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## **Guatemala**

### **Food Processing Ingredients**

### **Update for 2013 and 2014**

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**Report Highlights:**

General update to all sections of the report.

**Post:**

Guatemala City

**SECTION I. MARKET SUMMARY**

According to the Bank of Guatemala (BANGUAT), despite the economic downturn faced during the global economic crisis, the food and beverage processing industry in Guatemala had a growth of 15 percent in 2012 in comparison to the previous year. The total industrial production in 2012 was estimated at US\$1.8 million and the food and beverage processing industry represents more than 42 percent of the total industrial production. Presently, there are more than two hundred food processing companies that are mainly dedicated to produce products under the following categories:

- ❖ Beverages: juice concentrates, powder drinks, alcoholic and non-alcoholic beverages
- ❖ Preserved foods: canned fruits and vegetables, jams, jellies, etc.
- ❖ Confectionary: hard candies, chewing gum, chocolates, traditional candies, etc.
- ❖ Other processed foods: soups, condiments, sauces, bakery, deli meats, dairy, etc.

Guatemala's Food and Beverage Processing Industry Production 2007-2011 US\$ millions					
	2007	2008	2009	2010	2011
Fish & fishery products	20.3	19.3	20.4	22.7	24.6
Meat & meat products	26.2	28.6	29.7	31.9	34.1
Processed or preserved fish products	1.9	2.1	2	2.5	3.03
Processed or preserved vegetable products	49.1	55.8	55.5	56.3	59.8
Edible oils and fats	189.4	244.4	250.2	261.4	298.8
Grain mill products	368.7	507.2	488.8	492.7	592.1
Animal feeds	13.1	14.9	15.3	16	18.4
Bakery products	1.7	2	2	2.1	2.4
Sugar Processors	123.2	150.3	149.1	194.5	231.8
Noodles, macaroni and other mealy products	6.6	9.5	8.6	9.15	10.2
Dairy Products	128.5	147.6	151.6	162.4	178.7
Other food products	175	201.1	203.5	217.4	247.8
Soft drinks & carbonated waters	2.6	2.8	2.8	3.1	3.2
Alcoholic drinks	33.5	37.1	37.6	41.6	41

Source: Bank of Guatemala

The National Exporters Association (AGEXPORT) reports that the processing industry in Guatemala represents 27 percent (around US\$1.9 billion) of the Guatemalan total exports. Local processors understand the importance of producing high quality products that will not only satisfy the local

demand but that would also open new markets in other countries since Guatemala has signed various trade agreements with countries such as: United States –CAFTA-DR, Europe, Panama, Mexico, Taiwan, Colombia and Chile. In addition, the hotel, restaurant and retail sectors are also demanding processed products with higher quality at lower prices than can compete with the imported products.

Since the implementation CAFTA-DR, Guatemala has found new opportunities to increase exports of food processed products to other Central American countries and some companies are also looking to supply the demand of the nostalgic market which is composed by Guatemalans and other Central Americans living in the United States. The main products sent to the Guatemalans living in the U.S. are: tamales (corn based food), alcoholic drinks, preserved foods, dehydrated fruit punch, and plantain leaves use to prepare homemade tamales. Exports of these products have an increase of five percent starting the month of August each year due to the Christmas holidays when these products have a larger demand. In 2012, Guatemalan exports of processed food products to the United States accounted for more than US\$42 million.

The food processing industry is divided in several different sub-sectors which are led by the non-alcoholic beverages and preserved foods. These two products have around 40 percent of the total national production followed by baked goods which have 15 percent of the total exports.

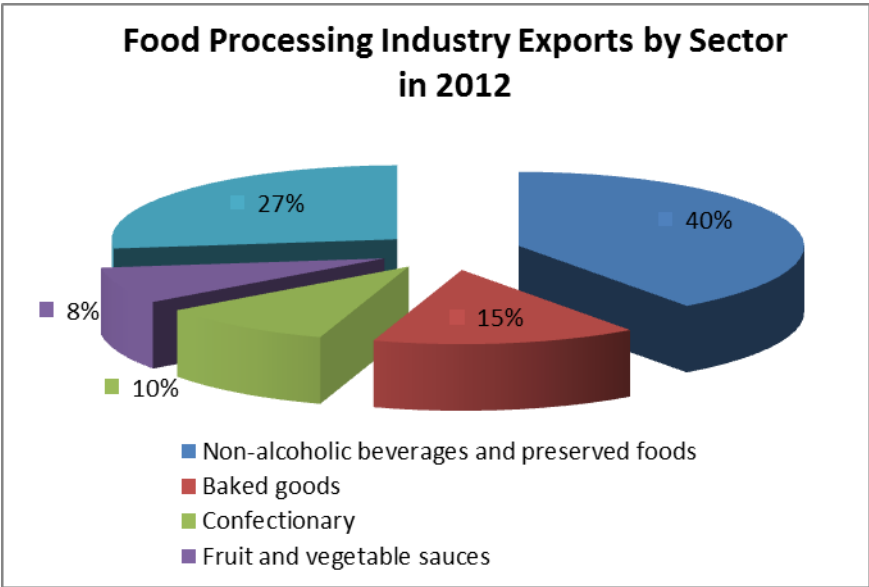


Chart 1: Output of Consumer Oriented Agricultural Products in 2012

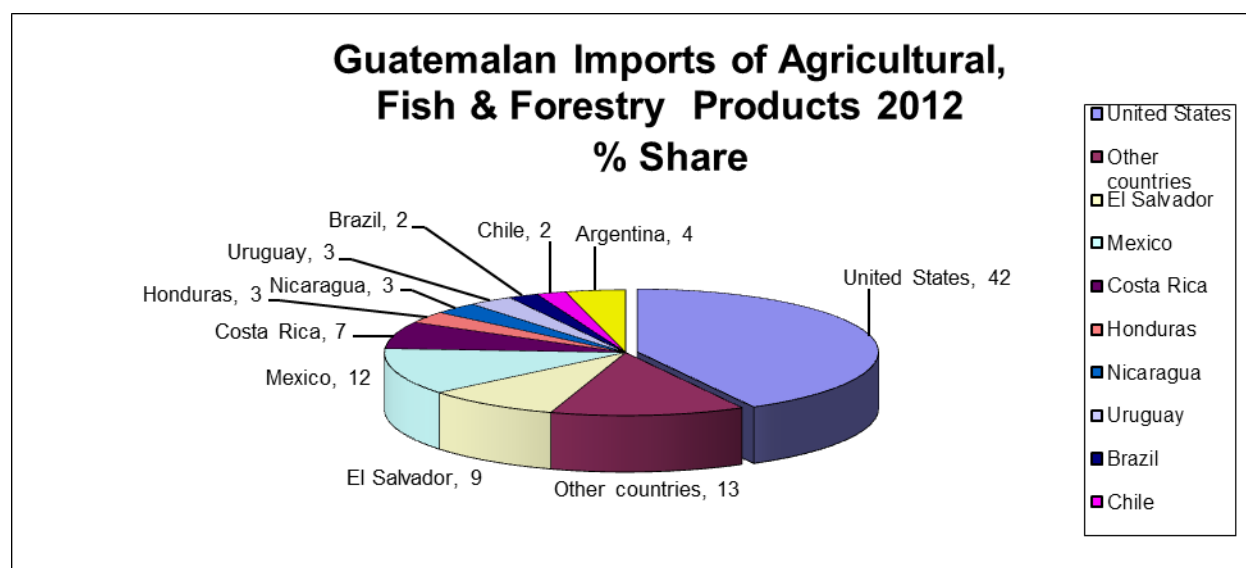
Guatemala Export Statistics to the World Consumer Oriented Agricultural Products - Year 2012			
HS Code	Description	MT	US\$ (millions)
210410	Soups, broths and preparations	36,418	68.2
170490	Sugar confection (no cocoa)	32,906	55.8
190590	Bread, pastry, cakes & puddings	37,529	54.6
210690	Food preparations	25,052	40.6
220290	Non-alcoholic beverages	47,623	29.5
200989	Juice of single fruit/veg. not fortified	39,896	24.6

210390	Sauces, mixed condiments and seasonings	13,039	23
190219	Pasta uncooked, not stuffed	24,011	22.9
190531	Cookies (sweet biscuits)	15,977	22.7
160100	Sausages, similar prdt. Meat	7,521	19.2
200799	Jams, fruit jellies	34,006	15.6
220300	Beer made from malt	27,970	14.9
210500	Ice cream and other edible ice with cocoa or not	6,699	11.9
210320	Tomato ketchup and other tomato sauces	8,494	9.8
200971	Apple juice	15,363	8.9

Source: Global Trade Atlas

Guatemala is a major importer of raw materials and ingredients for food processing; therefore, U.S. ingredients have a big opportunity in the Guatemalan food processing industry. In 2012, Guatemala imported approximately US\$2.5 billion of agricultural, food, fishery and forestry products from the world and the U.S. had a market share of 42 percent. U.S. suppliers have a good opportunity to export raw materials for use in Guatemala's food processing industry.

### **Total Agricultural, Fish & Forestry Imports by Country in 2012**



Source: Global Trade Atlas

The non-alcoholic drinks are also part of a processing sector that has been growing in the past five years generating around 20,000 jobs. In 2012, total export sales of these products reached US\$1.0 billion and it is estimated a 10 percent increase in 2013. Exporters are developing new products that satisfy the demand in countries such as Europe, the United States and Central America which are now demanding light, low-sugar and non-artificial flavors products.

Processed meats (deli meats) are also increasing in export sales accounting for US\$19 million in 2012 with a 10 percent increase every year for the past 13 years. From the 800 processing companies it is estimated that more than 7,800 jobs are generated from this processing sector. Most of the processing companies for deli meats are located in Guatemala City and products are distributed nationwide. Exports are to other Central American countries such as El Salvador, Honduras and Nicaragua totaling 802,407 MT.

The United States continues to be Guatemala's largest supplier of agricultural, food, fishery and forestry products, followed by Mexico with exports of US\$297 million; El Salvador with US\$238 million; and Costa Rica with US\$179 million. These four countries accounted for about 70 percent of the total imports of agricultural, food, fishery, and forestry products in Guatemala.

The areas with the most growth potential for the food processing industry are:

Deli meats: MDM; boneless picnic; pork bellies, trimmings and offals; flours (fillers); animal fats;  
 Beverages: fruit concentrates and nectars; drink bases and syrups; soy flakes and soy powder; artificial fruit flavors  
 Baking: pancake mixes; pre-mixes; bulk cake flours  
 Snacks: dehydrated potato flakes and powder; soy flakes; nuts; fresh potatoes; fruit fillings; raisins; pork rind; whey powder, protein concentrates; corn; rice  
 Soups and Broths: dehydrated potato flakes and powder; soy flakes; dehydrated vegetables; condiments

U.S. products such as beef, pork, wheat, soybeans, and vegetables, as well as other food items, can easily be introduced to improve the quality of the goods being processed in the above-mentioned sectors. Some of the processors use domestic inputs for processing but local production is not always enough to satisfy their production needs; therefore, these companies look for inputs from other countries. Some large processors already import directly from the United States and many of the small processors still rely on local distributors to import their inputs. In 2012, the United States exported to Guatemala a total of \$309 million on intermediate agricultural products that are mainly used for further processing.

#### Advantages and Challenges for U.S. Food and Fishery Products

<b>Advantages</b>	<b>Challenges</b>
Local processors are increasing their capacity and quality to export to the U.S. as a result of the implementation of CAFTA-DR.	Guatemala has not yet complied with international food safety standards to export meats or meat content products to the United States.
As Guatemalan consumers become more sophisticated, opportunities for higher value added products increase.	Guatemala is a price sensitive market and this could affect loyalty to brands in times of economic difficulty.
Many local companies are taking advantage of their lower cost to fill market niches normally filled by imported products.	Nearby countries such as El Salvador and Mexico can supply the local demand for inputs of the processing industry and compete with U.S. products.
The food processing industry has ridden the supermarket expansion wave, and now is directing its attention to the export market.	Lack of a civil service career within the Government of Guatemala (GOG), compliance with international standards, make regulatory structures fragile and problematic for exports.
The United States is Guatemala's main trading partner and U.S. products are considered of high quality.	Guatemala recently signed a free trade agreement with the European Union and is in negotiations to sign one with Canada.

Guatemala imports from the United States bulk commodities such as rice, beans, wheat, etc., intermediate products such as wheat flour, soybean meal, soybean oil, animal fats, sugar and sweeteners for beverage bases, etc.

In addition, there are some other consumer-oriented products: meats, eggs, dairy products, fresh and processed fruits and vegetables, etc. that are within some of the raw materials used for further processing for domestic consumption and exports to other countries.

## **II. ROAD MAP FOR MARKET ENTRY**

### **A. ENTRY STRATEGY**

U.S. food ingredient producers that want to enter the Guatemalan market may contact directly the local food processors or through local importers/agents/distributors depending on the type of product. The larger food processors frequently prefer to import directly from the suppliers, while medium and smaller processors are sometimes not familiar with importing procedures and prefer to have a local distributor supply their inputs.

The advantage that processors find in buying their raw materials from local suppliers is that more technical assistance is provided and also more options for financing are available to them. The key to success is to try to match local prices with higher quality inputs as Guatemala is a price-conscious market. U.S. products are well known for their quality and safety; therefore, local food processors are looking for U.S. companies that can supply products that comply with these two important factors. Local companies are willing to establish a long-lasting business relationship with U.S. suppliers that in addition, can offer good credit terms, customer service and marketing support.

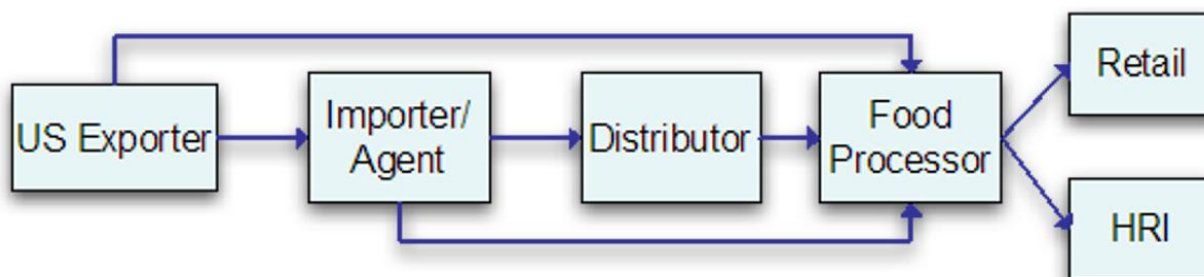
The success in introducing an imported product in the Guatemalan market depends on local representation and personal contact. Hiring a distributor is sometimes the easiest and fastest way to enter the market, particularly if the distributor is already supplying other imported products throughout the country. The Foreign Agricultural Service (FAS) office in Guatemala City maintains a list of companies that represent or distribute U.S. products in Guatemala. The office also has ongoing activities that provide opportunities to meet the Guatemalan trade.

U.S. suppliers that want to enter the country must comply with local regulations for imported products to avoid problems when importing products. For further information on these regulations, please refer to FAIRS Report 2012: [www.fas.usda.gov/scripts/attacherep/default.asp](http://www.fas.usda.gov/scripts/attacherep/default.asp)

It is recommended that U.S. suppliers meet the local importers and learn more about the Guatemalan market. Trade missions or local trade food shows are also other ways to find importers or distributors. Most of the business people that participate in these types of events are usually looking for new products to supply to the local market.

### **B. MARKET STRUCTURE**

The following is an overview of the distribution channel for imported food ingredients from the U.S. exporters to the Guatemalan food processing industry.



Most food processors import their ingredients directly. Others rely on importers and distributors to get their raw materials, or buy their inputs from the local market.

The local food processing companies usually have their own distribution channels to wholesalers, retailers and the hotel, restaurant and institutional industries. There is a small portion of companies that also have the ability to distribute their products to the interior of the country.

### C. COMPANY PROFILES

As of 2012, AGEXPORT's National Commission of Food and Beverage Processors only has 60 member companies that benefit from training and promotion programs which prepare them to compete in international markets. According to AGEXPORT, the size of the Guatemalan food processing industry dedicated to exports is one of the fastest growing sectors and is composed of large, medium and small companies. According to their records, 25 percent of the food and beverage companies are considered large processors, 50 percent are medium sized companies with growth potential and the rest are small processing companies. Approximately 90 percent of these companies are located within Guatemala City and the rest are located in western Guatemala where most vegetables are grown.

The following is a list of some Guatemalan companies that manufacture and distribute products locally and some that export to other countries. Guatemalan companies are not required by law to provide information on sales to the general public; therefore, this information is only available upon request.

<b>Red meats and poultry meat (MDM; boneless picnic; pork bellies, trimmings and offals; flours (fillers); animal fats)</b>				
Name of the company	Sales (US\$Mil/Yr)	End-use channel	Production Location	Procurement Channels
Avícola Villalobos	N/A	Retail and HRI	Guatemala City	Direct importers
Centro de Carnes, S.A.	N/A	Retail and HRI	Guatemala City	Direct importers
Embutidos Santa Lucía	N/A	Retail and HRI	Mixco	Direct importers
Empacadora Perry	N/A	Retail and HRI	Guatemala City	Direct importers
Lion Brand	N/A	Retail and HRI	Guatemala City	Direct importers

Toledo	N/A	Retail and HRI	Amatitlan	Direct importers
Procasa	N/A	Retail, HRI, owns deli-store	Guatemala City	Direct importers
Astoria	N/A	Retail, HRI, owns deli-stores	Guatemala City	Direct importers
Sigma Alimentos, S.A.	N/A	Retail and HRI	Guatemala City	Direct importers

<b>Dairy Products (whey powder, protein concentrates)</b>				
Name of the company	Sales (US\$Mil/Yr)	End-use channel	Production Location	Procurement Channels
Parma	N/A	Retail, HRI, owns deli-stores	Guatemala City	Distributors
Corporación Normandía	N/A	HRI	Guatemala City	Distributors
CHIVOLAC	N/A	HRI & owns deli-store	Guatemala City	Distributors
Helados Foremost	N/A	Retail and HRI	Guatemala City	Direct importers
ILGUA, S.A.	N/A	Retail and HRI	Guatemala City	Distributors
Industrias Lacteas	N/A	Retail and HRI	Villa Nueva	Distributors
PASAJINAK	N/A	Retail and HRI	Guatemala City	Distributors
Adriana Lopez	N/A	Retail and HRI	Guatemala City	Distributors
Agrinsa	N/A	Retail and HRI	Villa Lobos	Distributors
Dispalsa	N/A	HRI	Guatemala City	Distributors
Lacteos Trebolac	N/A	Retail & HRI	Sacatepequez	Distributors

<b>Prepared fruits and vegetables (sauces, pastes, concentrates, and preserved)</b>				
Name of the company	Sales (US\$Mil/Yr)	End-use channel	Production Location	Procurement Channels
Agroindustrias Lozano	N/A	Retail & HRI	Guatemala City	Distributors
Alimentos C&Q	N/A	HRI	Guatemala City	Distributors
Alimentos Gourmet	N/A	Retail & HRI	Sacatepequez	Distributors
Alimentos Montesol	N/A	Retail &	Guatemala	Distributors



		HRI		
Alimentos Nutrica, S.A.	N/A	Retail & HRI	Guatemala	Direct importers
Contrasa	N/A	Retail & HRI	Guatemala	Distributors
Industrias Alimenticias Kern's	N/A	Retail & HRI	Guatemala	Direct importers / distributors
Productos Alimenticios Centroamericanos	N/A	Retail & HRI	San Miguel Petapa	Distributors / direct importers
Envasadora de Alimentos y Conservas Anabelly	N/A	Retail & HRI	Guatemala	Distributors / direct importers
Productos Alimenticios Imperial	N/A	Retail & HRI	Guatemala	Distributors
Alimentos Maravilla, S.A.	N/A	Retail & HRI	Escuintla	Direct importers
Central de Alimentos, S.A.	N/A	Retail & HRI	Guatemala	Direct importers

<b>Confectionary products (hard candies, chewing gum, chocolates, traditional candies)</b>				
Agroindustrias Picsa, S.A.	N/A	Retail, convenience stores & HRI	Sacatepequez	Distributors
Chocolates Best de Guatemala	N/A	Retail, convenience stores & HRI	Guatemala	Distributors
Fabrica de Chocolates Granada	N/A	Retail, convenience stores & HRI	Guatemala	Direct Importers
Chocolateria Zurich	N/A	Own restaurant chain & HRI	Guatemala	Distributors
Confiteria La Tropical	N/A	Retail and convenience stores	Guatemala	Distributors
Productos Gloria	N/A	Retail, convenience stores, HRI & own stores	Guatemala	Distributors

<b>Baked goods (cookies; pancake mixes; pre-mixes; bulk cake flours; toppings)</b>				
EXPRO, S.A.	N/A	Retail & HRI	Guatemala	Direct importers / distributors
Industrias Helios	N/A	Retail & HRI	Guatemala	Direct importers / distributors
Super Pan	N/A	HRI & own bakery shops	Guatemala	Direct importers / distributors
ISOPAN	N/A	Own bakery shops	Guatemala	Direct importers / distributors
MULTIPAN	N/A	Retail , HRI & own bakery shops	Guatemala	Direct importers / distributors
Pasteleria Milano	N/A	HRI & own bakery shops	Guatemala	Direct importers / distributors
Servipan	N/A	HRI & own bakery shops	Guatemala	Direct importers / distributors
Pan Victorias	N/A	Retail & HRI	Guatemala	Distributors

<b>Snack Foods (dehydrated potato flakes and powder; soy flakes; nuts; fresh potatoes; corn; rice)</b>
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Central de Alimentos, S.A.	N/A	Retail and convenience stores	Guatemala	Direct importers
Industrias Rick's	N/A	Retail & convenience stores	Guatemala	Distributors
Fábrica de Productos C&P	N/A	Retail & convenience stores	Guatemala	Distributors
Productos Ya Esta	N/A	Retail, convenience stores and HRI	Guatemala	Distributors
Pepsico (Frito Lay)	N/A	Retail and convenience stores	Guatemala (JV)	Direct importers

<b>Beverages (with alcohol)</b>				
Industrias Licoreras de Guatemala (rum)	N/A	Retail, convenience stores and HRI	Guatemala	Direct importers / distributors
Cerveceria Centroamericana (beer)	N/A	Retail, convenience stores and HRI	Guatemala	Direct importers / distributors

<b>Pet Foods (bulk grains and feed ingredients)</b>				
Aliansa	N/A	Retail and convenience stores	Guatemala	Direct importers
ARECA	N/A	Retail and convenience stores	Guatemala	Direct importers
Molino Santa Ana	N/A	Retail and convenience stores	Amatitlan	Direct importers
Alimentos Del Prado	N/A	Retail and convenience stores	Guatemala	Direct importers
Alimentos, S.A.	N/A	Retail and convenience stores	Guatemala	Direct importers
Nutrimientos Purina	N/A	Retail and convenience stores	U.S.	Direct importers
Industrias Agricolas y Ganaderas San Martín	N/A	Convenience stores	Escuintla	Direct importers

#### **D. SECTOR TRENDS**

- According to data from the Bank of Guatemala, foreign direct investment (FDI) to Guatemala totaled almost US\$1.2 billion in 2012. This is an 18 percent increase from 2011 and the highest increase in the past 10 years.
- Some of the major U.S. companies that have presence in the Guatemalan food processing industry are Cargill, Chiquita Brands International; Frito Lay; Pepsi-Co Bottling Co.; Ralston Purina and Wal-Mart. Also Bimbo and Cindal-Nestlé are present in the country as important foreign investors; however, the majority of the industry is composed by local companies that are growing larger as a result of free trade agreements signed with other countries that stimulate production for exports. This is why the AGEXPORT is looking at other markets in the Asian countries such as Japan and Taiwan as potential new markets for processed products.
- Presently, the food processing industry is mainly exporting the following products: cereal

preparations, beverages, liquors, vinegars, shortenings and oils, soups, processed and semi-prepared foods and essential oils.

- Consumption trends in Guatemala are very much influenced by the United States not only because the U.S. is Guatemala's largest trade partner but also because high-value foods are more affordable to some families thanks to the remittances sent by more than one million Guatemalans living and working in the United States.
- Guatemalans also followed the trend towards more ready-to-eat foods and demand for these types of products. The local processing industry is taking advantage of this niche market and products such as refrigerated tacos, tortillas, burritos, corn-based tamales and instant soups are among the preferred foods in the supermarkets not only for being easy to cook/heat but also because of their price.
- Diet and healthy foods have also a niche market; however, these types of products are more commonly found on imported products and therefore are only affordable for those consumers with higher income.

### III. COMPETITION

In Guatemala, the leading locally produced products that are used for further processing are: fruits and vegetable, poultry, pork, dairy, vegetable oils, and some bulk grains such as rice, corn, and beans. Since the U.S. is Guatemala's leading supplier of foods for further processing, there are no major competitors for inputs used by the food processing industry.

### IV. BEST PRODUCT PROSPECTS

A. Products present in significant quantities but which have good sales potential.

<b>Product Category (2012 calendar year)</b>	<b>2012 Market Size volume MT</b>	<b>2012 Import (Sales) in US\$ million</b>	<b>Key Constraints Over Market Development</b>	<b>Market Attractiveness for USA</b>
Wheat	514,446	US\$182.6	New legislation expanding the role of MAGA in phytosanitary clearance at ports of entry for all imported bulk commodities.	The bakery industry in Guatemala is growing and the U.S. is the major supplier of wheat.
Coarse grains	690,817	US\$216.9		Local production is not sufficient to satisfy the local demand.
Rice	101,432	US\$41.0		Guatemala is the

				C.A. country with less consumption per capita of rice. There are still ample opportunities for market growth.
Sugar sweeteners and bev. bases	25,551	US\$16.5	None.	Guatemala's export of alcoholic and non-alcoholic beverages has the 22 percent market share for exports of processed foods to other countries.
Poultry meat	79,851	US\$62.0	The TRQ for chicken leg quarters used in 2006 when CAFTA-DR was implemented.	All Central American tariffs on poultry and poultry products will be eliminated within 18 years. Other chicken products are 0 percent tariff.
Processed fruits & vegetables	62,175	US\$94.6	None.	All U.S. vegetables are tariff free, except the following: frozen vegetables (10 yrs); mixed vegetables (5 yrs).
Red meats, fresh/chilled/frozen	14,503	US\$46.3	None.	Immediate duty-free access for "prime" and "choice" for beef cuts.

B. Products not present because they face significant trade barriers

There are few products that are not present in the Guatemalan market due to trade barriers, but there are some sanitary and phytosanitary issues that sometimes restrict trade. These products are:

<b>Product</b>	<b>Trade Barriers</b>	<b>Description of Problem</b>	<b>Estimated Value of Trade Affected</b>
Agricultural Products from Florida and California	Phytosanitary (pest concern)	Pink Hibiscus Mealy bug disease free status	US\$3.0 million (estimate from other countries imports of fruits and vegetables hosts)
Flour, salt and sugar	Fortification requirement (food consumption)	Mineral and vitamin fortification	US\$2.5 million (imports from other countries)

Phytosanitary restrictions have been partially eliminated. Horticultural imports from Florida and California are still restricted due to the presence of the Pink Hibiscus Mealy bug, but great advances have been made with the GOG modifying its requirement that states or growing areas be pest-free to the requirement of individual shipments of agricultural commodities.

SPS issues at ports have been affecting importers and food aid recipients. The Regional Office for Animal and Plant Health Service (OIRSA) has occasionally misidentified quarantine pests at port. When this has happened, OIRSA officials have followed a general fumigation protocol without a science-based risk assessment.

Fortification – Guatemala requires that three products be fortified before they are approved for retail sale. Imported flour must be fortified with riboflavin, folic acid, niacin, iron and thiamine. Imported salt must be fortified with iodine, and imported sugar with vitamin A. The GOG applies these same fortification requirements to domestic products.

## **V. POST CONTACT AND FUTURE INFORMATION**

If you need assistance exporting to Guatemala, please contact the U.S. Agricultural Affairs Office at the following address:

Office of Agricultural Affairs  
Avenida Reforma 7-01, Zona 10  
Guatemala, Ciudad 01010  
Tel: (502) 2332-4030  
Fax: (502) 2331-8293  
Email: AgGuatemala@fas.usda.gov

For more information on exporting U.S. agricultural products to other countries, please visit the Foreign Agricultural Service home page: <http://www.fas.usda.gov>

## **VI. LIST OF MAJOR REGULATORY AGENCIES**

Name: Ing. Jorge Gómez  
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Telefax: (502) 2369-8784 / 6  
Website: <http://portal.mspas.gob.gt/index.php/en/servicios/regulacion-y-control-de-alimentos-menu-servicios.html>

Name: Guillermo Ortiz  
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Telephone: (502) 2413-7389  
Website: [http://visar.maga.gob.gt/?page\\_id=56](http://visar.maga.gob.gt/?page_id=56)

Name: Alex Salazar  
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Name: Ing. Efrain Medina  
Title: Director OIRSA-SEPA-SITC  
Institution: Inter-Regional Organism for Plant and Animal Health/Ministry of Agriculture (MAGA)  
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Telephone: (502) 2369-5900  
Fax: (502) 2334-0646  
Website: <http://www.oirsa.org/portal/Default.aspx>

Name: Lic. Alejandro Cutz  
Title: CAFTA-DR Administrator  
Institution: Foreign Commerce Administration Direction/Ministry of Economy  
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Telephone: (502) 2412-0200  
Website <http://portaldace.mineco.gob.gt/>

Name: Claudia Azucena Méndez  
Title: Chief of the Customs  
Institution: Superintendence of Tax Administration (SAT)/Customs Authority  
Address: 7a Av. 3-73, Zona 9, Edificio Torre SAT, Guatemala City  
Telephone: (502) 2329-7070, Ext. 1324  
Website: <http://portal.sat.gob.gt/sitio/index.php/institucion/organizacion/25-organizaci/743-funcionarios-superiores.html>

The following reports provide more information on exporting U.S. food products into the Guatemalan market:

- Exporter Guide 2012: [www.fas.usda.gov/scripts/attacherep/defaults.asp](http://www.fas.usda.gov/scripts/attacherep/defaults.asp).
- FAIRS Report 2013: [www.fas.usda.gov/scripts/attacherep/default.asp](http://www.fas.usda.gov/scripts/attacherep/default.asp)
- FAIRS Export Certificate Report 2012: [www.fas.usda.gov/scripts/attacherep/default.asp](http://www.fas.usda.gov/scripts/attacherep/default.asp)
- U.S. Commercial Service in Guatemala [www.buyusa.gov/guatemala](http://www.buyusa.gov/guatemala)

