



# MEXICAN MANGOES





# MEXICAN MANGOES

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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.





# MANGOES CHARACTERISTICS

It is oval in shape, with inedible skin and a variable color from pale yellow to deep red. The pulp is sticky and its coloration also varies, from yellow to orange. The flavor of the ripe mango is sweet, and quite acidic when it is still green. It is a juicy and fibrous fruit, and they have an inner bone.

Succulent, meaty, with a kidney or oval shape; greenish, yellowish or reddish color; very sweet; its seed is flattened, surrounded by a wood deck; it's content reaches more than 20% in sugar.

- ✓ Good Source of Fiber
- ✓ Low-Fat
- ✓ Sodium-Free
- ✓ Cholesterol-Free



**SURFACE**  
Smooth

**COLOR**  
Variable color from pale yellow to deep red.

**PULP**  
The pulp is sticky and its coloration also varies, from yellow to orange.

**NUTRITION**  
Good Source of Fiber  
Low Fat  
Sodium Free  
Cholesterol Free  
High in minerals and antioxidants, one mango contains 100% of your daily vitamin C

**WEIGHT**  
Between 10 and 14 oz

## Nutrition Facts

Serving size **3/4 cup pieces (124g)**

Amount per serving  
**Calories 70**

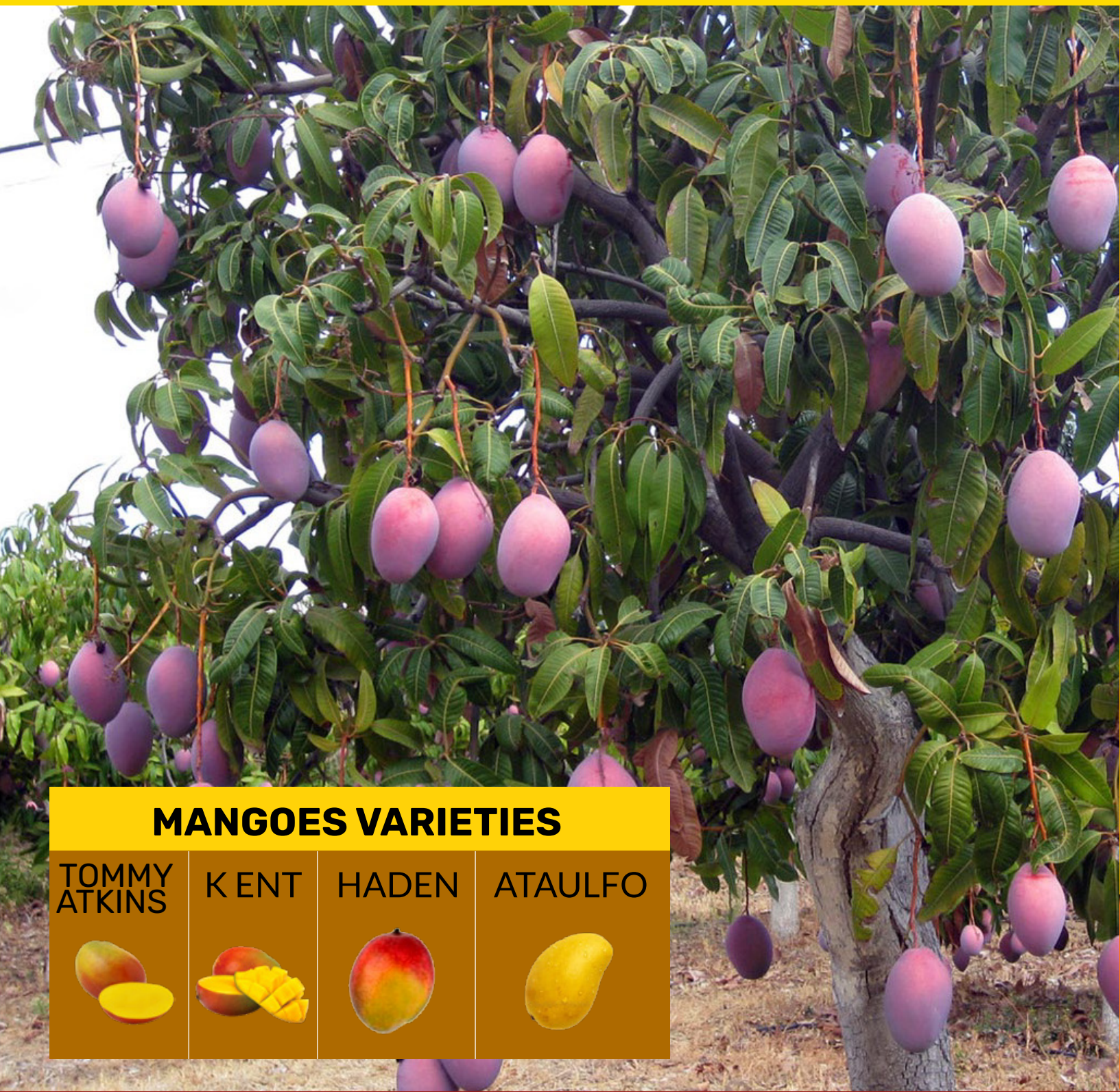
	% Daily Value*
<b>Total Fat</b> 0g	<b>0%</b>
Saturated Fat 0g	0%
Trans Fat 0g	
<b>Cholesterol</b> 0mg	<b>0%</b>
<b>Sodium</b> 0mg	<b>0%</b>
<b>Total Carbohydrate</b> 19g	<b>7%</b>
Dietary Fiber 2g	7%
Total Sugars 17g	
Includes 0g Added Sugars	0%
<b>Protein</b> 1g	<b>2%</b>
Vitamin D 0mcg	0%
Calcium 14mg	2%
Iron 0.2mg	2%
Potassium 208mg	4%
Vitamin A 67mcg RAE	8%
Vitamin C 45mg	50%
Vitamin E 1.11mg	8%
Vitamin K 5.2mcg	4%
Thiamin 0.035mg	2%
Riboflavin 0.047mg	4%
Niacin 0.828mg	6%
Vitamin B6 0.147mg	8%
Folate 53mcg	15%
Vitamin B12 0mcg	0%
Phosphorus 17mg	2%
Magnesium 12mg	2%
Zinc 0.11mg	2%
Copper 0.137 mg	15%
Manganese 0.078 mg	4%
Selenium 0.7 mcg	2%
Pantothenic Acid 0.244 mg	4%
Choline 9.4 mg	2%

\*The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.





# MANGOES EDAPHIC CONDITIONS AND CLIMATE







## ESTABLISHMENT OF THE PLANTATION

Although they can be planted from seed, this method is not advisable since they do not preserve the characteristics of the plant, the spread through the graft is the system used for all the varieties.


## WEATHER CONDITIONS

Warm and dry climate, which it can be find in the East, Center and West of the country, with a temperature of 26 °C to 32 °C and an average rainfall of 1,000 to 1,500 mm.(3280.84 to 4921.26tf) It thrives in lands deep of medium texture, well drained, with a pH of 6 to 8.

MANGOES VARIETIES			
TOMMY ATKINS	K ENT	HADEN	ATAULFO
			

✓  26 a 32 °C	✓  39 to 59 in yearly	✗ 	✗ 
--	--	--	--

GROWS AT ALTITUDES

  
2,624 ft





# MANGOES USES

It is consumed both in fresh fruit and in juices, ice creams, sweets, jams and preserves. Industrially it is processed into pulp, pickles and frozen products. Mango is considered a highly healthy fruit; its high water content (86 1%) is a pleasant way to hydrate.



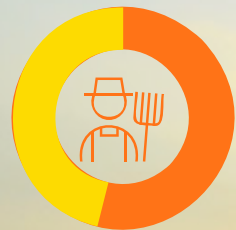
MEXICAN MANGOES



# MANGOES MARKETING AND EXPORT

## The Mexican Mango

The main states  
mango producers:



**61.64%**

DMASS BUSINESS  
Technology applied to  
plant health has been  
mechanized.

### EXPORT MARKETS



**90%**  
United States



**5%**  
Canada



**5%**  
Europe and Japan

**Sinaloa**

**Nayarit**

**Michoacán**

**Veracruz**

**Guerrero**

**Oaxaca**

**Chiapas**

Mexico in recent years has been the largest producer of mango around the world with a volume of 1.88 million of tons: one of every 25 mangoes consumed in the world is Mexican.

The month of April is when the Mango harvest season starts in Mexico.

In the context of production, 61.64% of the hectares of planting of DMASS BUSINESS MEXICO, has mechanized technology applied to plant health.

MEXICO IS THE LARGEST MANGO PRODUCER IN THE WORLD.

**1.88** MILLION  
OF TONS












MEXICAN MANGOES









# MANGOES **HADEN** VARIETY

The Hadden mango has become one of the most widely cultivated in the world after it was introduced in the early 20th century through south Mexico.

-  **FLAVOR** Sweet and sour with a slight bitter after taste of tropical fruit
-  **AROMA** Tropical fruit with high peach notes
-  **TEXTURE** Firm flesh due to fine fibers 
-  **COLOR** Bright red with green and yellow overtones and small white dots 
-  **SHAPE** Medium to large with an oval to round shape 
-  **RIPENING CUES** Green areas of the mango turn to yellow as it ripens, squeeze gently to judge ripeness.



MANGOES HADEN <b>PEAK AVAILABILITY</b>					
MAR	APR	MAY	JUN	JUL	AGO
					










# MANGOES **KENT VARIETY**

It has a beautiful tone of orange color with light blushing pink on its shoulders, ending with greenish yellow. Its flesh is very sweet, Orange and light consistency. The variety of Mango Kent big in size, weighing approximately 500 to 800 grams.








- **FLAVOR** Sweet with hints of sour notes
- **AROMA** Peach and tropical fruit.
- **TEXTURE** Juicy, tender flesh with limited fibers 
- **COLOR** Dark green and often has a dark red blush over a small portion of the mango 
- **SHAPE** Large oval shape 
- **RIPENING CUES** Yellow undertones or dots cover more of the mango as it ripens.

Is used for the production of:

- Juices
- Ales and liquors
- Pulp concerted
- Cubes and sliced frozen fruit
- Yogurts












MANGOES KENT <b>PEAK AVAILABILITY</b>				
JUN	JUL	AUG	SEP	OCT
				

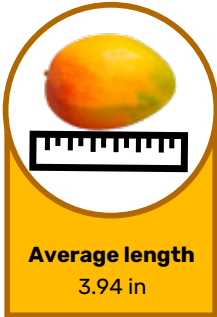









# MANGOES **TOMMY ATKINS** VARIETY

It is one of our mango variety, it is oval, has an orange color and it's texture is thin and sweet.  
This variety is one of the best fruits harvested in the regions of the Mexican Republic , it has a a soft skin and a red-orange color.

- **FLAVOR** Tart with sweet notes
- **AROMA** Small hints of tropical fruit and citrus
- **TEXTURE** Firm flesh and high fibers throughout 
- **COLOR** A dark red blush often covers much of the fruit with green and orange-yellow accents 
- **SHAPE** Medium to large with oval or oblong shape. 
- **RIPENING CUES** This mango may not provide any visual cues.



MANGOES TOMMY ATKINS <b>PEAK AVAILABILITY</b>				
JUN	JUL	AUG	SEP	OCT
				





# MANGOES **ATAULFO (HONEY)** VARIETY

## MANGO ATAULFO **APPELLATION OF ORIGIN**

Denominación de Origen



### **ATAULFO DEL SOCONUSCO, CHIAPAS**

The denomination was granted from August 4, 2003 to this fruit derived from Soconusco, Chiapas; On August 27 of that same year, a declaration for the protection of this designation of origin was published in the Official Gazette of the Federation.

Based on this recognition, both the quality and value of exports have been increasing not only for this mango but for other national varieties, according to data from SAGARPA in 2017.

Región VIII. Soconusco



MEXICAN MANGOES



# MANGOES **ATAULFO (HONEY)** VARIETY

## HISTORY AND CHARACTERISTICS

This mango that bears the scientific name *Mangifera Caesia* Jack Ex Wall has its origins in the year 1963, when research was conducted on this type of fruit in the Soconusco region. At that time, five trees of this mango were found in a property owned by Mr. Ataulfo Morales Gordillo. These trees produced fruits of outstanding characteristics and it was then that buds and small sticks were obtained to reproduce them throughout the Soconusco region.

In the 2003 declaration, mention is made of the characteristics with the obligations that must be fulfilled with the product, among which are the following:  
Must weigh on average 350 grams.  
A composition of 69% pulp, 19% peel and 8.5% bone.  
Pulp of firm consistency with very little fiber content, sweet flavor and low acidity; firm, yellow-colored shell as well as being resistant to post-harvest handling.



### FLAVOR

Sweet and sour with tropical fruit notes



### AROMA

Tropical fruit and peachy notes



### TEXTURE

Smooth, firm flesh with no fibers



### COLOR

Vibrant yellow



### SHAPE

Small, flattened oblong shape



### RIPENING CUES

Skin turns to a deep golden color and small wrinkles appear when fully ripe.



Weight  
0.77 lb

#### MANGOES ATAULFO PEAK AVAILABILITY

MAR

APR

JUN

JUL

AUG





































































































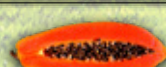



















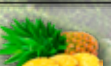







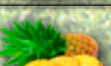








**Honey mangos have a very small seed, so there is a high flesh to seed ratio.**



MEXICAN MANGOES



# 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	





# AGRICULTURAL CERTIFICATIONS



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



MEXICAN MANGOES



# AGRICULTURAL CERTIFICATIONS

As the Work Plan for the Export of MELON 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:



MEXICAN MANGOES



# ABOUT OUR CLIENTS



Product of Mexico  
McAllen, Tx



MEXICAN MANGOES



# ABOUT OUR CLIENTS



STATE OF QATAR  
MINISTRY OF ENDOWMENTS AND ISLAMIC AFFAIRS  
PROJECT PROCUREMENT DIVISION  
Al Funduq St., Doha, Qatar P. O. Box 422  
PROJECT LINE : 1576/7722548

Our Ref: BPP/CTC/093 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/PPDING-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. (Mrs) Mubashir Sulaiman  
Board Secretary

STATE OF QATAR  
MINISTRY OF ENDOWMENTS AND ISLAMIC AFFAIRS  
PROJECT PROCUREMENT DIVISION  
Al Funduq St., Doha, Qatar P. O. Box 422  
CENT NO: 7063320

**Contract Award Certificate**  
This is to certify that:

MINISTRY OF ENDOWMENTS AND ISLAMIC AFFAIRS  
DOHA - QATAR

Has this day the 18<sup>th</sup> 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

*[Signature]*  
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  
SUPPLIER NAME: Dmass- Business S. A. DE C.V  
SUPPLIER ADDRESS: A.v 602 Via Tapo A, Texcoco Mz. 33 Lt.30 Col. Cuchilla del Tesoro, Delegacion Gustavo A. Madero, CDMX, 07900

DATE OF ISSUE: 18/02/2019  
REQUISITION DEPT: PROJECT DEPARTMENT  
BUDGET NO: COST CENTRE OR JOB NO:  
SPECIAL DELIVERY/INSTRUCTION: DATE: 18/02/2019

DELIVERY DESTINATION: PORT OF DOHA  
URGENCY RATING: NORMAL URGENT EMERGENCY

S/N	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				
<b>APPROVED</b>				
TOTAL				US\$1,207,280.00

TEST REQUIRED: MANUFACTURER'S PREMISES DELIVERY POINT: ☐ YES ☒ NO

MEANS OF TRANSPORTATION: ☒ SEA ☐ ROAD ☐ AIR ☐ RAIL

PURCHASING DEPARTMENT APPROVED FOR: *[Signature]*  
QUOTATION MORE INFORMATION: ☐ YES ☒ NO  
SIGN HEAD OF PURCHASING DEPT: *[Signature]*

APPROVED BY: *[Signature]*  
NAME: ARD. [BRAND]  
DESIGNATION: EXECUTIVE CHAIRMAN  
DATE: 18/02/2019

ICPO NO 3289  
SUPPLIER: *[Signature]*  
ADDRESS: A.v 602 Via Tapo A, Texcoco Mz. 33 Lt.30 Col. Cuchilla del Tesoro, Delegacion Gustavo A. Madero, CDMX, 07900

This order will only be considered as valid provided no amendment/changes have been signed on acceptance of acceptance of the purchase conditions (see attached)



MEXICAN MANGOES



# 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 MANGOES



# 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

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dgrm\_logistica@dmass.com.mx



**Adela Concepción Sepúlveda**

CONTABILIDAD

+52 1 55 4120 1719

atencion-clientes@dmass.com.mx



MEXICAN MANGOES



# NATIONAL OFFICES

## ESTADO DE MÉXICO

### OFICINA **TECÁMAC**



#### **Lic. Arturo J. Remedios Alarcon Olivares**

Director General DMAS Business Tecamac

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

[fundacionarturodealarcon.org](http://fundacionarturodealarcon.org)

✉ [atencion-a-clientes@dmass.com.mx](mailto:atencion-a-clientes@dmass.com.mx)

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



#### **Ricardo Domínguez Hernández**

DIRECTOR GENERAL BODEGA Y EMPACADORA IXTAPALUCA

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✉ [atencion-clientes@dmass.com.mx](mailto:atencion-clientes@dmass.com.mx)



MEXICAN MANGOES



# NATIONAL OFFICES

## CAMPECHE

PLANTA DE **PRODUCTOS**  
CONGELADOS **CAMPECHE**



**Brenda Rodríguez Carranza**

DIRECTORA GENERAL PLANTA CONGELADOS CAMPECHE

+52 1 55 4120 0373

atencion-clientes@dmass.com.mx



MEXICAN MANGOES



# NATIONAL AND INTERNATIONAL **SALES**



## Hellen Kalach

Will handle National and International sales, on behalf of Dmass Business, SA de CV

📞 +52 1 55 4120 0373

✉️ [internationalsales@dmass.com.mx](mailto:internationalsales@dmass.com.mx)



MEXICAN MANGOES



# INTERNATIONAL OFFICES

DMASS BUSINESS —

WE EXPAND  
**OUR HORIZONTS**



OFFICES AND DISTRIBUTION CENTER IN UNITED STATES



MEXICAN MANGOES



# BANK DATA



## Trade

Número de cuenta 65-50672871-4

CLABE: 014180655067287143

TITULAR (CLIENTE): DMASS 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 MANGOES





**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](mailto:atencion-clientes@dmass.com.mx)*