

สำนักงานส่งเสริมการค้าในต่างประเทศ ณ กรุงเม็กซิโก
รายงานการเยี่ยมชมผู้นำเข้า (Business creation)

1. ข้อมูลบริษัท (Company Profile)

1.1 ชื่อบริษัท (Company's Name) : SoMex / AJR International Trade

ที่อยู่ : Av. Claveria 186, ZIP 02080, Mexico City

E-mail: dgalvez@somextrade.com

โทรศัพท์ : [+52 55 5650 1236](tel:+525556501236)

โทรสาร : Not using fax anymore.

Web-site: <https://www.somextrade.com/>

1.2 ประเภทของกิจการ (Type of Business)

- | | | | |
|--|---------------------------------------|---|-------------------------------------|
| <input checked="" type="checkbox"/> Importer | <input type="checkbox"/> Wholesaler | <input type="checkbox"/> Department Store | <input type="checkbox"/> E-commerce |
| <input checked="" type="checkbox"/> Exporter | <input type="checkbox"/> Manufacturer | <input checked="" type="checkbox"/> Trading Agent | <input type="checkbox"/> Spa |

1.3 ข้อมูลบริษัท (Company's Detail)

ปีที่จัดตั้ง (Year Established) : 1994

จำนวนพนักงาน (No. of Employees) : 70

1.4 สินค้าหลักของบริษัท (Main Products) : Snacks, fresh fruits and vegetables, dehydrated fruits (mango, papaya, cherries, peaches, among others), walnuts, nuts, peanuts, honey, avocado, beer, dates, Persian lime and banana.

1.5 บุคคลที่เข้าพบ (Visited Person) : Ms. Daniela Galvez; Commercial Advisor and Mr. Ivan Escalante, International Buyer.

2. ข้อมูลที่ได้รับจากการเข้าพบ (Information Obtained)

2.1 ภาพรวมบริษัทและสินค้า (Company & Product Overviews) :

SoMex / AJR International Commerce have been in the market for 25 years. The company is oriented to the export of agricultural products to Europe, United Arab Emirates and Asian countries such as Japan and Singapore. Beers and other alcoholic beverages are also of the interest of the companies for importing and exporting.

The company has found a trend of demand of tropical fruits and has established a net of Mexican producers and international consumers. According to the company, the sales has been increasing 20% during the last year and they expect a higher demand of their products during the three following years.

The increasing demand of the agricultural products exported by SoMex / AJR International Trade has driven the company to source for new clean and affordable packaging materials that can preserve the conditions of the fruits and vegetables.

SoMex / AJR International Trade has faced the need to find a more sustainable material for the packaging of the agricultural products that the company exports. As said by the executives of the firm, the material used to pack avocados is a single use material that requires more than 10 years to degrade, which is a significant harm to the environment.

During the visit to Thai Trade Center Mexico, the company shared the intention to import new packaging materials. Ms. Daniela expressed the company's interest to use banana leaves as the Thai supermarkets are using them in order to replace the plastic bags used to protect and portion fresh fruits and vegetables. The company's representatives

were interested in a type of machinery that could envelope fresh fruits and vegetables in banana leaves.

Thai Trade center Mexico invited them to visit the International Agricultural Products Business Matchmaking to have a better approach into the Thai bio-plastic industry. The company is analyzing the possibility to visit.

SoMex / AJR International Commerce is also interested in allocating Thai fresh lime and mangosteen in the European market as well as in UAE

2.2 แหล่งที่มาของสินค้าและนำเข้าจากประเทศ (Source of Supplies and Import from):

The company imports the packaging material from Central America, mainly Guatemala.

2.3 สินค้าที่นำเข้าจากประเทศไทยในปัจจุบัน และที่สนใจนำเข้าจากประเทศไทย

SoMex / AJR International Commerce is not currently importing from Thailand but is interested in exploring opportunities.