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## Mexico

### Market Development Reports

### Guide to Service Providers in Mexico

## 2002

Approved by:

**Bruce Zanin**

**U.S. Embassy**

Prepared by:

Pia Cortes

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#### Report Highlights:

**This report provides contact information for service providers to US exporters who need assistance in Mexico. Mexico remains an excellent market for US exporters and investors. US agricultural exports to Mexico topped \$7 billion in 2001.**

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Includes PSD changes: No  
Includes Trade Matrix: No  
Unscheduled Report  
Mexico ATO [MX2], MX

## **TABLE OF CONTENTS**

- I.** THE AGRICULTURAL TRADE OFFICES
- II.** ANIMAL AND PLANT HEALTH INSPECTION SERVICE (APHIS)
- III.** FOREIGN COMMERCIAL SERVICE
  - A. GOLD KEY
  - B. INTERNATIONAL COMPANY PROFILES
- IV.** FREIGHT FORWARDERS AND CUSTOM BROKERS
- V.** PUBLIC RELATIONS FIRMS
- VI.** REAL ESTATE
- VII.** TRADE LAW FIRMS
- VIII.** MEXICAN LABELING VERIFICATION UNITS

**DISCLAIMER**

This report is for informational purposes only in order to assist potential and current exporters of food and agricultural products to Mexico. Every effort has been made to provide an accurate list of contact information, but telephone and fax numbers change frequently in Mexico. In addition, there may be other qualified firms in Mexico and the United States, and their exclusion was unintentional. Neither the US Agricultural Trade Offices (ATOs) or the US Department of Agriculture (USDA) endorse any firm contained herein. US exporters should take normal commercial precautions when dealing with any potential service provider or importer, including checking references.

**INTRODUCTION**

The objective of this report is to provide contact information for service providers to US exporters who could need assistance in Mexico. The implementation of NAFTA, eliminating the vast majority of tariffs for the export of US foods into Mexico, give US products an advantage in the Mexican market. Mexico remains an excellent market for United States exporters and investors. Total US agricultural exports to Mexico in 2001 were valued at \$7.4 billion.

**I. THE AGRICULTURAL TRADE OFFICES (ATOs)**

The US Agricultural Trade Offices (ATOs) in Mexico provide assistance to US exporters in a variety of ways including scheduling appointments for visitors and trade teams, participating in trade shows, and organizing seminars and other activities to bring together US exporters and Mexican importers. The ATO staff provides guidance and advice on market development plans of US business groups and trade associations, and offers suggestions on strategies and tactics for promotional events and market development of their agricultural, fishery and forestry products. The ATOs also provide background information on many aspects of the Mexican market and complete studies on certain sectors and products of broad interest to the US export community.

**Address:****US Agricultural Trade Office, Mexico City**

Jaime Balmes 8-201; Col. Los Morales Polanco

México 11510

México

**Tel:** (011)(52-55)5280-5291, (011)(52-55)5280-5277, (011)(52-55)5281-6586**Fax:** (011)(52-55)5281-6093**E-mail:** atomexico@fas.usda.gov**Contact:** Bruce Zanin, Director

**US Agricultural Trade Office, Monterrey**

**Address:** Oficinas en el Parque Torrell  
Blvd. Diaz Ordaz No. 140, Piso 7  
Col. Santa Maria, 64650 Monterrey, Nuevo Leon  
**Tel:** (011)(52-58)18333-5289  
**Fax:** (011)(52-58)18333-1248  
**E-mail:** atomexico@fas.usda.gov  
**Contact:** Jeanne F. Bailey, Director

**MARKET REPORTS**

The ATOs issue a variety of reports that can assist you with information on the market potential for your product and on exporting procedures. All of our reports can be accessed via the internet. To access a report on the internet, go to the following site:  
**<http://www.fas.usda.gov/scriptsw/attacherep/default.asp>**

Here you are presented three options for accessing our reports. Select OPTION 3 for locating reports and type in the report number in this form: MX####. Report numbers for selected studies are listed below. Once you enter the report number, you will be given the option of downloading the report or opening it in Adobe Acrobat and printing a hard copy.

Select reports are listed below. For other topics you can access the same website, and use the search engine. Most reports are periodically updated and the report number will change, use the search engine to locate the most recent versions, or contact the ATO Mexico City office.

<b>Report Topics</b>	<b>Report Number</b>
Regulations for Exporting/Border Crossing	MX1205
Labeling Regulations	MX1223
General Exporter Guide	MX1171
Retail Sector in Mexico	MX1080
Hotel and Restaurant Sector in Mexico	MX1177
The Mexican Caribbean Market	MX1216
Processed Foods Market	MX1221
Wine Market	MX1210
Alcoholic Beverages Market	MX2025

**II. ANIMAL AND PLANT HEALTH INSPECTION SERVICES (APHIS)**

The Animal and Plant Health Inspection Service (APHIS) of USDA is responsible for inspecting and certifying that other countries' agricultural products meet the phytosanitary requirements for exporting to the United States. For more details, especially on animal products and produce, contact the APHIS office in Mexico City.

**APHIS Address and Contact Information:**

Sierra Nevada 115

Lomas de Chapultepec 11000

**Tel.:** (011)(52-55)1997-1500 or (011)(52-55)5080-2000, extensions 4116/4153/4367

**Fax:** (011)(52-55)1997-1540

**E-mail:** [elba.quintero@aphis.usda.gov](mailto:elba.quintero@aphis.usda.gov)

**Homepage:** <http://www.aphis.usda.gov>

**Contact:** Elba Quintero

### **III. FOREIGN COMMERCIAL SERVICE**

#### **A. GOLD KEY**

The Commercial Service provides a wide variety of trade services including: trade counseling, trade contact services, product and service promotion, essential market research, customized market research, trade leads, advocacy on behalf of U.S. business interests, trade finance information and support, promotion and management of trade shows, organization of international trade missions, credit checks on potential overseas business partners and certification of established trade events.

FCS' Gold Key Service is designed to help US companies find agents, distributors, representatives, or franchisees. Assistance may be available outside of these areas at higher cost. FCS can only offer service for products/services that contain at least 51 percent US content, by value.

#### GOLD KEY SERVICE DETAILS

Fee: \$600 per day of pre-screened appointments with potential agents/distributors, at their location of business. The fee for appointments with potential franchisees and investment partners is \$800. Costs increase when services are required within a short time frame (less than four weeks).

Number of appointments: Generally four to five per day, depending on distance between appointments and expected traffic conditions.

In order to begin work on your Gold Key Service, FCS needs to receive the following things, preferably at least six weeks prior to the date of the Gold Key appointments, but no less than four weeks. Franchise and investment proposals typically require six to eight weeks lead time.

a) Payment -- Visa, Mastercard, AMEX, or company check made out to the U.S. Department of Commerce. FCS cannot start work until payment is received.

b) Gold Key Questionnaire -- this can be accessed on the internet at the following site: [www.usatrade.gov](http://www.usatrade.gov) Go to "Contact us" and then to the international office Mexico.

c) Brochures and Price Lists -- 15 sets of product literature including export price lists. If you do not have an export price list, substitute your domestic price list. It is also helpful to know your company web site address.

d) Signed Participation Agreement -- FCS will provide this to you for your signature.

Brochures must be sent via courier service (e.g. Fedex, DHL) to the relevant Mexican street address

on the attached Gold Key Service Questionnaire form. Do not use the U.S. PO Box addresses as this may result in delays and lost shipments. Be sure to claim “no commercial value” to avoid delays with Mexican customs. Customs duties or fees, if any, must be paid by the Gold Key client.

The Gold Key fee includes 8 hours of assistance from an interpreter/escort. Additional hours must be paid by the client directly to the interpreter at a rate of 200 Mexican pesos, per hour. Local transportation is paid by the client and is not included in the fee. Usually, FCS will arrange in advance for a taxi to provide local transportation. The cost paid to the taxi is approximately US\$18 per hour.

For more information on the service, including answers to frequently asked questions, please go to the following site:

[www.usatrade.gov](http://www.usatrade.gov) Go to “Contact us” and then to the international office Mexico.

## **B. INTERNATIONAL COMPANY PROFILES**

When exporting to new customers abroad, background checks on potential clients will reduce risks and allow your company to enter new business relationships with confidence.

Commercial specialists in US Embassies and consulates abroad will conduct an investigation for you and deliver the results in 30 to 45 days, at a very reasonable cost. Reports include up-to-date information on your potential clients, such as:

- bank and trade references
- principals, key officers and managers
- product lines
- number of employees
- financial data
- sales volume
- reputation
- market outlook

An international company profile may also include information on:

- subsidiary/parent relationships
- recent news items about the firm
- the firms’ US customers
- operational problems
- activities of prominent owners
- branch locations

The commercial specialists abroad who conduct your research will also give you their recommendation on whether you should enter a business relationship with the subject firm, and, if so, on what basis. Your request is held in strict confidence; the subject firm does not know who ordered the report. For more information on international company profiles, contact the US Department of Commerce.

Other companies in Mexico that can prepare International Company Profiles are:

**VERITAS, S.A. DE C.V.**

Eva Deyanira  
Insurgentes Sur 1787  
Col. Guadalupe Inn 01020  
México, D.F.  
Tel. (011)(52-55)5089-2626, (011)(52-55)5089-2606  
Fax. (011)(52-55)5089-2600, (011)(52-55)5089-2603

**NEXOMEXICO**

Anita Cintron  
Monte Pelvoux 111, 4o. Piso  
Lomas de Chapultepec 11000  
México, D.F.  
Tel. (011)(52-55)5202-1848  
Fax. (011)(52-55)5202-6481

**Contact information for the US COMMERCIAL SERVICE – MEXICO**

Mexico City  
Tel. (011)(52-55)5140-2600  
Fax. (011)(52-55)566-1115  
Mexico Address: U.S. Trade Center  
Liverpool No. 31, Col. Juárez  
06600 México, D.F.  
Contact: David Ponsar

Monterrey  
(also covers Ciudad Juarez)  
Tel. (011)(52-81)8-343-4450  
Fax. (011)(52-81)8-343-4440  
Mexico Address: U.S. Consulate  
Avenida Constitucion 411 Pte.  
Monterrey N.L. 64004  
Contact: Sheryl Binckney-Mass

Guadalajara  
Tel. (011)(52-33)3-615-0980  
Fax. (011)(52-33)3-826-6549  
Mexico Address: U.S. Consulate  
Lopez Cotilla No. 2032, Piso 4

44130 Guadalajara Jalisco  
Contact: Isabella Cascarano

Tijuana  
Tel. (011)(52-664)622-7400  
Fax. (011)(52-664)681-8016  
Mexico Address: U.S. Consulate  
Tapachula 96, Col. Hipodromo  
22420 Tijuana, B.C.N.  
Contact: Judith Valdez

#### **IV. FREIGHT FORWARDERS AND CUSTOM BROKERS**

##### Role and Importance of Freight Forwarder/Customs Broker

The international freight forwarder acts as an agent for the imported cargo to the international destination. These agents are familiar with the import rules and regulations of foreign countries, methods of shipping, US government export regulations, and the documents connected with foreign trade.

In the case of Mexico, freight forwarders usually form part of a local customs broker company or are closely associated with one. Currently, many Mexican forwarding companies and/or customs brokers have offices on the US side of the border.

Exporters should seriously consider having a freight forwarder/customs broker handle the formidable amount of documentation that exporting requires as they are specialists in this process. Exporters should always try to work with the customs broker assigned to their client since they probably are experienced in handling these kinds of goods. There are currently 423 registered Mexican customs brokers in Nuevo Laredo, Mexico and 180 US customs brokers in Laredo, Texas. A partial list of some of these Mexican forwarding/custom brokerage companies is provided at the end of this section.

##### Importer Registration

Mexican importers are required to register with the Treasury Ministry on two different accounts, in the Padron de Importadores (General Importers Census) and in the Padron de Importadores Sectorial Especifico (Sectorial Registry of Importers). Mexican Customs also requires that importers of certain products re-register with their local customs regional office. Importers who do not re-register run the risk of having their shipments stopped at the border.

#### **SELECTED MEXICAN FORWARDING/CUSTOM BROKERAGE COMPANIES SPECIALIZING IN AGRICULTURAL PRODUCTS**

**LEONIDES ALVARADO**  
Av. Cesar Lopez de Lara 525  
88000, Nuevo Laredo, Tamaulipas

Tel. 011-(52-867)713-0331  
Fax . 011-(52-867)713-1060



**MIGUEL ANGULO Y ASOCIADOS, S.A.  
DE C.V.**

Hidalgo 3630-E  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)713-2645  
Fax . 011-(52-867)713-4207

**AUTO EXPRESS FRONTERA NORTE,  
S.A. DE C.V.** (Transportation Specialists as well)

Proлонación Av. Huehuetoca S/N  
Parque Industrial Xhala  
Cuautitlán Ixcalli, México  
Tel. 011-(5255)58-721735  
Fax . 011-(5255)58-705146

**SANTA ESQUIVEL TORRES**

Priv. Agencias Aduanales 4145  
88287, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)715-0046  
Fax. 011-(52-867)715-3750

**SERGIO MACIAS**

Heroes de Nacataz 3838 Altos  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)713-5163  
Fax. 011-(52-867)713-5375

**MARIO PALOS GARZA**

Pedro J. Mendez 1920 Altos  
88240, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)715-8288  
Fax. 011-(52-867)715-8450

**LEONCIO FERNANDEZ HINOJOSA**

Mendoza 1005  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)712-3329  
Fax. 011-(52-867)713-2853

**SALVADOR ROSAS QUINTANILLA**

Bravo 2123  
88001, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)713-4540

Fax. 011-(52-867)713-4660

**FERNANDO YARZA RODRIGUEZ**

Independencia 2117  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)713-5301  
Fax. 011-(52-867)713-5931

**ALEJANDRO DE LA FUENTE G.**

Maclovio Herrera 4024-Altos  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)713-5942  
Fax. 011-(52-867)713-0968

**JULIAN ALEJANDRO MARTINEZ  
ARZANI**

Aquiles Serdan 508 Altos  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)712-6910  
Fax. 011-(52-867)712-9700

**RICARDO ZARAGOZA AMBROSI**

Pino Suarez 3456  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)712-3033  
Fax. 011-(52-867)712-5396

**MARIO GUILLERMO SALGADO M.**

Peru 3517 Col. Juarez  
88209, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)715-7048  
Fax. 011-(52-867)715-7849

**SEEGROVE, S.A.**

Madero 2103  
Sector Aduana  
88040, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)712-5185  
Fax. 011-(52-867)713-1903

**LUIS EDMUNDO GONZALEZ**

Independencia 3636  
Sector Aduana  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)712-0991  
Fax. 011-(52-867)713-1218

**MANUEL CANALES ESCAMILLA**

Arteaga 3535  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)712-5662  
Fax. 011-(52-867)713-1396

**MARIO GUILLERMO SALGADO  
MORALES**

Peru 3517  
88209, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)715-7048  
Fax. 011-(52-867)715-8132

**CARLOS H. ZESATI**

Arteaga 3341 Altos  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)712-4937  
Fax. 011-(52-867)713-3142

Obregón 1500  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)713-0288  
Fax. 011-(52-867)712-1120

**MARTINEZ INTERNATIONAL**

1607 Davis  
Laredo, Texas  
Tel. (956)726-3444

**ESTHELA MOUNETOU**

911 E. Del Mar Blvd.  
Laredo, Texas  
Tel. (956)725-1120

**MOUNETOU INT. FORWARDING AG.**

1202 Moctezuma  
Laredo, Texas 78040  
Tel. (956)722-6887

**GLAFIRO MONTEMAYOR**

Mendoza 907 Esq. Mina  
Sector Aduana  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)712-3064  
Fax. 011-(52-867)712-7929

**JORGE J. VAZQUEZ ELIZONDO**

Aldama 1111  
Sector Aduana  
88000, Nuevo Laredo, Tamaulipas  
Tel. 011-(52-867)712-4121  
Fax. 011-(52-867)712-2577

**SANTIAGO ARECHIGA GUAJARDO**

## **V. PUBLIC RELATIONS FIRMS**

The following public relations firms can provide assistance in outreach for businesses new to the Mexican market.

### **COMM GROUP SA DE CV**

Artemio del Valle Arizpe18-7

Col. Del Valle 031100

Mexico, D.F.

Tel. (011)(52-55)5669-3996

Fax. (011)(52-55)5669-3646

### **CONVERSION**

Av. Veracruz 93-203

Col. Condesa 06140

Mexico, D.F.

Tel. (011)(52-55)5553-1311

Fax. (011)(52-55)5553-1311

### **EDELMAN MEXICO, S.A. DE C.V.**

Paseo de la Reforma 116-10

Col. Juárez 06600

Mexico, D.F.

Tel. (011)(52-55)5566-2822

Fax. (011)(52-55)5535-4412

### **FEEDBACK**

Torreo 12

Col. Roma Sur 06760

Mexico, D.F.

Tel. (011)(52-55)5564-1335

Fax. (011)(52-55)5564-4709

### **GRUPO CASTTLER**

Patricia Gray

Amsterdam 296

Col. Hipódromo 06100

Mexico, D.F.

Tel. (011)(52-55)5264-4108

Fax. (011)(52-55)5264-8075

pgray@supernet.com.mx

### **GRUPO GRAFAL, S.A. de C.V.**

Joaquin Argaez 6  
Col. San Miguel Chapultepec  
Tel. (011)(52-55)5553-0776  
Fax. (011)(52-55)5553-0776  
grupografal@aol.com

**GRUPO MEGO PROMOCIONES Y PUBLICIDAD**

Nogal 6414  
Col. Valle de Infonavit 4 Sector  
Monterrey, Nuevo Leon  
Tel. (011)(52-81)8478-8340  
Fax. (011)(52-81)8478-8340

**OPERADORA DE CONVENCIONES E  
INCENTIVOS “OCI”**

Amores 754  
Col. Del Valle 03100  
Mexico, D.F.  
Tel. (011)(52-55)5682-8501  
Fax. (011)(52-55)5682-8466

**PAUTA CREATIVA PUBLICIDAD**

Berlin 318  
Col. Del Carmen Coyoacan 04100  
Mexico, D.F.  
Tel. (011)(52-55)5658-1566  
Fax. (011)(52-55)5658-1588

**IMPACTOS FRECUENCIA Y COBERTURA EN MEDIOS**

Sossoferrato 61  
Col. Alfonso XIII 01460  
Mexico, D.F.  
Tel. (011)(52-55)5482-3827  
Fax. (011)(52-55)5482-3804

**VI. REAL ESTATE**

For US businesses interested in finding commercial property, the following list provides contacts in Mexico City and Monterrey. These agents will have information for real estate agents outside of Mexico City and Monterrey. The property owner usually commissions real estate brokers (corredores) and in this manner they obtain their fees. Although you may find a property through their services, keep in mind that under the existing system in Mexico, their fiduciary responsibility is solely to the person that pays the commission.

**CENTURY 21**

Contact: Grissel Antunez

Monte Everest 635

Lomas de Chapultepec

Mexico City, D.F.

Tel. (011)(52-55)5202-9358, (011)(52-55)5202-8888, (011)(52-55)5520-2611

Fax. (011)(52-55)5202-5282

**IDEAL HOMES** (also handles commercial property)

Contact: Sergio Rojkind Halpert

Av. Lomas Verdes 651

Naucalpan, Edo. De Mexico 53120

Tel. (011)(52-55)5294-5822, (011)(52-55)5251-2517

Fax. (011)(52-55)5393-6088

**REAL ESTATE COUNSELOR**

Contact: Judy Mizrahi

Sierra Paracaima 1229

Col. Lomas de Chapultepec

Mexico, D.F.

Tel. (011)(52-55)5251-6717

Fax. (011)(52-55)5251-8238

**VII. TRADE LAW FIRMS IN MEXICO**

**AGUILAR GOMEZ, RAUL**

Contact: Lic. Raul Aguilar Gomez  
Capulin 46-202

Col. del Valle

03200- Mexico, D. F.

Tel. & Fax.: (011)(52-55)5575-6854, (011)(52-55)5575-2717, (011)(52-55)5575-6458

Languages: Spanish, English, French.

License number

1509586

TYPE OF PRACTICE: litigant in civil law, corporate law, taxation law, trade and custom law, foreign investment, mining law, patents & trade-marks, international financing, immigration matters, joint ventures and recovery of goods in customs (house hold goods, vehicles, big trucks, boats.)

Graduated: National Autonomous University of Mexico (UNAM) Law Degree. 12 years of practice.

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**BARONA ABOGADOS, S. C.**

Contact: Lic. Luis Barona Mariscal

Anatole France 152

Col. Polanco

11560 Mexico, D. .F

Tel.: (011)(52-55)5280-6567 Fax.: (011)(52-55)5280-9563

E-Mail: abogados@barona.com.mx

Languages: Spanish and English

License number

715981

TYPE OF PRACTICE: Corporate law, litigation, joint ventures, foreign Investments, estate cases, patent and trademarks.

Graduated: La Salle University 1973, 28 years of practice.

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**BUFETE RODRIGUEZ MARQUEZ, S.C.**

Contact: Lic. Jose Antonio Rodriguez Marquez

Crepúsculo No. 47

Col. Insurgentes Cuicuilco

04530 México, D.F.

Tel. (011)(52-55)5666-1178, Fax.: (011)(52-55)5666-1144

Languages: English and Spanish

License number

552666

TYPE OF PRACTICE: counsel to national and international entities on the formation and development of tourism, industrial, commercial, and "maquiladora" projects, foreign investment, industrial and intellectual property rights, foreign trade and tax matters. corporate, tax law.

Graduated: Universidad Nacional Autonoma de Mexico, National School of Professional Studies of Acatlan, University of Houston, Universidad Panamericana. Member of the Mexican Bar Association, Inter-American Bar Association, American Chamber of Commerce, A.C., More than 10 years of experience.

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**CARAZA Y MORAYTA**

Contact: Lic. Francisco Caraza Samaniego  
 Monte Libano No. 235, 2o. Piso  
 Col. Lomas de Chapultepec  
 11000 Mexico D.F  
 Tel.: (011)(52-55)5540-5148, Fax.: (011)(52-55)5540-6650  
 Languages: Spanish , English and French

License number  
 1398306

TYPE OF PRACTICE: corporate and administrative law, government contracts, trust, divorces, preparations of wills, banking, insurance, franchises, patent and trademark law , estate cases, mexican international law, immigration, foreign investment and transfer of technology.

Graduated: Universidad Iberoamericana. 5 Years of practice

**GOODRICH, RIQUELME Y ASOCIADOS**

Contacts:  
 Lic. Bill F. Kryzda  
 Lic. David H. Brill, Jr.  
 Lic. Tomas Sanchez Baylon  
 Lic. Jaime Delgado  
 Lic. Jorge Leon Orantes  
 Lic. Alvaro Gonzalez Ocampo  
 Lic. Raul S. Moreyra  
 Lic. Agustin R. Urdapilleta  
 Lic. Julio Flores Luna  
 Reforma 265, Mezannine  
 Col. Cuauhtemoc  
 06500- Mexico, D. F.  
 Tel.: (011)(52-55)5533-0040 to 55, Fax.: (011)(52-55)5525-1227  
 Languages: Spanish, English, French, Italian, Polish and Portuguese

License numbers  
 136317  
 273089  
 32309  
 81328  
 97751  
 64597  
 164454  
 211984  
 690965

TYPE OF PRACTICE: general civil practice, commercial, corporate, foreign investment, transfer of technology and in-bond "maquiladora" regulations, tax, labor, real estate, trusts, mining petroleum, banking and finance, insurance, arbitration, immigration, customs, maritime law, aviation, patent and trademark, copyright, licensing law and estates.

Kryzda- graduated: Northwestern University, Southern Methodist University Law Institute of the Americas, National Autonomous University of Mexico Law School. Member of Illinois and American Bar Associations; International Bar Association, Inter-American Bar Association, El Ilustre y Nacional Colegio de Abogados de Mexico. 35 years of practice.

Brill- graduated: University of Wisconsin, University of Chicago; Harvard Law School, University of Nuevo Leon Law School. Member of International Bar Association. More than 35 years of practice.

Sanchez- graduated: National Autonomous University of Mexico Law School, Indiana State College; Southern Methodist University Law Institute of the Americas. Member El Ilustre y

National Colegio de Abogados de Mexico; Mexican Bar Association; International Bar Association; International Fiscal Association; Mexican Confederation of Industrial Chambers. More than 25 years of practice.

Delgado- graduated: National Autonomous University of Mexico Law School. Member Barra Mexicana Colegio de Abogados; Inter-American Bar Association; Iberoamericana Association of Labor Law. More than 35 years of practice.

Leon- graduated: University of Guadalajara, New York University. Member Inter-American Bar Association; United States Trademark Association; International Association for the Protection of Industrial Property, A.C.; Licensing Executives Societe; Inter-American Association of Industrial Property. More than 25 years of practice.

Gonzalez- graduated: Escuela Libre de Derecho. Member of International Bar Association; Barra Mexicana Colegio de Abogados. More than 20 years of practice.

Moreyra- graduated: National Autonomous University of Mexico Law School. Member American Bar Association; International Bar Association. More than 30 years of practice.

Urdapilleta- graduated: National Autonomous University of Mexico Law School. Member International Fiscal Association; International Association of Lawyers; Mexican Bar Association; International Bar Association. More than 20 years of practice.

Flores- graduated: National Autonomous University of Mexico Law School. Vice Chairman Labor Affairs Committee American Chamber of Commerce; Mexican Association of Corporate Attorneys. 8 years of practice.

### **HALKIN-AZUELA BUFETE**

Contacts:	License number
Lic. Fernando Halkin Bider	178993
Lic. Salvador Azuela Arriaga	
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Col. Cuauhtemoc	
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Tel.: (011)(52-55)5207-3007, (011)(52-55)5207-0722, (011)(52-55)5207-4684	
Fax.: (011)(52-55)5207-5394	
Languages: Spanish, English, French, Russian, Polish, Hebrew and German.	

TYPE OF PRACTICE: corporate, international law, business, tax, administrative, tourism, immigration, banking, finance, insurance, patents and trademark, trust and estates, foreign investment, transfer of technology, maritime and aviation.

Graduated: Universidad Nacional de Mexico. More than 25 years of practice.

### **OGARRIO DAGUERRE, S.C.**

Contacts:	License numbers
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Alejandro Ogarrío Ramirez	155707
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Languages: Spanish, English and French

TYPE OF PRACTICE: Corporate and commercial law, mergers and acquisitions, foreign investment and international transactions, project finance, banking and finance, capital markets and securities, government contracting and privatizations, real estates.  
Graduated: Escuela Libre de Derecho and Georgetown University. Eight years of practice.

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**VERA ABOGADOS, S.C.**

Contacts:	License numbers
Lic. Luis Vera V.	161155
Lic. Luis Vera P.	2739663

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Languages: Spanish, English and French

TYPE OF PRACTICE: administrative, litigation, commercial, mercantile, taxes, corporative law, foreign investment, technology transfer and copyright laws, computer law in Mexico and high-tech corporations, immigration matters and preparation of contracts.  
Vera V.- graduated: Escuela Libre de Derecho, Cambridge University.  
Vera P.- graduated: Escuela Libre de Derecho.  
More than 15 years of practice.

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**TRADE LAW FIRMS IN MONTERREY**

**DEL VALLE DE LA GARZA MAURICIO**

Contacts:  
Mauricio del Valle de la Garza  
5 de mayo 933 Pte.  
64000 Monterrey, Nuevo Leon, Mexico  
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Languages: Spanish and English

TYPE OF PRACTICE: Commercial and trade law, criminal law, narcotics, general practice, family law.

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**GARCIA-URDIALES GUMARO**

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Washington 1232 Pte.  
64000 Monterrey, Nuevo Leon, Mexico  
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Languages: Spanish and English

TYPE OF PRACTICE: Commercial and trade law, general practice.  
Law degree at University of Nuevo Leon, 1961.

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**MARTINEZ GARCIA JORGE**

Contacts:

Jorge Martinez Garcia

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Languages: Spanish and English

TYPE OF PRACTICE: Commercial and trade law, tax law.  
Law degree at University of Nuevo Leon, 1959.

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**VIII. MEXICAN LABELING VERIFICATION UNITS**

Labels on products imported into the Mexican market must be authorized. This certification is secured by verification units, which are companies empowered by the Mexican Government to counsel, review, and authorize labels for imported products. US exporters must contact one of these verification units through their local representative and request label authorization according to NOM 051. The verification unit will ask exporters for a copy of their proposed label in English and Spanish. The verification unit will review the label and text and recommend changes, if any, that should be made in order to provide the final authorization. Only after final authorization should labels be printed. A partial list of verification units that can assist US exporters to comply with Mexican labeling requirements is listed at the end of this section.

Product Exceptions: Customs brokers can present a letter directed to the Official Customs Administrator to explain that the items being imported are not for retail sale but instead for industrial processing or the service sector and, as such, do not require labels. The letter lists the invoice number, the name of the international supplier, and complete address where these goods will be further processed. This document is signed by the importer on the letterhead of the importing company.

For more details on labeling requirements, please refer to the report accessing instructions on the first page and Access report number MX1223.

**LABELING VERIFICATION UNITS:**

**ALMACENADORA ACCEL, S.A.**

Almacen General de Deposito

Virginia Fabregas 80, Col. San Rafael

06470 Mexico, D.F.

Tel: (011)(52-55)5705-2788; Fax: (011)(52-55)5705-4794

Contact: Enrique Aleman

**ALMACENES DE DEPOSITO OCEJO, S.A. DE C.V**

Calle Oriente 107 No. 3118  
Col. Tablas de San Agustín  
07860 Mexico, D.F.  
Tel: (011)(52-55)5760-5511, (011)(52-55)5760-0191  
Fax: (011)(52-55)5760-0855, (011)(52-55)5751-1553  
Contact: Alejandro Ocejo

**ALMACENADORA DE DEPOSITO MODERNO, S.A. DE C.V.**

Almacen General de Deposito  
Albeniz 4418, Col. Ampl. Gpe. Victoria  
07780 Mexico, D.F.  
Tel: (011)(52-55)5318-8990  
Fax: (011)(52-55)5318-8999  
Contact: Dir. Lic Elias Guerra Escobar

**CALIDAD MEXICANA CERTIFICADA, A.C.-CALMECAC**

Jose Vasconcelos 83  
Col. San Miguel Chapultepec 11850  
Mexico, D.F.  
Tel: (011)(52-55)5553-0571, (011)(52-55)5553-0645  
Fax: (011)(52-55)5211-6702  
Contact: Lic. Jaime Acosta Polanco, Director

**NORMALIZACION Y CERTIFICACION ELECTRONICA, A.C.**

Manuel Maria Contreras 133 Piso 6  
Col. San Rafael 06500  
Mexico, D.F.  
Tel: (011)(52-55)5566-7333  
Fax: (011)(52-55)5705-3686  
Contact: Ing. Arturo Leal Silva, Director

**SOCIEDAD MEXICANA DE NORMALIZACION Y CERTIFICACION, S.C. NORMEX**

Alfredo B. Nobel 21  
Centro Industrial Puente de Vigas  
54070 Tlalnepantla, Estado de Mexico  
Tel: (011)(52-55)5390-4152; Fax: (011)(52-55)5565-8601, (011)(52-55)5565-7217  
Contact: Dr. Jaime Gonzalez Basurto, Director  
Email: [Normex@normex.com.mx](mailto:Normex@normex.com.mx)

**SOCIETE GENERALE DE SURVEILLANCE DE MEXICO, S.A. DE C.V.**

Division ICS, SGS  
Organismo de Certificacion

Ingenieros Militares 85, Piso 5

Col. Argentina Poniente

11230 Mexico, D.F.

Tel: (011)(52-55)5387-2100, (011)(52-55)5358-3563, (011)(52-55)5358-8474

Fax: (011)(52-55)5576-6647, (011)(52-55)5576-9770

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