agricultural products (...)
			Ms Leticia Basques/ Import Manager		surtabar@prodigy.net.mx	
11	Surtidora del Bajío, S.A. de C.V.	Colinas del Cimatario 426, Colinas del Cimatario C. P. 76090 Queretaro, Qro - - Av. Del Cimatario #426 Queretaro, Qro.	Juan Carlos Gutiérrez (Mr.)/ President	Tel: (+52-442) 213 2046.	juangutierrezmx@yahoo.com.mx	Rice and other agricultural products (...)
12	Casa Abascal. S.A.	Bodega E29 y 31 Central de Abastos Iztapalapa C.P. 09040, D.F, México,	Juan Carlos Abascal (Mr.)/ General Director	Tel: (+52) 5694.0715 - 5694.8347 Fax: (+52) 5694.8287 www.casaabascal.com www.lapasiega.mx www.fruterry.com.mx www.despensamexicana.es	E-mail: jcabascal@me.com ; abascal@grupoabascal.com	import 600 products at: www.casaabascal.com www.lapasiega.mx www.fruterry.com.mx www.despensamexicana.es
			Luis Enrique García (Mr.)/ Import Manager	Tel: (+52) 5694.0715 - 5694.8347 Fax: (+52) 56948287 www.casaabascal.com www.lapasiega.mx www.fruterry.com.mx	legarcia@la-pasiega.com	import 600 products at: www.casaabascal.com www.lapasiega.mx www.fruterry.com.mx www.despensamexicana.es
13	Almacenes Vaca, S.A. de C.V.	Av. San Miguel de Allende No.827 Col. Cd Industrial CP 36541 Irapuato Gto.	Aristóteles Vaca (Mr.)/ CEO	Tel: (+52-462) 623 6827 & 167 1100. www.almacenesvaca.com	aris@almacenesvaca.com Website:	Rice; Peper and other agricultural products

			Fabiola Canchola (Ms)/ Asistant to Director	Tel: (+52-462) 623 6827 & 167 1100. Website: www.almacenesvaca.com	fcanchola@almacenesvaca.com	Rice; Peper and other agricultural products
14	Molino Harinero San Blas, SA DE CV	30 Poniente # 1306, Col. Morelos 72080 Puebla, Puebla	Rosalba Álvarez Rodríguez (Ms)/ Asistant to Director	Tel: (+52 222) 232 0200; 222 232 0400 www.laitaliana.com.mx	direccion@laitaliana.com.mx	Rice, grains, seeds, other agricultural products and food products
15	Comercializadora Isabel, S A de C V	Carretera Federal Fortín- Huatusco No. 1617 Col. Ex-Hacienda Las Ánimas 94472, Fortín, Ver.	Lic. Jorge Antonio Bueno González (Mr.)/ General Director	Tel. +(52 271) 712 1000 Fax: +(52 271) 712 1448	comcisa@prodigy.net.mx	Rice; Peper and other agricultural products
			Lic. Guillermo Fabián (Mr.)/ Comercial Director	Tel. +(52 271) 712 1000 Fax: +(52 271) 712 1448	fabset9@gmail.com	Rice; Peper and other agricultural products
16	Comercializadora de Granos Seleccionados S.A. de C.V. COGSSA	Coyul 2009 Mercado de Abastos Guadalajara, Jal.	Alejandro Rubio Alvarez (Mr.)/ General Director	Tel. +(52 33) 3587 6220, Tel. +(52 33) 3587 6221	ara@cogssa.mx	Rice; Peper and other agricultural products
			Juan Carlos Rubio Alvarez (Mr.)/ Engineering Director	Tel. +(52 33) 3587 6220, Tel. +(52 33) 3587 6221	jcrubio@cogssa.mx	Rice; Peper and other agricultural products
17	Grupo Industrial Vida, S.A. de C.V.	Ejido 300, La Venta del Astillero, C.P. 45221, Zapopan, Jalisco, Mexico	Lorena Aguilar (Ms)/ Import Manager	Tel: (+52-33) 3208 0400 Ext. 4411 Website: www.grupovida.com	lorena.aguilar@grupovida.com; presidencial@grupovida.com;	Long grain milled rice. Maximum 4% Total broken kernel
			Carlos Luna /?	Tel: (+52-33) 3208 0400 Website: www.grupovida.com	carlos.luna@grupovida.com;	Long grain milled rice. Maximum 4% Total broken kernel
18	Lozano Magaña S.A. de C.V.	Paseo de Reforma # 300, Despacho 301, Col. Juarez C.P. 0600, Mexico, D.F	Javier Lozano Aguirre (Mr.)/ CEO	Tel: (+52-55) 5225 3737 Fax: (+52-55) 5525 3518; 5525 3538 Website: www.lozanom.com	jl@lozanom.com; tramites@lozanom.com;	Rice
19	Mexicana de Viveres MSV S.A. de C.V.	Add: Calle Circuito E-F,F Bodega 46, Col. Ejidos del Moral, Del. Iztapalapa, C.P. 09040, México, D.F.,	J. A. Martin Samano San Martin. (Mr.)/ Director	Tel: (+52- 55) 5694 0731; 5694 0758 Fax: (+52-55) 5694 2746	mexicana_vive@prodigy.net.mx; Martin_samano@hotmail.com; Samanopp@gmail.com	Rice

20	Especialidades Deli S.A. de C.V. / RIANSA	Centro de Abasto Crujia 4 137-139, Centro de Abastos local F Y L, Iztapalapa, C.P. 09040, Mexico D.F.	Ernesto Torfer Mateos (Mr.)/ CEO	Tel: (+52- 55) 5694 3118; 5600 8753	etorfer@hotmail.com ;	1) Canned peaches (halves), pineapple (slices & pieces), lychees, cherries, mushrooms in slices; 2) Condensed sweetened milk; 3) Cheese (100% milk Gouda type), analogue cheese of mix analogue+milk cheese.
			Luis Mateos Antunez (Mr.)/ Import Manager	Tel: (+52- 55) 5694 3118; 5600 8753	lmateos01@gmail.com	
21	GALDISA, S.A. DE C.V.	Pico de verapaz 449-A Desp. 203, Col. Jardines en la Montaña, Del. Tlalpan, C.P.14210, México D.F.	Alejandro Hurtado Figueroa (Mr.)/ Foreign Trade Manager	Tel: (+52- 55) 5030 4616 Fax: (+52- 55) 5030 4630 E-mail: exim@galdisa.com.mx Website: www.galdisa.com.mx	exim@galdisa.com.mx	Cashew nuts: Types: WW320; SW320; WW240; SW240; SSW; WS
			Rocio López (Ms)/ Buyer	Tel: (+52- 55) 5030 4616 Fax: (+52- 55) 5030 4630 Website: www.galdisa.com.mx	rocio.lopez@galdisa.com.mx	Cashew nuts: Types: WW320; SW320; WW240; SW240; SSW; WS
22	CHILES Y CONDIMENTOS AZTECA S.A. DE C.V	Av. Arboledas # 1101, Col. Mercado de Abastos C.P. 44530 Guadalajara, Jalisco, Mexico	Jorge Armando Grimaldo Lopez (Mr.)/ Commercial Director	Tel: (+52-33) 3671 0471 Fax: (+52-33) 3671 2579	jgrimaldo@ccazteca.com ; jgrimaldo@spicecommerce.com	Rice; Spices; Other agricultural products.
			Socorro Guerrero (Ms)/ Export and Import Manager	Tel: (+52-33) 3671 0471 ext.350 Fax: (+52-33) 3671 2579	azteca@cgu2.com	Rice; Spices
23	Tiendas Chedraui S.A De C.V AV.	Av. Constituyentes No. 1150, Col. Lomas Altas Del. Miguel Hidalgo, C.P. 11950, Mexico D.F.	Arturo Zermeño Lara (Mr.)/ Import Director	Tel. (+52-55) 1103 8083 http://www.chedraui.com.mx	azermeno@chedraui.com.mx	Rice, Spices, agricultural products; Foodstuff; Other products for Supermarket chains
	NewTrade Comercializadora (Representative of Chedraui)	Guanabara 335, Desp 5, Col. Nueva Santa María, Del. Azcapotzalco, C.P. 02820, Mexico, D.F	Tomas Antonio Diaz de La Peña (Mr.)/ Trade Manager	Tel: (+52- 55) 5354 5215->16 Cel: (+52-155) 1275 9111 Fax: (+52- 55) 5030 4630 Website: www.newtrade.mx	tomas.diaz@newtrade.mx	Trading (all kind of products)

24	Mirpac Norte SA de CV de Mexico	Av Moctezuma 3515 Local B PB-206 Guadalajara, Jal CP 45050 Mexico Av Fundidora 501 L BD Cintermex 1er Nivel Monterrey, NL CP 64010 Mexico	Aristeo Lozano (Mr.)/ Legal Representative /CFO	Tel. +52 33 3880 1265 Fax + 52 33 3880 1200 www.mirpacnorte.com	info@mirpacnorte.com	Import: Rice, Peper, Lines for Supermarket. Seafood (Pangasius, Tiapila)
24	Mirpac Norte SA de CV de Mexico	Av Moctezuma 3515 Local B PB-206 Guadalajara, Jal CP 45050 Mexico Av Fundidora 501 L BD Cintermex 1er Nivel Monterrey, NL CP 64010 Mexico	Alex Orozco (Mr.)/ CEO	Telephone: (+52- 81) 8191 8092; 3880 1265 Fax: (+52- 81) 8191 8094; (+52- 33) 3880 1200 www.mirpacnorte.com www.mirpacnorte.com	alexorozco@mirpacnorte.com; haowis@gmail.com;	Import: Rice, Peper, Lines for Supermarket. Seafood (Pangasius, Tiapila)
	Mirpac Norte SA de CV de Mexico	Av Moctezuma 3515 Local B PB-206 Guadalajara, Jal CP 45050 Mexico Av Fundidora 501 L BD Cintermex 1er Nivel Monterrey, NL CP 64010 Mexico	Guillermo Kuri M. (Mr.)	Telephone: (+52- 81) 8191 8092; (+52- 33) 3880 1265 Fax: (+52- 81) 8191 8094; (+52- 33) 3880 1200 Website www.mirpacnorte.com www.mirpacnorte.com	guillermokuri@mirpacnorte.com	Import: Rice, Peper, Lines for Supermarket. Seafood (Pangasius, Tiapila)
25	Walmart México & Centroamérica	Blvd. Manuel Avila Camacho 647, Col. Periodista, Del. Miguel Hidalgo, C.P. 11220, Mexico, D.F	Ilse Lorena Muñoz Herrera (Ms)/ Buyer,	Tel: + 52 (55) 2629-6000 ext. 11742 Fax: (+52-55) 2629 9367 www.walmartmexico.com.mx www.walmartmexico.com.mx	ilse.munoz@wal-mart.com	Rice, Spices, agricultural products; Foodstuff; Other products for Supermarket chains (Groceries)
	Walmart México y Centroamérica	Blvd. Manuel Avila Camacho 647, Col. Periodista, Del. Miguel Hidalgo, C.P. 11220, Mexico, D.F	Juan Antonio Pinilla España (Mr.)/ Buyer,	Tel: + 52 (55) 2629-6000 ext. 11867 Fax: (+52-55) 2629 9367 www.walmartmexico.com.mx	mjapini@wal-mart.com	Groceries
	Walmart de México y centroamérica	Blvd. Manuel Ávila Camacho 647. Col. Periodista. Deleg. Miguel Hidalgo. C.P. 11220. México D.F.	Juan Antonio Pinilla (Mr.)/ Buyer	Tel; (+52-55) 2629-6000 ext. 11867 www.walmartmexico.com.mx www.walmartmexico.com.mx	juan.pinilla@walmart.com	Rice

	Walmart de México y centroamérica	Bldv. Manuel Ávila Camacho 647. Col. Periodista. Deleg. Miguel Hidalgo. C.P. 11220. México D.F	Dennise Caro del Castillo (Ms)/ Buyer	(+52-55) 2629-6000 ext. 13644 www.walmartmexicoymexico.com.mx www.walmartmexico.com.mx	Mdenisse.Caro@walmart.com	Private Label
26	Productos Verde Valle, S. A. de C. V.	Av. Vallarta No. 5683 Col. Santa María del Pueblito 45010 Zapopan, Jal. México	Germán Rosales Wybo (Mr)/ General Director	Tel.: +52 33 3540 2200, fax: +52 33 3540 2231	mayraer@verdevalle	Rice and other agricultural products
			Mayra Echeagaray (Ms)/ Asistant to Director	Tel.: +52 33 3540 2200, fax: +52 33 3540 2231	mayraer@verdevalle	Rice and other agricultural products
27	Importadora Kukulcan, S. A de C. V.	Calle-65 N° 295 X 26 y 28 Col. Centro 97000 Mérida Yuc., México	Alonso Mingua (Mr)/ General Director	Tel. + 52 999 929 0750 + 52 999 929 0762	i_kukulcan@live.com.mx; importadorakukulcan@hotmail.com	Rice and other agricultural products
			Claudia Becerra (Ms)/ Asistant to Director	Tel. + 52 999 929 0750 + 52 999 929 0762	i_kukulcan@live.com.mx; importadorakukulcan@hotmail.com	Rice and other agricultural products

For more information, please contact:

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 Facebook: <https://www.facebook.com/viettrade.enmexico>
 Website: www.vietnamembassy-mexico.org

Agri-Food Commodity Council - COAPROB
 (CONSEJO AGROALIMENTARIO DE PRODUCTOS BÁSICO, A.C).
 Paseo de la Reforma 222, Suite 1820, Col. Juárez
 06600 México, D. F.
 Email: jramirez@coaprob.org.mx
 Tel.: +52 55 1253 7961
 Fax: +52 55 1253 7091
<http://www.coaprob.org.mx>

Thông tin hữu ích:

- Quy định về việc nhập khẩu gạo Việt Nam vào Mexico, Thương vụ đã đăng tải tại trang tin của Bộ Công Thương:
<http://www.moit.gov.vn/vn/tin-tuc/1986/quy-dinh-ve-viec-nhap-khau-gao-viet-nam-vao-mexico-va-van-de-thay-doi-cach-dong-bao-gao-xuat-khau-cua-viet-nam.aspx>
- Báo cáo thị trường lúa gạo Mexico và việc xuất khẩu gạo của Việt Nam
<http://vietnamexport.com/bao-cao-thi-truong-lua-gao-mexico-va-viec-xuat-khau-gao-cua-viet-nam/vn2524231.html>
- Mẫu chào hàng có hướng dẫn cách cập nhật hình ảnh, hàng hóa xuất khẩu, xin vui lòng tải [tại đây \(company profile\)](#)
Tập quán của Mexico dùng gạo rời. Do đó Thương vụ khuyến cáo các DN trong nước không chào hàng loại gạo dính.

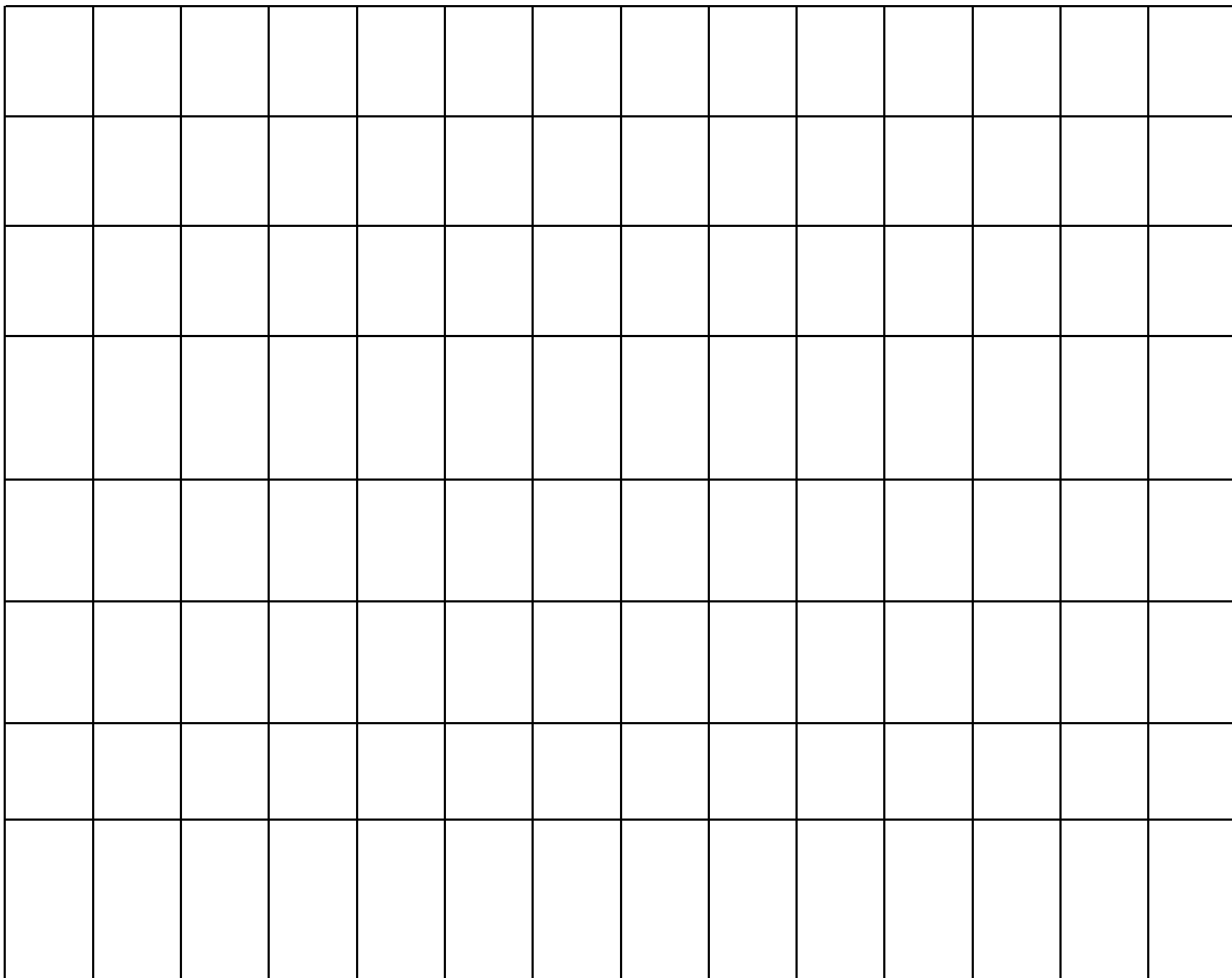
4) Hiện tại đã có một số DN VN không đòi được tiền hàng, do áp dụng hình thức thanh toán (T/T) ứng trước 30%, trả sau 70%.
Thương vụ khuyến cáo DN trong nước yêu cầu khách hàng mở thư tín dụng không hủy ngang (Irrevocable L/C At sight);

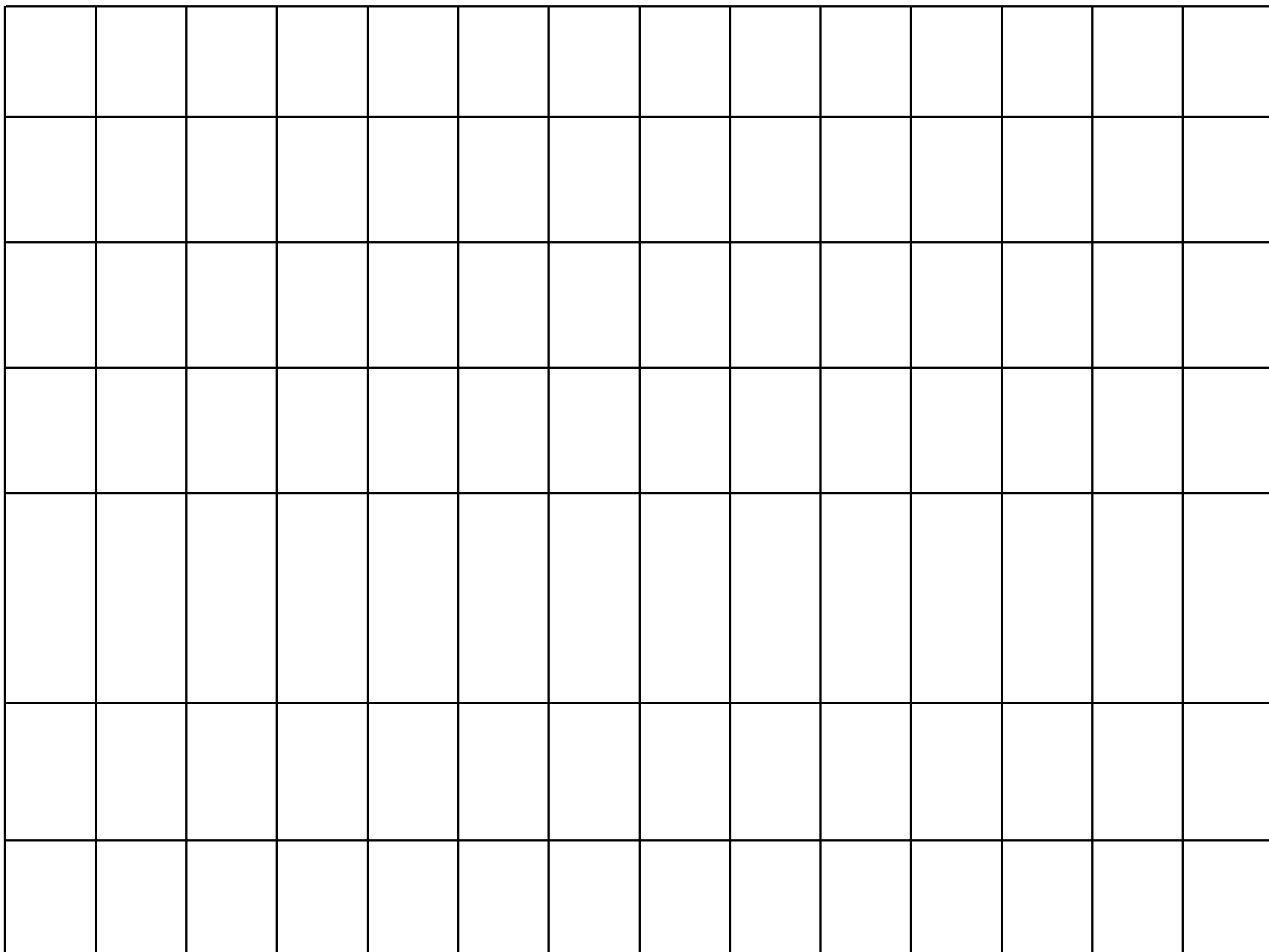
5) Sau 3 ngày làm việc nếu khách hàng không trả lời, doanh nghiệp trong nước cần chủ động điện thoại đôn đốc khách hàng.
Lưu ý múi giờ của Việt Nam nhanh hơn Mexico 12 tiếng mùa hè (13 tiếng, mùa đông), trước khi gọi cần kiểm tra thời gian:
Khi doanh nghiệp gửi thông tin (company profile) cho khách hàng, email đầu tiên, xin vui lòng c.c cho Thương vụ để khách biết nguồn thông tin

[Mexico City - World Time](#)

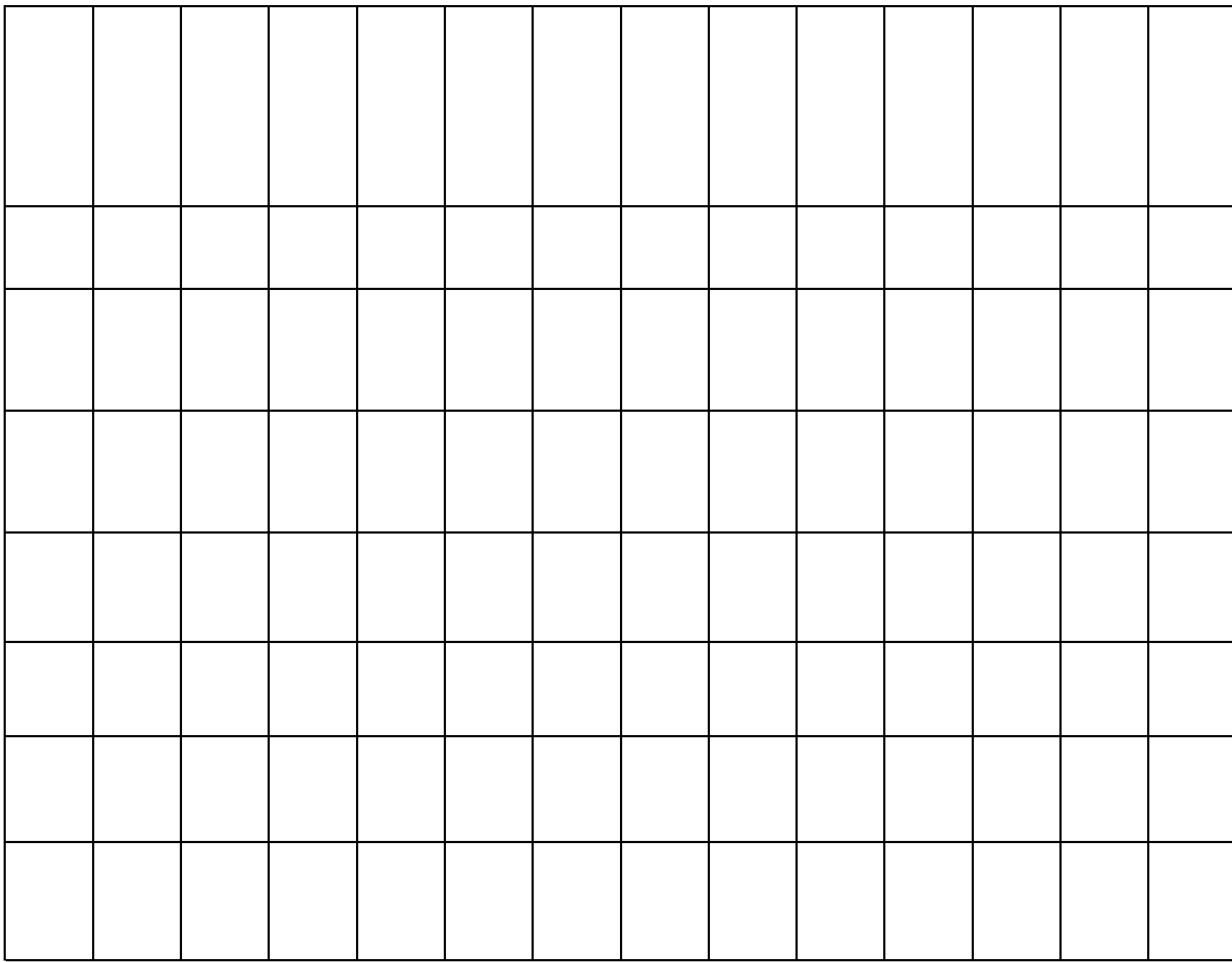
Ghi chú: Mexico áp dụng trở lại thuế NK gạo xay xát 20% (HS code 10063001) từ ngày 10/01/2015. XK gạo của Việt Nam khó cạnh tranh.
Các DN Mexico có xu hướng chuyển qua NK gạo của Hoa Kỳ và Uruguay (đã ký NAFTA và FTA) có thuế 0%

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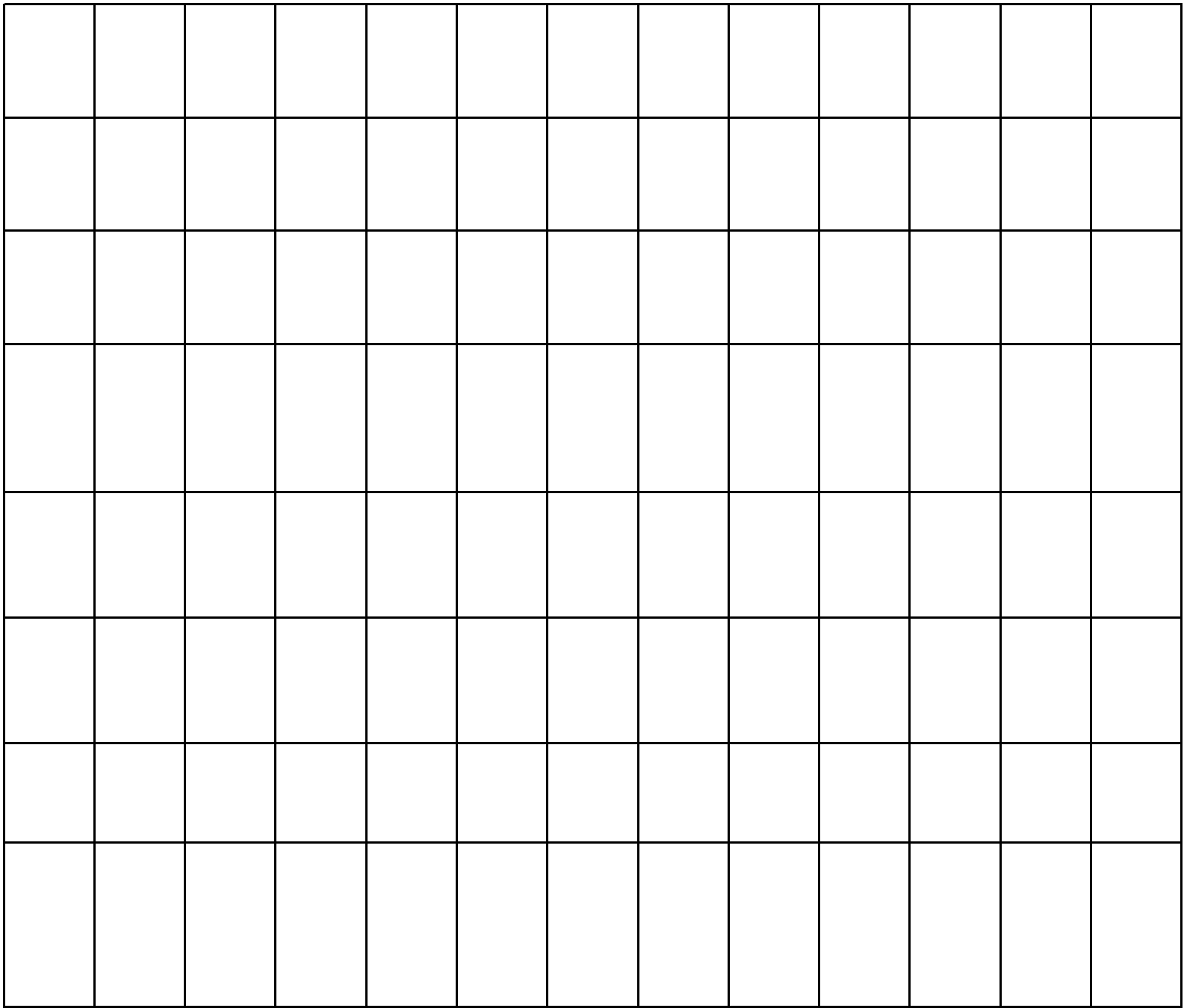


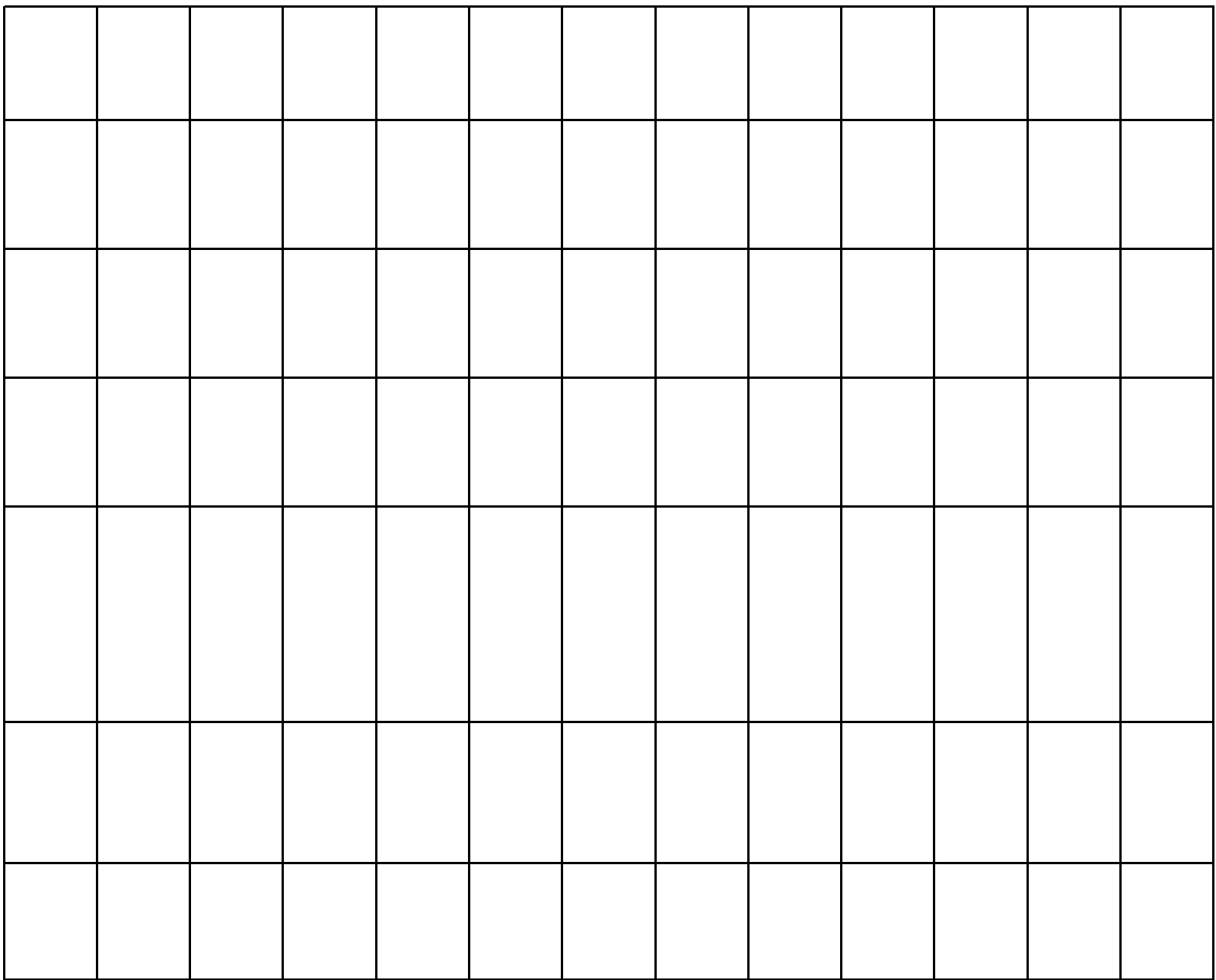
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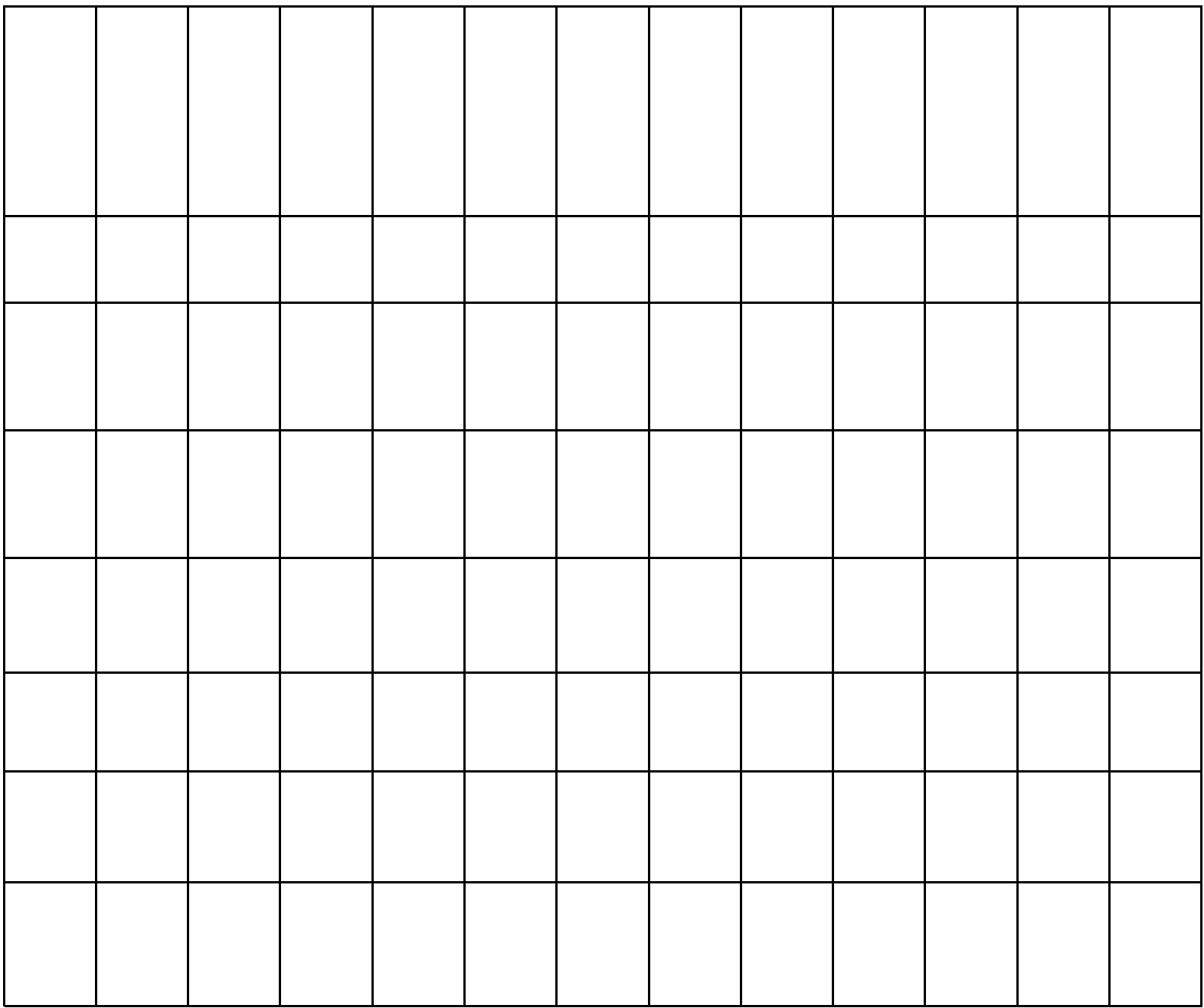
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