



MEXICAN BANANA



CONTENT

About us

Our **Mission**

Our **Vision**

Our **Values**

Banana **Characteristics**

Banana **Edaphic Conditions and Climate**

Banana **Maturing**

Banana **Benefits**

Banana **Varieties**

Banana **Uses**

Banana **Marketing and Export**

Banana **Pallet Configuration**

Fruit **Supply Seasons**

Agricultural **Certifications**

About Our **Clients**

International **Quality Standards**

Our **Team**

International **Offices**

International **Offices**

Contact **Details**





**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.



BANANA CHARACTERISTICS

The banana is tropical fruit, there are different varieties ranging from the largest such as plantain, which weighs 200 grams or more per unit, to the smallest like banano, weighing between 100 and 120 grams.

The skin color of the fruit may be greenish yellow color, yellow-red or red. Plantation has a thick, greenshish skin and flesh is White; in banano, the Pulp is ivory with yellow skin.


The fruit is variable in size, color, and firmness, but is usually elongated and curved, with soft flesh rich in starch covered with a rind, which may be green, yellow, red, purple, or brown when ripe. The fruits grow in clusters hanging from the top of the plant.

The fruit is variable in size, color, and firmness, but is usually elongated and curved, with soft flesh rich in starch covered with a rind, which may be green, yellow, red, purple, or brown when ripe. The fruits grow in clusters hanging from the top of the plant.

The banana is a lengthy yellow fruit, found in the market in groups of three to twenty fruits, similar to a triangular cucumber, oblong and normally yellow. Its flavour is more or less sweet, depending on the variety. The banana is rich in fibre, potassium and some beneficial vitamins for health.



LENGTH
7 inches



WEIGHT
approximately 4 ounces



COLOR
Green, yellow, red, purple or brown when ripe.



PULP
Peel, which is the main by-product of banana, is about 40% of total weight of the fruit. Yellow or white; very aromatic, fleshy, sweet and juicy.



SKIN
Banana skin's thickness and high fibre content make it quite tough and sometimes bitter, but it is edible and contains many minerals including potassium and manganese.



BANANA EDAPHIC CONDITIONS AND CLIMATE

PHYSICAL DESCRIPTION

The banana plant is a gigantic herb that springs from an underground stem, or rhizome, to form a false trunk 3–6 metres (10–20 feet) high. This trunk is composed of the basal portions of leaf sheaths and is crowned with a rosette of 10 to 20 oblong to elliptic leaves that sometimes attain a length of 3–3.5 metres (10–11.5 feet) and a breadth of 65 cm (26 inches). A large flower spike, carrying numerous yellowish flowers protected by large purple-red bracts, emerges at the top of the false trunk and bends downward to become bunches of 50 to 150 individual fruits, or fingers. The individual fruits, or bananas, are grouped in clusters, or hands, of 10 to 20. After a plant has fruited, it is cut down to the ground, because each trunk produces only one bunch of fruit. The dead trunk is replaced by others in the form of suckers, or shoots, which arise from the rhizome at roughly six-month intervals. The life of a single rhizome thus continues for many years, and the weaker suckers that it sends up through the soil are periodically pruned, while the stronger ones are allowed to grow into fruit-producing plants.



BANANA EDAPHIC CONDITIONS AND CLIMATE

BANANA: THE MOST CULTIVATED TROPICAL FRUIT IN MEXICO

Banana is the most cultivated tropical fruit in Mexico and one of the four most important in global terms, only behind grapes, citrus fruits and apples.

Bananas are native to Southeast Asia, over time their cultivation expanded little by little until, with the discovery of America, this fruit reached Mexican lands. It is currently the most cultivated tropical fruit in our country, with an annual production of more than 2 million tons, which allows it to be enjoyed throughout the year. Banana is cultivated in 16 states of the Mexican Republic, where Chiapas, Tabasco and Veracruz are the main producers, since between the three they generate more than 60 percent of the total national production.



MEXICAN BANANA



BANANA USESRIPENING

	FRUIT SEASONS			
	BANANA			
	TAHI	VALERY	CAVENDISH	TABASCO
JAN				
FEB				
MAR				
APR				
MAY				
JUN				
JUL				
AGO				
SEP				
OCT				
NOV				
DEC				

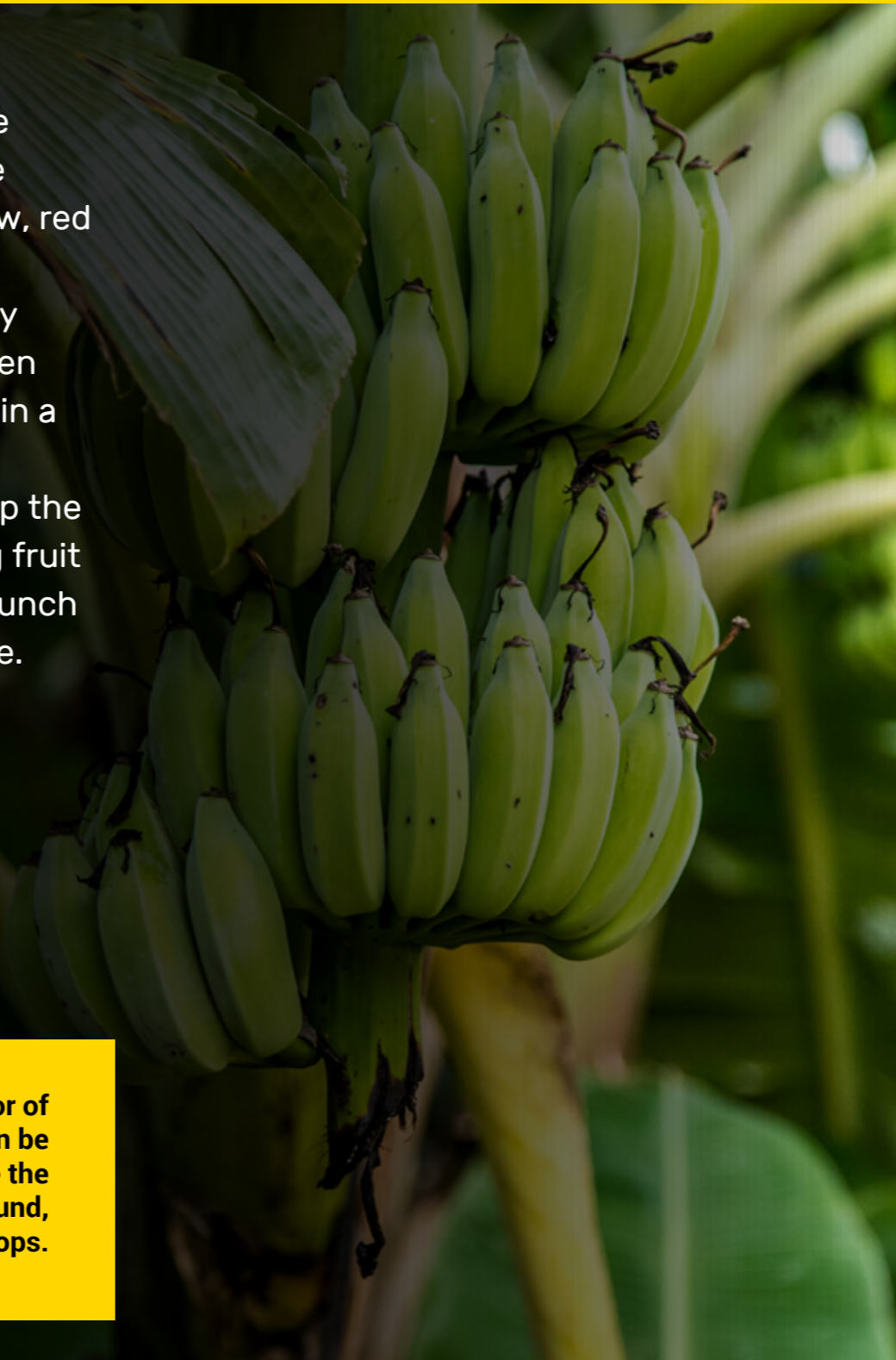
Bananas are harvested when they have reached their full size and color and are rounded. The color may be green, yellow, red or blue. Ethylene oxide, necessary for ripening, is given off by bananas as they ripen. Bananas harvested green will ripen more quickly if the bananas are placed in a bag. This increases the ethylene oxide surrounding the bananas and speeds up the ripening process. To protect developing fruit from cool weather outside, cover the bunch with a blue plastic bag and tie it in place.

Development of the plant

68 °F to 86°F

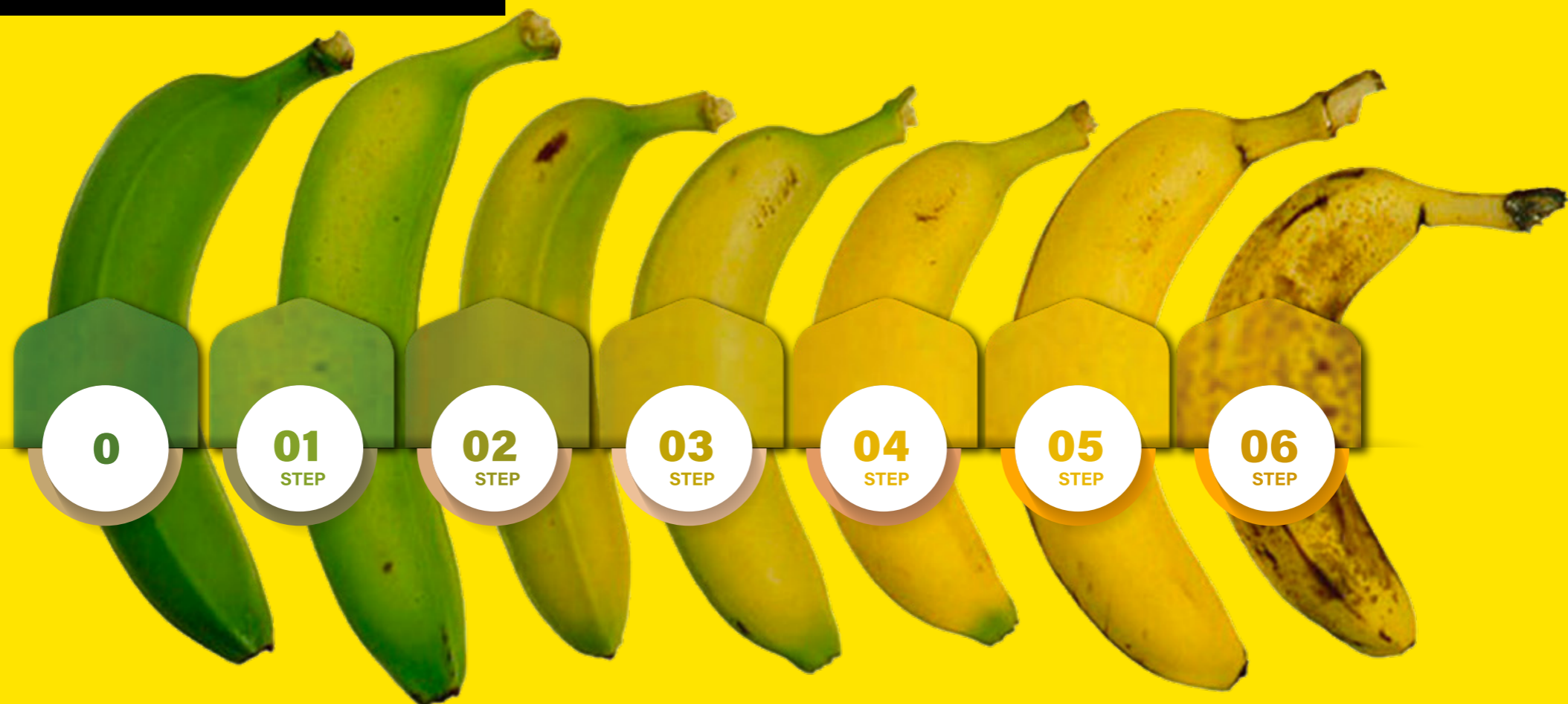


Temperature. It is the main regulating factor of crop development, optimal conditions can be considered in ranges from 68 to 86 ° F where the best yields and short cycles have been found, since at temperatures below 59 ° F growth stops.



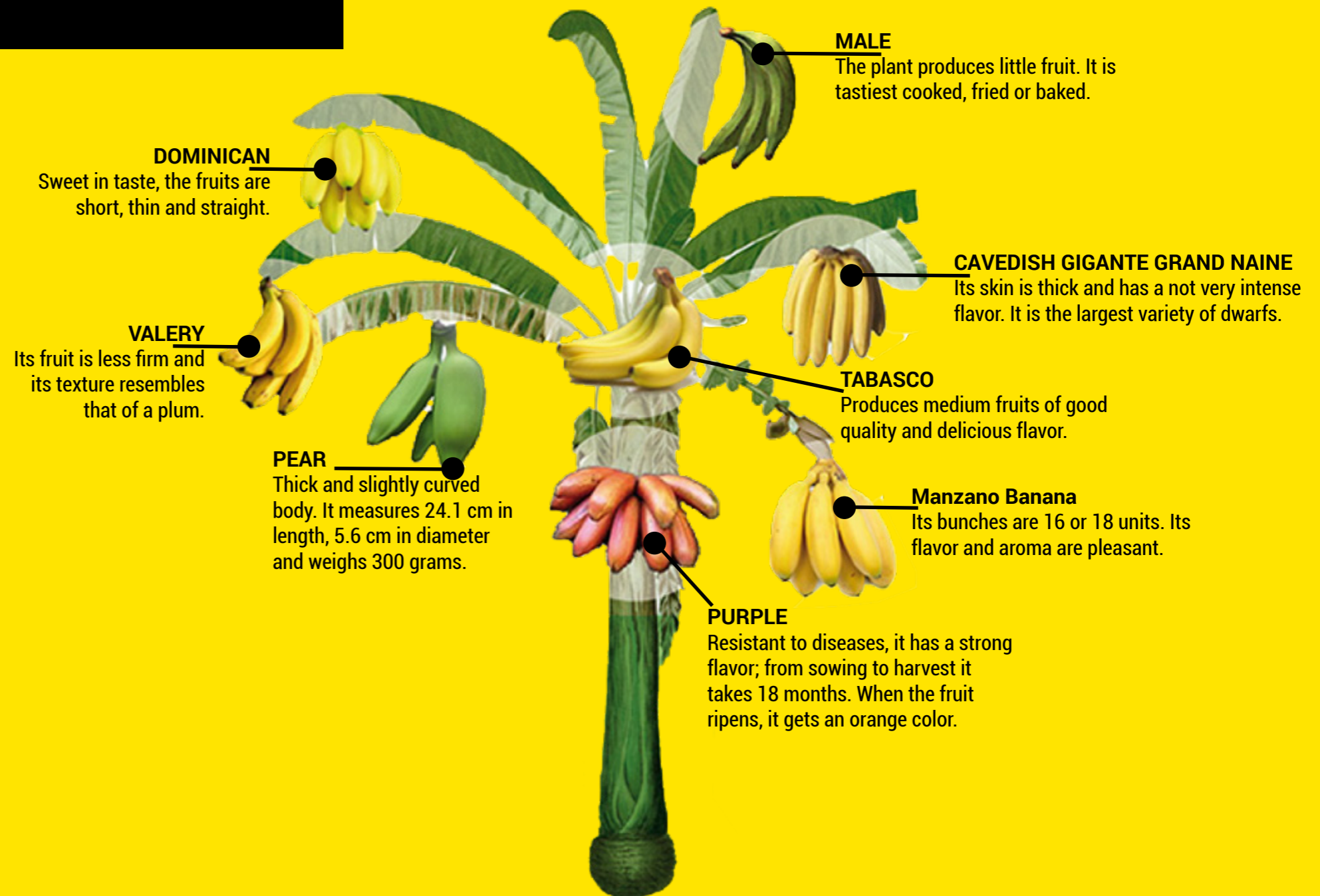
BANANA DEVELOPMENT AND MATURATION

According to Julian Sauls, a Texas Extension Horticulturist, after the banana plant flowers, the bracts of the flower roll back and split to reveal a hand of bananas. The first hands are the usually from the seedless females flowers. There may be up to 20 fruit and between 5 and 20 hands per spike. Fruits mature approximately 60 to 90 days after the first flowers appear. However, once a banana stalk bears its fruit, it will not produce fruit again.



MAIN VARIETIES OF BANANA GROWN IN MEXICO

En México se cultivan principalmente ocho variedades de plátano.



BANANA TAHI

What is Banana Thai?

Thai Banana is 4 to 5 inches in length, and light yellow. The skin is thin and the flesh is sweet. As with apples, some are better eaten raw, some stand out when cooking. Sometimes it's even the flowers you're after.

Thai Banana is 4 to 5 inches in length, and light yellow. The skin is thin and the flesh is sweet. As with apples, some are better eaten raw, some stand out when cooking. Sometimes it's even the flowers you're after.

What does a Thai banana taste like?

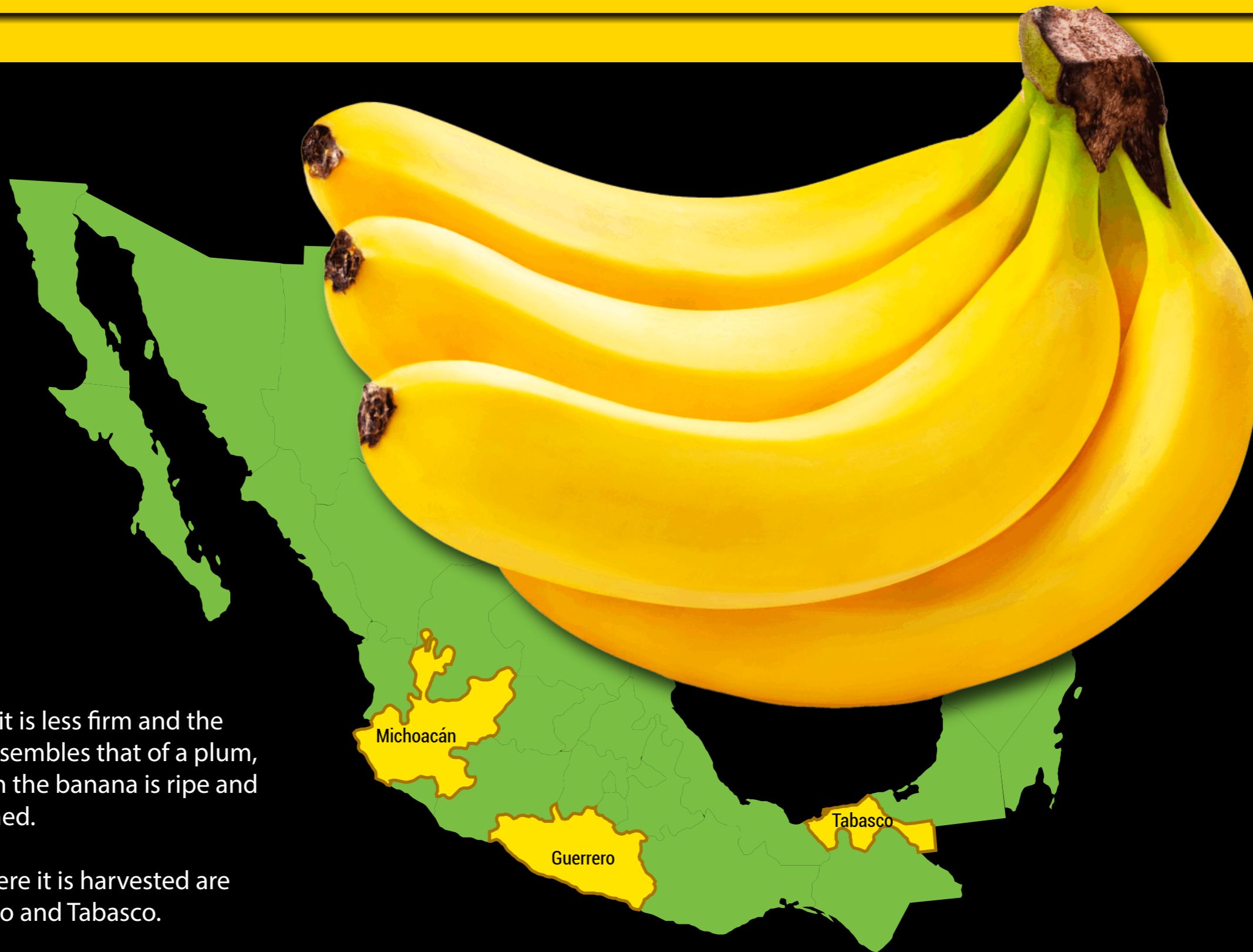
When ripe, the skin is yellow with black spots and the flesh is creamy white. It has a tangy, lemon-banana flavor and is generally soft, getting firmer towards the center

How tall do Thai banana trees grow?

Thai banana fruit comes from Musa black banana plants. These hardy banana trees grow to about 20 feet (6 m.) in height. about 20 feet



BANANA VALERY



It is in the fruit that it is less firm and the texture of its skin resembles that of a plum, it turns yellow when the banana is ripe and ready to be consumed.

The main states where it is harvested are Michoacan, Guerrero and Tabasco.



MEXICAN BANANA



BANANA **CAVEDISH**



The variety of banana or Cavendish banana refers to several banana cultivars that belong to the group of AAA banana cultivars. It is one of the most famous and cultivated banana varieties. In fact, it is estimated that 99% of banana exports are Cavendish.



BANANA **TABASCO**



Tabasco banana: it is the classic curved and yellow banana. Medium in size. Contrary to its name, it is not grown in Tabasco but in Campeche, Oaxaca, Guerrero, Michoacán and Colima.



BANANA PROPERTIES

3 PHYSICAL PROPERTIES OF A BANANA

The calculated attributes were geometric mean diameter, sphericity, radius of curvature, assumed ellipsoidal volume, surface area and projected area. The diameters of fruit varied as quadratic form. High correlation was observed among assumed ellipsoidal attributes and measured properties.

NUTRIENTS

Bananas Contain Many Important Nutrients

Potassium: 9% of the RDI.

Vitamin B6: 33% of the RDI.

Vitamin C: 11% of the RDI.

Magnesium: 8% of the RDI.

Copper: 10% of the RDI.

Manganese: 14% of the RDI.

Net carbs: 24 grams.

Fiber: 3.1 grams.



BANANA USES

Bananas or bananas are highly nutritious and beneficial fruits for the body. Its generous potassium and magnesium content helps you prevent cramps and quickly recover after exercise.

Its quality of being anti-acid, regulating intestinal transit and increasing the organic capacity to absorb nutrients, makes this fruit an excellent ally of digestive health. But the benefits of the banana do not stop there. Both pulp and peels have interesting alternative uses with which you can facilitate your domestic gardening and cleaning tasks, as well as beauty and personal care. Next, we invite you to know some original ways of using the banana.



BANANA USES

RELIEVES INSECT BITES.

Gently rub a little pulp or rind over the bite.

BRIGHTENS SILVER AND LEATHER

It is used for clothing, accessories, ornaments, jewelry and shoes. Simply rub a fresh banana peel on the area. Then wipe with a clean, soft cloth.

EXFOLIATE YOUR SKIN

Mix banana pulp with sugar and apply it on the face or other area. Its exfoliating action is gentle and effective, you will enjoy a rejuvenated and smooth skin.

FERTILIZE YOUR PLANTS

Both for the garden, the vegetable garden or indoor plants, bananas are an excellent alternative to keep your plants healthy and well fed. You have three options. Pour fresh peels into a jar filled with water, let it rest for a few hours and then water your plants. You can wrap growing tomatoes with fresh skins. Or, you can let the peels dry, then grind them in a blender and throw them on the ground. Roses and ferns will especially benefit.

INVITE BUTTERFLIES AND BIRDS TO YOUR GARDEN

If you want to increase the presence of nature in your outdoor spaces, you can use the smell and oils of bananas to achieve this. In the area you want to attract butterflies or wild birds, sprinkle pieces of fresh pulp.

BRIGHTEN YOUR TEETH

Add bananas to your daily dental cleaning routine and make them look whiter. Before using toothpaste, rub a fresh shell on your teeth for a couple of minutes. Then rinse.

ELIMINATE THE APHID INFESTATION

Get rid of this nightmare for roses and other houseplants by burying banana peels from where the stem grows up to 1-2 inches deep in the ground. Place them around the base of the affected plant.

PURIFY THE WATER

According to a study, banana peels are effective in absorbing metals such as copper from polluted waters.



BANANA MARKETING AND EXPORT

The Mexican Banana

Bananas are the **most cultivated tropical fruit in Mexico** and one of the four most important in global terms, only behind grapes, citrus fruits and apples.

Regarding exports, Mexican bananas reach 43 destinations, mainly the United States, Japan, the United Kingdom, South Korea, Russia, Italy and New Zealand.

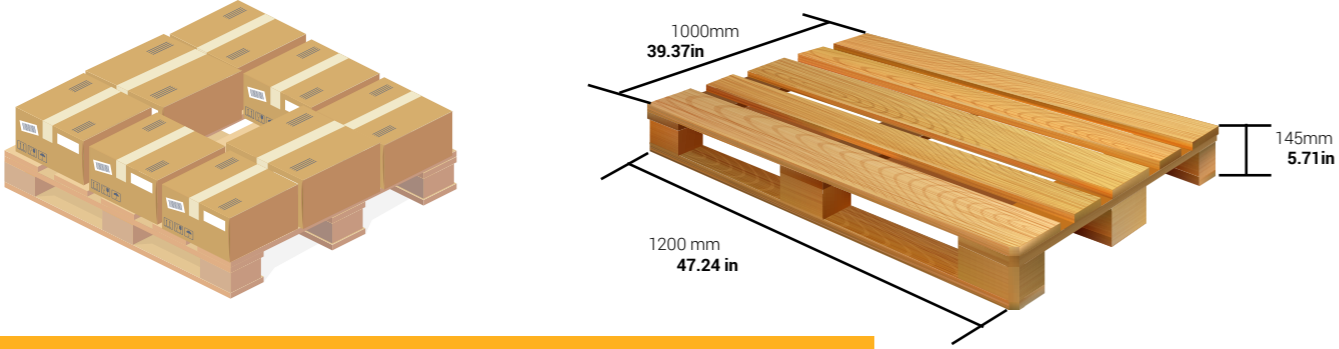


MEXICAN BANANA



BANANA PALLET CONFIGURATION

DIMENSIONS OF PALET



40FT CONTAINER SET UP

TRANSPORT Trailer truck with refrigerated 48ft box.

BOXES 1000 Boxes 40lb

PALLETS 24 pallets

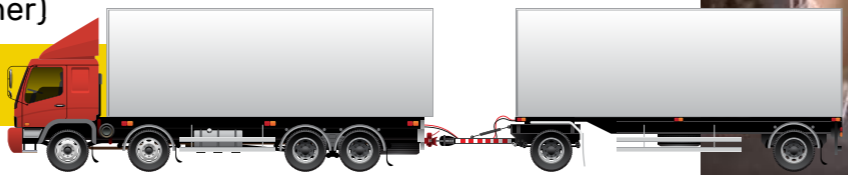


2 FULL 40FT CONTAINERS SET UP

TRANSPORT Full trailer truck with two 40ft refrigerated containers.

BOXES 2,800 Boxes 25lb (1,400 per container)

PALLETS 40 pallets (20 per container)



MEXICAN BANANA



FRUIT SUPPLY SEASONS

		FRUIT SEASONS																		
		MANGO				LEMON	AVOCADO		PAPAYA	BANANA				JACKFRUIT	LYCHEE	MELON	WATERMELON	PINEAPPLE		
		TOMMY ATKINS	KENT	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	



MEXICAN BANANA



AGRICULTURAL CERTIFICATIONS

bioagricert 
A FOODCHAIN ID COMPANY



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



MEXICAN BANANA



AGRICULTURAL CERTIFICATIONS

As the Work Plan for the Export of PIÑA 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



MEXICAN BANANA



ABOUT OUR CLIENTS



Product of Mexico
McAllen, Tx



MEXICAN BANANA



ABOUT OUR CLIENTS



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

Our Ref.: DPP/CTC/383 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/PR/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.

Yours faithfully,

Dr. Miri's Miliam Saleiman
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 Mz. 33 Lt.30 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: PROJECT DEPARTMENT BUDGET NO: COST CENTRE OR JOB NO: SPECIAL DELIVERY INSTRUCTION: DATE: 18/02/2019

SUPPLIER NAME: Dmass- Business S. A. DE C.V DELIVERY DESTINATION: URGENCY RATING: NORMAL URGENT EMERGENCY

SUPPLIER ADDRESS: A.v 602 Via Tapo A, Texcoco Mz. 33 Lt.30 Col. Cuchilla del Tesoro, Delegacion Gustavo A. Madero, CDMX, 07900

SN	DESCRIPTION	UNIT PRICE	QTY	AMOUNT
01.	Mexican Avocado, lemon real	US\$60,364.00	20 Containers	US\$1,207,280.00
				HS CODE: 08044001
TERMS: 100% payment by Bank Telegraphic Transfer				
APPROVED				
TOTAL				US\$1,207,280.00

TEST REQUIRED: MANUFACTURER'S PREMISES DELIVERY POINT: SHUT DOWN: YES NO MEANS OF TRANSPORTATION: SEA ROAD AIR RAIL PURCHASING DEPARTMENT APPROVED FOR: ORDER QUOTATION MORE INFORMATION: SIGN HEAD OF PURCHASING DEPT

APPROVED BY:
Mr. Kalif Ibrahim
EXECUTIVE CHAIRMAN
18/02/2019

ICPO: 00 3289
SUPPLIER: Dmass- Business S. A. DE C.V
A.v 602 Via Tapo A, Texcoco Mz. 33 Lt.30 Col. Cuchilla del Tesoro, Delegacion Gustavo A. Madero, CDMX, 07900



MEXICAN BANANA



INTERNATIONAL QUALITY STANDARDS

IN HANDLING PERISHABLE PRODUCTS

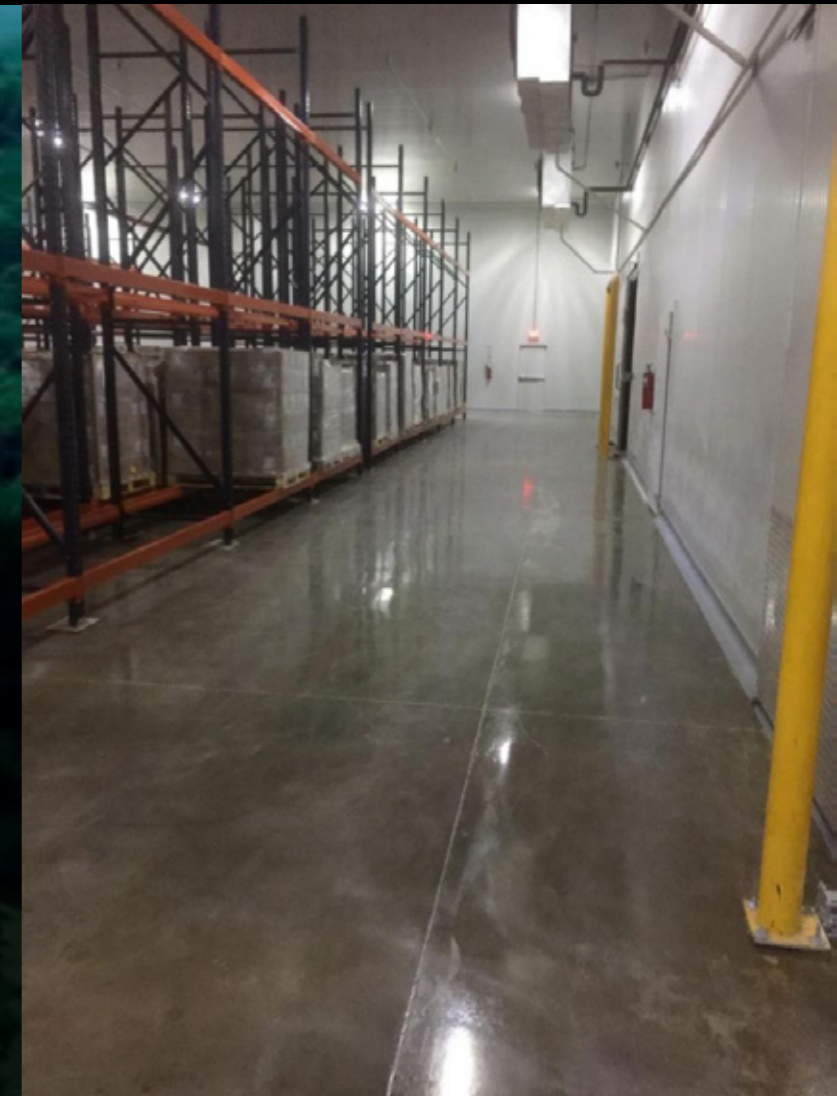
In DMASS Business we follow the highest international quality regulations to handle perishable products.

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 BANANA



OUR TEAM



**LIC. OSVALDO YARIK ALEGRÍA
MILLÁN**

PRESIDENTE Dmass BUSINESS



Valeria Castañeda Flóres

RECURSOS HUMANOS

+52 1 55 2592 4086 Ext 603

vc_rh@dmass.com.mx



Dhamaris Geraldine Ramírez Medina

LOGÍSTICA INTERNACIONAL

+52 1 55 2592 4086 Ext 602

dgrm_logistica@dmass.com.mx



Adela Concepción Sepúlveda

CONTABILIDAD

+52 1 55 4120 1719

atencion-clientes@dmass.com.mx



MEXICAN BANANA



NATIONAL OFFICES

ESTADO DE MÉXICO

OFICINA **TECÁMAC**



Lic. Arturo J. Remedios Alarcon Olivares

Director General DMASS Business Tecámac

📍 Paseo del Relog N.13, Col Hacienda ojo de Agua Tecamac, Estado de México

fundacionarturodealarcon.org

✉️ atencion-a-clientes@dmass.com.mx

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



Ricardo Domínguez Hernández

DIRECTOR GENERAL BODEGA Y EMPACADORA IXTAPALUCA

📞 +52 1 55 4120 0373

✉️ atencion-clientes@dmass.com.mx



MEXICAN BANANA



NATIONAL OFFICES

CAMPECHE

PLANTA DE PRODUCTOS
CONGELADOS CAMPECHE



Brenda Rodríguez Carranza

DIRECTORA GENERAL PLANTA CONGELADOS CAMPECHE

+52 1 55 4120 0373

atencion-clientes@dmas.com.mx



MEXICAN BANANA



INTERNATIONAL OFFICES



HOLANDA

DMASS
Export
Oficinas en
Netherlands.



CHILE

DMASS
Export
Oficinas en
Chile.



Merelyn Dayana Prado Corona

DMASS BUSINESS NETHERLANDS

+52 1 55 4120 2007

merelyn-netherlands@dmass.com



Leonardo Andres Cerda Pizarro

OFICINAS DMASS EXPORT CHILE

+52 1 55 4120 2007

leonardo-chile@dmass.com



Erik Jacobus Johannes Vallentgoed

DMASS BUSINESS NETHERLANDS

+52 1 55 4120 2007

erik-netherlands@dmass.com



C. Potter Rico

DMASS BUSINESS NETHERLANDS

+52 1 55 4120 2007

atencion-clientes@dmass.com.mx



MEXICAN BANANA



INTERNATIONAL OFFICES

DMASS BUSINESS —

WE EXPAND
OUR HORIZONTS



OFFICES AND DISTRIBUTION CENTER IN UNITED STATES



MEXICAN BANANA



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 BANANA





DMASS
— BUSINESS —

OFICINAS CORPORATIVAS

*Paseo de los Frailes, Manzana 50, Lote 31,
Casa A, Unidad Habitacional, San Buenaventura
Ixtapaluca, 56530, México*

CORPORATIVO: +52 1 55 4120 1719

ATENCIÓN A CLIENTE: +52 1 55 4120 0373

Email: atencion-clientes@dmass.com.mx