



USDA Foreign Agricultural Service

GAIN Report

Global Agriculture Information Network

Template Version 2.09

Voluntary Report - public distribution

Date: 11/21/2003

GAIN Report Number: MX3503

Mexico

Exporter Guide

US-México Border Update, Mexicali, Baja California Norte/Calexico, California

2003

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Report Highlights:

This report is an overview of the Mexicali/Calexico border crossing point for US food and agricultural exports to Mexico and third in a series of US/Mexico border crossing points. Whether you are a seasoned exporter or are considering exporting US food and agricultural products for the first time, the information in this report is provided to help facilitate your exporting process through the Mexicali/Calexico border crossing point to the Mexican customer.

Includes PSD Changes: No
Includes Trade Matrix: No
Unscheduled Report
Monterrey ATO [MX 3]
[MX]

Disclaimer. This summary is based on personal meetings conducted with various private industry representatives and US and Mexican government officials and should not, under any circumstances, be viewed as a definitive source on border crossing procedures or implications for U.S. agricultural export trade interests.

Map and Overview of US/Mexico Border Crossing Points



Note: This map indicates the most important ports of entry into Northern Mexico for US food and agricultural products that are to be transported by truck or railroad. It does not show other maritime ports or airports that are also important within the Northern Mexican region. The Northern Border Region includes the States of Baja California Norte, Baja California Sur and the San Luis Rio Colorado region in the State of Sonora.

Overview: The Northern Border zone is a 20 km (12.5 mile) wide strip that runs along and inside the Mexican side of the physical border between the Mexican States of Sonora, Chihuahua, Coahuila, Nuevo Leon and Tamaulipas and the United States. US exporters whose target market is located within this border zone should be aware that Mexican sanitary and phytosanitary requirements for the importation of food products remain the same as the rest of the country.

Although NAFTA eliminated most tariffs on agricultural products, and only a slight advantage on IVA or Federal taxes remains on products traded along the border, consumers within this region have grown accustomed to the variety of US consumer-oriented food products, thus maintaining their demand. Moreover, products imported from the US into the border region are likely to be more competitively priced than Mexican products manufactured in the center of the country and have to be transported to the border regions.

Mexicali/Calexico Port of Entry: In value terms of total US food and agricultural exports to Mexico, Mexicali/Calexico is the seventh most important border crossing point. Additionally, Mexicali is the second largest city of Baja California Norte State with 770,000 habitants/consumers (according to official census of 2000). Fresh and processed fruits and vegetables account for 60 percent of the volume of US food and agricultural product exports that enter Mexico at this border crossing point and meat products, cattle and other animal related products account for the remaining 40 percent. Most of these products are destined for the retail sector and hotel and restaurant industry (HRI) in Baja California Norte. Products that do not stay in Mexicali are distributed by truck to other urban markets within the State. Ferrocarril Mexicano (Ferromex) is the only rail line that provides southbound and northbound service through Mexicali, and virtually all of their cargo consists of corn, sorghum, soy and peanut paste, soy meal and pork lard.

Verification Inspection Points (VIPs) located in Mexicali: As of October 11, 2002, the Mexican Government's Animal Health Law required that the inspection of all animal and animal by-product exports to Mexico be inspected on the Mexican side of the border. Previously, these inspections were conducted on the US side of the border at the freight forwarders' facilities. Since the implementation of the law, however, most of the facilities have moved to the Mexican side of the border, although a few remain operating on the US side under the protection of court injunctions (amparos) that were requested and obtained prior to the law's implementation. Although US animal and animal by-product exports are currently the only products inspected at VIPs, the Mexican Ministry of Agriculture (SAGARPA) has indicated that the inspection of all food and agricultural exports to Mexico will eventually be subject to inspection at the VIPs.

There is one VIP in Mexicali, which is not located inside the Mexican Customs' bonded area. This presents a disadvantage for the US supplier, as rejected products will have to be re-documented for export to the US. The name of this facility is Bodega 29. In Calexico, Ca., there are two VIPs operating under amparos. One is W&T Distributors and the other is A&T Baja Exports. Neither facility is authorized by SAGARPA to inspect chicken or turkey products.

SAGARPA personnel in Mexicali: For imported food and agricultural products, there are eight SAGARPA inspectors, three of which are assigned full time to the three Verification and Inspection Points (VIPS) on both sides of the border. They are permanently located in the Federal Offices Building at the Nuevo Mexicali II border port. SAGARPA's hours at the VIPs are from 8:00 to 16:00, Monday through Friday, (see contacts section at the end of this report) similar to the schedule at Customs.

US food and/or agricultural products prohibited from entering Mexico via Mexicali: Wheat (Mexicali declared a free zone of *Tilletia indica* or Karnal Bunt), shrimp and other seafood products.

Traffic-trade trends at Tijuana: It is expected that soon, both VIPs in the US side will lose their court injunctions to conduct SAGARPA inspections. One VIP is already operating on the Mexican side of the border. At this time, there are no projects to create more VIPs.

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VERIFICATION AND INSPECTION POINTS

Name	Telephone	VIP Location			SAGARPA Office Location	No. Of Doors
		Bonded Area	Border	With Amparo		
Harvest Meat SA de CV	(664) 623 - 3411 *(664) 623 - 3321		■		Tijuana, BCN	4
USPASA	(664) 623 - 8201 al 03		■		Tijuana, BCN	2
La Canasta	(664) 621 - 1461		■		Tijuana, BCN	4
M&M Imp/Exp	(619) 710 - 0178			■	San Diego, CA	9
Am-Mex	(619) 426 - 6992 (619) 420 - 2307			■	Chula Vista, CA	9
Giconsa	(664) 647 - 5974/73	■			Tijuana, BCN	4
W&T Distributors	(619) 357 66 33/84			■	Calexico, CA	4
A&T Baja Exports	(760) 768 - 1164/1261 (760) 768 - 0355			■	Calexico, CA	8
Bodega 29	(686) 551 - 9111		■		Mexicali, BCN	6
Sana International	(653) 534 - 5161		■		San Luis Rio Colorado, Son.	2
Maymar	(631) 315 - 9175/73		■		Nogales, Son.	8
Serv. de Almacén Fiscalizado de Nogales SA de CV	(631) 315 - 9158	■			Nogales, Son.	6
Frase	(656) 616 - 0088 (656) 682 - 2658	■			Cd. Juárez, Chih.	2
Corporativo de Negocios de Comercio Exterior		■			Cd. Juárez, Chih.	2
Empacad. Superior	(656) 637 - 1907 (656) 619 - 6121		■		Cd. Juárez, Chih.	6
D'Allende	(915) 533 - 6202			■	El Paso, TX	6
Grupo Ad. Amigo	(915) 351 - 1149/75			■	El Paso, TX	8
Insp. Fitosan. De Nuevo Laredo	(867) 724 - 2081/84	■			Nvo. Laredo, Tamps.	38
Dicex Integraciones	(867) 734 - 0099	■			Colombia, N.L.	20
Palos Garza (Servicios de Logística)	(867) 724 - 2020 (867) 715 - 8288	■			Nvo. Laredo, Tamps.	23
S.R. Asesores Aduanales de N. Laredo. S.C.	(867) 734 - 0211/12	■			Colombia, N.L.	30
Mercury Fwd	(956) 721 - 5102			■	Laredo, TX	10
Esquivel Fwd	(956) 722 - 2654	■			Colombia, NL	8
Continental Serv.	(956) 724 - 5672			■	Laredo, TX	8
North American Fwd	(956) 791 - 3402/93			■	Laredo, TX	8
Abanto y Asoc.	(899) 946 - 0139/41 (899) 921 - 1994		■		Reynosa, Tamps.	11
EB Int.	(956) 843 - 9279/7777			■	Hidalgo, TX	4
Hidalgo Logistics de Mexico	(899) 958-1449		■		Reynosa, Tamps.	8
Frigoríficos Especializados de Tuxpan, Ver.	(55) 5673-5545 Ext. 221	■			Tuxpan, Ver.	10