



MEXICAN AVOCADOS



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**Stories that
matter.**

DMASS Business is the leading company in production and commercialization of completely organic farm produce. A 100% Mexican enterprise that has become one of the most important benchmarks of garden produce both in the Mexican and international markets.

We have more than 17 years of experience backing us up, but our clients, from North America and Europe to Middle East, are our biggest strength and guarantee our professionalism.

In addition of having more than 200 acres of top quality crops, we also have more than 24 certifications as important as SAGARPA's organic product seal, and others like SENASICA, Bioagricert, Global GAP, amongst others.

We grow the best varieties of avocado, mango, banana, watermelon, papaya, pineapple, melon, lychee, lemon, jackfruit, coffee and sugar, all seasonal farm produce that are always delivered guaranteeing their freshness and top quality.

OUR MISSION

Being a leader company in the production and commercialization of organic farm produce in national and international markets.

We aim to distinguish ourselves for the superior quality of our products and the satisfaction of our clients, building a strong long term relationship with them.



OUR VISION

Increase our leadership in the commercialization of our farm produce, providing a quality service with continuous improvement, expanding our commercial relationships and guaranteeing the satisfaction of your clients.





OUR PRINCIPLES

1 TRUST

We recognize and believe our clients and work team act in good faith.

2 LOYALTY

Committed to serving our clients at all times.

3 PROFESSIONALISM

Achieving it through discipline, trust, and the desire to learn and progress.

4 INNOVATION

Using technological tools that allow us to fully develop our company.

5 TRANSPARENCY

Always acting consistently providing clear and timely information.



AVOCADO CHARACTERISTICS

The fruit is an oval berry with seed that can present a smooth or rough surface, its weight range is wide (between 4 and 5.5 oz), and its color is greenish with thin or thick skin. When ripe, the pulp has the consistency of hard butter and its flavor reminds mildly of that of the walnut. It is very rich in protein and fats with an oil content of 10 to 20 percent.

This fruit provides energy, reduces cholesterol, is an antioxidant, contains folic acid and is richer in potassium than bananas.

Avocado is very rich in good fats, most of them are monounsaturated. It is full of vegetable oils such as oleic acid and a good amount of Omega-3. This set of fats is what gives avocado its great caloric intake.

Información Nutricional	
Tamaño de la porción 1/3 de aguacate mediano (50g) Porciones totales: 3	
Cantidad por porción	80
Calorías	
% Valor Diario*	
Grasa Total 6g	10%
Grasa Saturada 1g	5%
Grasa Trans 0g	
Grasa Poliinsaturada 1g	
Grasa Monoinsaturada 5g	
Colesterol 0mg	0%
Sodio 0mg	0%
Carbohidratos Totales 4g	1%
Fibra Dietética 3g	11%
Azúcares 0g	
Incluye 0g de Azúcares Añadidos	0%
Proteína 1g	
Vitamina D 0mg	0%
Calcio 10mg	0%
Hierro 0.3mg	2%
Potasio 250mg	6%
Vitamina A 0mg	0%
Vitamina C 4mg	4%
Vitamina E 1mg	6%
Vitamina K 11mcg	10%
Tiamina 0.04mg	4%
Riboflavina 0.1mg	8%
Niacina 1mg	6%
Vitamina B ₆ 0.1mg	6%
Folato 45mcg DFE (0mcg ácido fólico)	10%
Ácido Pantoténico 0.7mg	15%
Fósforo 30mg	2%
Magnesio 15mg	4%
Zinc 0.3mg	2%
Cobre 0.1mg	10%
Manganeso 0.1mg	4%

*El porcentaje del Valor Diario (%VD) indica la contribución del nutriente en una porción de alimento a una dieta diaria. La recomendación nutricional general es de 2,000 calorías diarias.



AHUACATL

A NAME OF NAHUATL ORIGIN

Avocado is "ahuacatl" in Nahuatl. The word "ahuacatl" also means testicle, in reference to the way in which said fruit hangs from the tree.



SURFACE
Smooth or rough surface.



COLOR
Greenish with thin or thick skin.



PULP
Has the consistency of hard butter and its flavor reminds mildly of that of the walnut. mildly of the walnut.



OIL
5 grams of monounsaturated fat and 1 gram of polyunsaturated fat per serving.

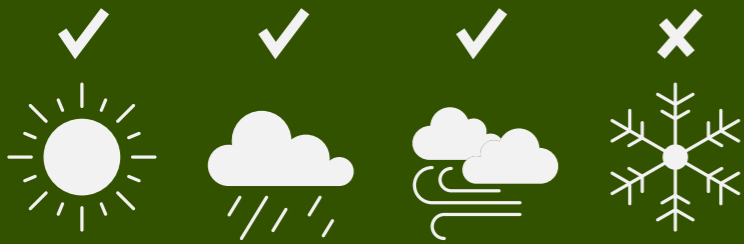


WEIGHT
Between 4 and 5.5 oz



AVOCADO EDAPHIC CONDITIONS AND CLIMATE

The avocado tree is a tall tree that can grow from medium to large; it has a very generous flowering that sets fruit in a very high percentage. It is sensitive to cold and humidity, so it is advisable to establish the plantation in regions free of frost and hot and dry winds. The temperature and the precipitation are the two factors with highest incidence in the development of the crop; it is considered that 1,200 mm yearly of well distributed precipitation are sufficient. It is recommended to grow at altitudes between 800 and 2.500 m.



GROWS AT ALTITUDES



800 and 2.500 m.

SUPPLY CALENDAR

TYPE OF AVOCADO	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
HASS AVOCADO												
FUERTE AVOCADO												



AVOCADO USES

Avocado is used as raw food; combined with other vegetables as a salad; as a complement to all kinds of food due to its high content of proteins, vitamins, minerals and oils.

It's also used in creams and soups, due to its low sugar content. The famous guacamole - avocado sauce-, ahucamolli in Nahuatl, exists thanks to avocados.

The oils can be extracted from its rich fat that, once processed, are used in the cosmetic and pharmaceutical industries.



AVOCADO MARKETING AND EXPORT



8.84%

Fruit Production *



4.39%

National GDP - Agriculture



45.95%

Mexico main supplier of the international market.

Avocado is a 'hit' product of the national agri-food export. Mexico is the main supplier of the international market with a contribution of **45.95%** of the value of global exports. In the United States is promoted and consumed in events with an international reach, such as the Super Bowl, in which **100.000 tons** have been consumed during the day of the event.

The demand for this product has increased in **26 countries including NAFTA members** and others, in the European Union and countries with which Mexico has no free trade agreement, which together consume almost **1.7 million tons**.



AVOCADOS CALIBER

The quality of our product distinguishes and brings satisfaction to all our consumers throughout all Mexico. We always offer fresh fruit that is up to the standards of international markets.







+ de 330gr 300 a 330gr 265 a 300gr 265 a 205gr 170 a 205gr 150 a 170gr 120 a 150gr



	Super	Super	Super	Extra	First	Medium	Commercial
	32	36	40	48	60	70	84
	12	14	16	18	22	24	26
	12	14	16	18	22	24	26



AVOCADO RIPENING

	1	2	3	4
RIPENESS DEGREE				
Fruit state	HARD NOT RIPE	FIRM ALMOST RIPE	R I P E READY TO EAT	PASSED T O O R I P E
DRY MATTER CONTENT	21 a 23%	23% a 30%	35%	37%



FRUIT SUPPLY SEASONS

FRUIT SEASONS																		
MANGO				LEMON	AVOCADO		PAPAYA	BANANA				JACKFRUIT	LYCHEE	MELON	WATERMELON	PINEAPPLE		
TOMMY ATKINS	K ENT	HADEN	ATAULFO	PERSIAN LIME	HASS	FUERTE	MARADOL	TAHI	VALERY	CAVENDISH	TABASCO							
JAN																	JAN	
FEB																	FEB	
MAR																	MAR	
APR																	APR	
MAY																	MAY	
JUN																		JUN
JUL																		JUL
AGO																		AGO
SEP																		SEP
OCT																		OCT
NOV																		NOV
DEC																	DEC	



AVOCADO PACKING

PACKING FACILITY URUAPAN, MICHOACÁN



In our packing plant located in the state Michoacan we have trained and certified personnel which is responsible for selecting each avocado with the help of a packing machine. After being selected, each fruit is washed and packed in cardboard boxes with presentations of 4 and 6 Kg. After this process, pallets are made and placed in refrigeration chambers where the product will be maintained in optimal conditions for targeted output.



MEXICAN AVOCADOS

AVOCADO PACKING

PACKING FACILITY NAYARIT



One of our main packing plants is located in the state of Nayarit. In this location, we process Hass avocado with the same quality standards as that of Michoacan.

Here we work with more than 270 producer associates and 3706.581 acres of their own, producing 100% organic fruits.



AVOCADO PACKING

PRESENTATION

ALL DESTINATIONS

ALL DESTINATIONS

2 SHEETS CARDBOARD CONTAINER / CARTON CONTAINER

2 SHEETS CARDBOARD CONTAINER / CARTON CONTAINER

ENVASE / CARTON CONTAINER

42.5 largo x 32.5cm ancho x 18.125 cm alto
(17" x 13" x 7.1/4")

42.5 largo x 32.5cm ancho x 12.5 cm alto
(17" x 13" x 5")

EXAMPLE



CALIBRES / CALIBERS

12 al 22 (32 al 60 para EUA)

12 al 22 (32 to 60 for USA)

PESO APROXIMADO / APPROXIMATE WEIGHT

11.3kg (25lb)

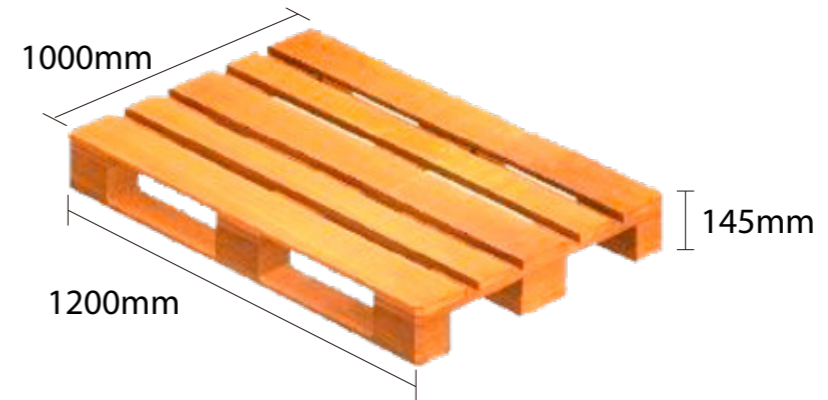
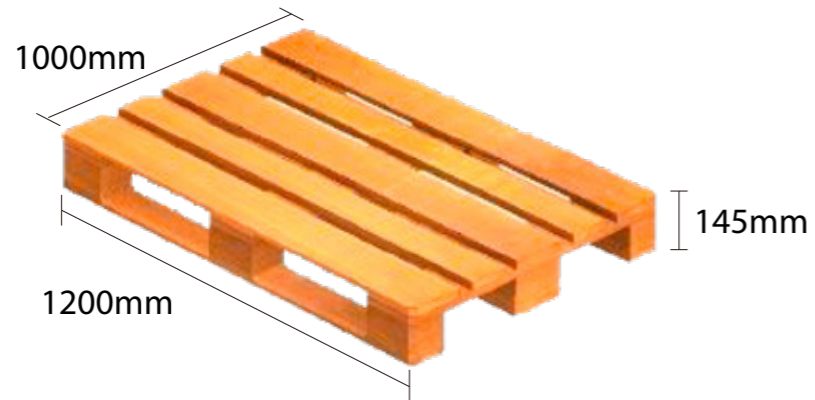
6kg (13lb)



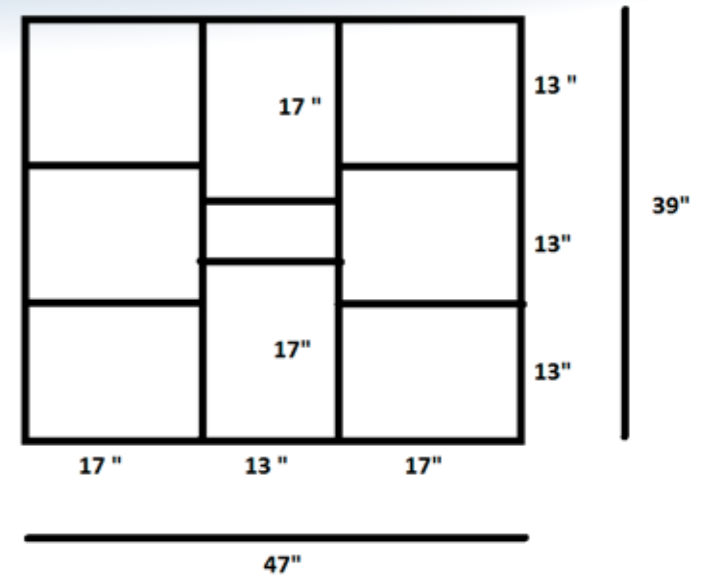
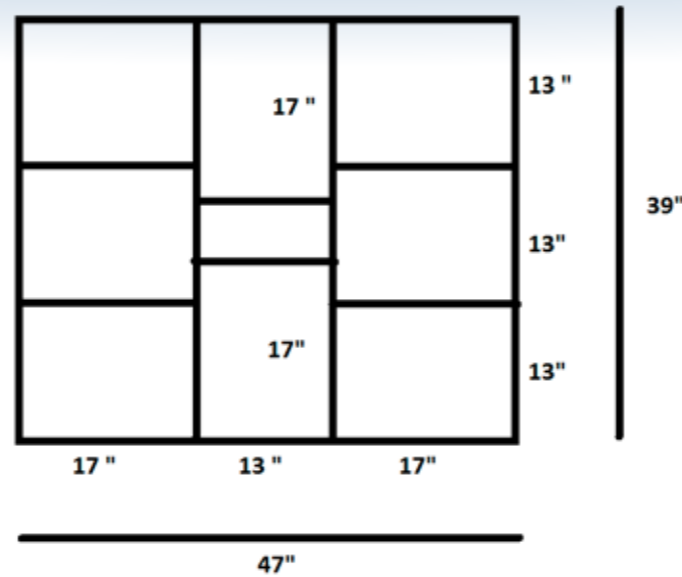
MEXICAN AVOCADOS

AVOCADO PACKING

DIMENSIONES DE TARIMA / PALLET DIMENSIONS



ACOMODO / ARRANGEMENT



AGRICULTURAL LANDS

The context of our hectares sown is 92.2% anyway applied to the Vegetal health, while the rest 76.6% of the territories sown with this crop with technical assistance.

However 45.98% of the production is done with irrigation mode and the rest is temporary.



92.2%

Applied to the Vegetal health



76.6%

Crop with technical assistance.



45.98%

Done with irrigation mode



MEXICAN AVOCADOS

AGRICULTURAL CERTIFICATIONS

bioagricert 
A FOODCHAIN ID COMPANY



**U.S. FOOD & DRUG
ADMINISTRATION**



AGRICULTURAL CERTIFICATIONS

As the Work Plan for the Export of Avocado to the United States of North America establishes, any Packing-Exporter company must register as a packer and have the according certification. For such effect a Verification Unit authorized by SAGARPA verifies every year our installations and the controls for carrying out the packing tasks according to the specifications that the Work Plan itself establishes.



POLLUTION RISK REDUCTION SYSTEMS

DMASS BUSINESS S.A. de C.V., with the interest of sending harmless products to the final consumer, has implemented this system to reduce the possibility of contamination.

What is the Pollution Risk Reduction System (SRRC)?

It is the group of measures and procedures established voluntarily by SAGARPA to ensure that goods of agricultural, livestock, aquaculture, and fishing origin are produced and processed under hygienic conditions, and that the dangers of physical, chemical, and microbiological contamination are reduced through the application of good management practices.



Food and Drug Administration

DMASS BUSINESS S.A. de C.V., is registered with the U.S. Food and Drug Administration pursuant to the Federal Food Drug and Cosmetic Act, as amended by the Bioterrorism Act of 2002 and the FDA Food Safety Modernization Act, such registration having been verified as currently effective on the date hereof by Registrar Corp:

U.S. FDA Registration No.: **12171336342**
U.S. Agent for FDA Communications: **Registrar Corp**
144 Research Orive, Hampton, Virginia, 23666, USA
Telephone: + 1-757-224-0177 •Fax:+ 1-757-224-0179



ABOUT OUR CLIENTS



STATE OF QATAR
MINISTRY OF ENDOWMENTS AND ISLAMIC AFFAIRS
PROJECT PROCUREMENT DIVISION
Al Funduq St., Doha, Qatar P. O. Box 422

Dear Sir, DFP/CTC/083 Date: 2/2/2019

Dmass Business
Mexico
Attention: Mr. Joseph Anthony

**ACKNOWLEDGEMENT OF INTEREST ON CONTRACT NUMBER:
MEIA/PPD/97538/X39A/18**

Dear Sir,

We write to confirm the receipt of your documents for the above contract reference

Your document is undergoing the necessary scrutiny in accordance with the customary laid down of this committee.

You should always make reference to the following information in your contract to this office.

Contract Number: MEIA/PPD/97538/X39A/2018
Tender Number: MEIA/PPD/251006/PPR/VOL/18
Project Code: MEIA/00QUR/7728/18
Project Category: Priority A
Section: TB-CAC/PPD/NG-031

You are required to contact the Committee Chairman Abdul Ibrahim if you need any clarification on +97477329548.

Thank you for your co-operation.

Dr. (Mr.) Muzian Saleman
Board Secretary

STATE OF QATAR
MINISTRY OF ENDOWMENTS AND ISLAMIC AFFAIRS
PROJECT PROCUREMENT DIVISION
Al Funduq St., Doha, Qatar P. O. Box 422

Contract Award Certificate
This is to certify that:

MINISTRY OF ENDOWMENTS AND ISLAMIC AFFAIRS
DOHA - QATAR

Has this day the 18th of February 2019
Awarded A Contract To Supply

20 Containers of Mexican Avocado, Lemon Real

Contract Value:
One Million Two Hundred and Seven Thousand Two Hundred and Eighty United States Dollars Only (US\$1,207,280.00)

under Contract No:
MEIA/PPD/97538/X39A/2018

To
Dmass- Business S. A. DE C.V
A.v 602 Via Tapo A, Texcoco Mx. 33 LL30 Col.
Cuchilla del Tesoro. Delegacion Gustavo A. Madero,
CDMX, 07900

Executive Chairman



The State of Qatar is one of our major clients/trading partners of Avocado, Lemon, Mango, Papaya, Pineapple, Lychee and Jackfruit.

Our Contact: **Mr. Kalif Ibrahim**

STATE OF QATAR
MINISTRY OF ENDOWMENTS AND ISLAMIC AFFAIRS
PROJECT PROCUREMENT DIVISION
Al Funduq St., Doha, Qatar P. O. Box 422

International Purchase Order (IPO)

REQUISITION NO: MEIA/PPD/97538/X39A/18 DATE OF ISSUE: 18/02/2019 REQUISITION DEPT: PROJECTS DEPARTMENT BUDGET NO: COST CENTRE OR JOB NO:

SUPPLIER NAME: Dmass- Business S. A. DE C.V DELIVERY DESTINATION: CUCHILLA DEL TESORO, DELEGACION GUSTAVO A. MADERO, CDMX, 07900 URGENCY RATING: NORMAL URGENT EMERGENCY SPECIAL DELIVERY/PACKING INSTRUCTION: DATE: 18/02/2019

S/N	DESCRIPTION	UNIT PRICE	QTY	AMOUNT
01.	Mexican Avocado, lemon real	US\$40,364.00	20 Containers	US\$1,207,280.00
HS CODE: 0804001				
TERMS: 100% payment by Bank Telegraphic Transfer				
APPROVED				
TOTAL				US\$1,207,280.00

MEANS OF TRANSPORTATION: SEA ROAD AIR RAIL

PURCHASING DEPARTMENT APPROVED FOR: **KALIF IBRAHIM**, EXECUTIVE CHAIRMAN



MEXICAN AVOCADOS

INTERNATIONAL QUALITY STANDARDS

IN HANDLING PERISHABLE PRODUCTS

In DMASS Business we follow the highest international quality regulations to handle perishable products.

More than looking for clients, we aim to build partnerships, that's why our main goal is to create long term alliances delivering quality products.

The perishable produce requires an adequate refrigeration, freezing or deep-freezing process, to avoid the growth of microorganism.

This process, best known as 'cold chain', is a series of tasks and processes (storage, distribution, packaging, transport, loading and a loading) with controlled humidity and temperature.

We have partnered with experts like DICEX Integral Trade and AMS Logistics Movers to ensure the products arrive to their destinations in perfect state.



MEXICAN AVOCADOS

OUR TEAM



**LIC. OSVALDO YARIK ALEGRÍA
MILLÁN**
PRESIDENTE D MASS BUSINESS



Valeria Castañeda Flóres

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Adela Concepción Sepúlveda

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OFICINA **TECÁMAC**



Lic. Arturo J. Remedios Alarcon Olivares

Director General DMASS Business Tecamac

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BODEGA Y **EMPACADORA** **IXTAPALUCA**



Ricardo Domínguez Hernández

DIRECTOR GENERAL BODEGA Y EMPACADORA IXTAPALUCA

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MEXICAN AVOCADOS

NATIONAL OFFICES

CAMPECHE

PLANTA DE PRODUCTOS
CONGELADOS CAMPECHE



Brenda Rodríguez Carranza

DIRECTORA GENERAL PLANTA CONGELADOS CAMPECHE

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MEXICAN AVOCADOS

INTERNATIONAL OFFICES

DMASS BUSINESS —

WE EXPAND
OUR HORIZONTS



OFFICES AND DISTRIBUTION CENTER IN UNITED STATES



MEXICAN AVOCADOS

BANK DATA



Trade

19/ABRIL/2018
7780 SUC. CAMPOS ELISEOS
CAMPOS ELISEOS NUM 295 COL CHAPULTEPEC P
MEXICO, D.F. 00011560

Número de cuenta 65-50672871-4

CLABE: 014180655067287143

TITULAR (CLIENTE): D MASS BUSINESS SA DE CV

Código de Cliente 44896199

DOMICILIO: AV 602 VIA TAPO AV TEXCOCO MANZANA 33 LTE 30, COL.: CUCHILLA DEL TESORO
GUSTAVO A MADERO, CIUDAD DE MEXICO, CP: 00007900
TEL.: 5572613904

REGIMEN PARA REALIZAR DISPOSICIONES DE LA CUENTA: INDIVIDUAL

CORPORATE OFFICES

Our corporate headquarters are located in Estado de México, we also have national offices in Chiapas, Monterrey, and Tecámac and international offices in USA, Laredo, Texas.



MEXICAN AVOCADOS

ABOUT OUR CLIENTS



Product of Mexico
McAllen, Tx





DMASS
— BUSINESS —

OFICINAS **CORPORATIVAS**

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Email: atencion-clientes@dmass.com.mx