



# PAN-AMERICAN INTERNATIONAL COMPANY

台美洋行國際股份有限公司

Efficient. Reliable. Global.





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01. ●●●

# Welcome

At Pan-American International Company Limited, we are committed to strengthening the commercial bridge between Guatemala and Taiwan. Our work combines experience, trust, and deep market understanding to create opportunities that benefit producers, buyers, and long-term partners across both regions.

As a commercial agent, we specialize in connecting high-quality Guatemalan products, especially commercial grade and specialty coffee, with the Taiwanese market, ensuring smooth coordination across sourcing, quality control, and export requirements. At the same time, we support companies seeking to enter the Guatemalan market through reliable export/import consulting, logistics planning, and on-the-ground local representation.

Our mission is simple:

**to make international trade accessible, transparent, and mutually profitable.**

Thank you for being part of this journey and for trusting Pan-American as your link between two markets full of opportunity.



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## 02. •••

# Company History

Pan-American International Company Limited was established with a clear mission: to build a reliable commercial bridge between Guatemala and Taiwan. What began as a focused trade initiative, has evolved into a specialized operation connecting producers, exporters, and importers across both markets.



Since its inception, Pan-American has built strong relationships with farmers, cooperatives, and exporters in Guatemala, especially in the specialty coffee sector. This foundation allows us to support Taiwanese companies seeking high-quality origins while guiding Guatemalan partners through the complexities of exporting to Asia.

Today, we operate as a trusted commercial agent and trade consultant, providing product sourcing, export/import coordination, and end-to-end support across logistics, compliance, and market development. Our commitment remains the same: creating transparent, efficient, and mutually beneficial trade opportunities between two regions rich in potential.



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## 03. •••

# Vision

- 01.** To become the leading commercial bridge between Guatemala and Taiwan, enabling seamless, transparent, and sustainable trade between both markets.
- 02.** To elevate Guatemalan specialty products, especially high-quality coffee, into Asia by building long-term partnerships rooted in trust, professionalism, and consistent quality.



# Mission

- 01.** Represent Guatemalan producers and exporters, ensuring their products reach Taiwan through reliable sourcing, fair negotiation, and strong market positioning.
- 02.** To guide Taiwanese importers through every step of the purchasing process, from product selection and quality verification to logistics, compliance, and delivery.
- 03.** To provide clear, efficient export/import consulting, helping both sides navigate documentation, regulations, and international standards without complexity.
- 04.** To build a business ecosystem that supports sustainable growth for coffee farmers, exporters, and Taiwanese buyers while strengthening long-term bilateral trade.

# Our Products



**Seeds And  
Seedlings**



**Quality Coffee  
Products**

**Aquaculture  
Products**



**Other  
Agricultural Goods**



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## Why Choose Us?

### 01. Technological Innovation

We operate directly along Guatemala and Taiwan, giving clients precise cultural, commercial, and logistical insight for stronger negotiations and transparent, efficient trade.

### 03. Product Diversification

We manage a range of high-demand import-exports such as coffee, frozen fruits, seafood, grains and industrial products.

### 02. Environmental Sustainability

We work only with vetted, responsible producers to ensure consistent quality, traceability, and ethical sourcing agricultural and aqua cultural goods.

### 04. Partnerships and Network

With strong presence in Guatemala and even stronger relationships across Taiwan's food and beverage industry, we ensure real market visibility, fast decision-making, and direct access to buyers, distributors, and high-value commercial channels.



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# Contact Information



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