

DONGGUAN ESPINOZA TRADING

China sourcing + local support in Mexico

Industrial sourcing and MRO solutions

55 product families for indirect procurement,
maintenance and logistics at industrial plants in
Mexico and Brazil.

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Systems Engineer | Legal Representative
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Our value proposition

We work as your sourcing and execution arm between China and Mexico, not as a closed catalog.



Real presence in China

Factory search and audits, negotiation, samples and production follow-up.



Company in Mexico

Local sales support and domestic invoicing when the plant does not import directly.



Multi-brand sourcing

We develop several factories per commodity and compare cost, quality, MOQ, lead time and capacity.



Inspection at origin

Pre-shipment inspection: inspection plan, photo report per lot and nonconformance control.



Consolidation and logistics

We combine several factories into one shipment, with export packaging and documentation support.



Build to print

Spare parts, fixtures and equipment from a drawing, sample or functional specification.

Goal: give your indirect procurement team a reliable, recurring source, with support in China and in Mexico.

Why start with indirect procurement

What keeps the plant running, without being part of the finished vehicle.

Production parts

Vehicle content: long entry cycle

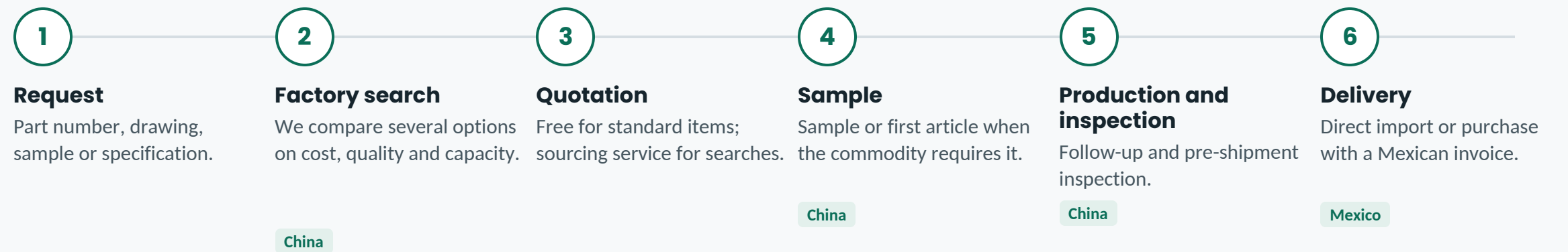
Parts that go into the vehicle count toward USMCA regional content. Developing them in China means long approvals and the risk of penalties at the vehicle level.

Indirect procurement / MRO

Consumables, spare parts and plant equipment

USMCA rules of origin treat indirect materials as originating no matter where they are made. They also have high turnover and let you compare several factories.

How we handle a request



What Mexico and Brazil import most from China

2024 imports from China by HS subheading, in USD millions. We used this data to choose the five new groups.

Product family	HS code	Mexico	Brazil	Group
Static converters: power supplies, drives, UPS	8504.40	1,917.5	1,209.4	3 · 7
Control panels and boards	8537.10	593.8	90.4	9
Industrial and solenoid valves	8481.80	505.8	295.4	8
Fans and exhaust fans	8414.59	344.0	138.5	9
Other steel articles	7326.90	257.3	151.9	6 · 11
Screws and bolts	7318.15	202.4	134.5	10
Gearboxes, gears and drives	8483.40	174.7	261.9	7
Centrifugal pumps	8413.70	111.3	145.5	8
Three-phase AC motors	8501.52	104.6	16.8	7
Work gloves	6116.10	74.0	55.0	11
Safety helmets	6506.10	67.9	n/a	11
Nuts	7318.16	66.2	44.0	10
Hand tools	8205.59	40.6	27.7	10
Circuit breakers	8536.20	25.6	139.1	9

Source: UN Comtrade via WITS (World Bank), 2024 imports from China by 6-digit HS subheading. n/a = not checked.

Before quoting, we check

Mexico: 2026 tariffs

Since January 2026, 1,463 tariff lines from non-agreement countries pay higher duties, mostly 35%. Fasteners, steel and gloves may be included.

Standards in Mexico

NOM-016-ENER for motors; STPS standards for PPE, lockout and signage.

Brazil

INMETRO for breakers and cables, a valid CA for all PPE, and anti-dumping duties on padlocks and table fans.

What we left out

Safety footwear and branded lubricants: low volume from China or brand-driven purchases.

Groups 1 to 6: 30 core families

Not every item applies to every plant: the final selection is tailored to each commodity manager.

1 Tooling and machining

Buyer: Tooling / Manufacturing Engineering



Carbide inserts and tool holders



Drills, end mills, reamers and taps



Abrasives: discs, sandpaper and brushes



Blades, saws and cutting consumables



Measuring instruments and gauges

2 Mechanical MRO

Buyer: MRO / Maintenance Purchasing



Bearings and pillow blocks



Belts, chains and sprockets



Seals, O-rings and technical gaskets



Industrial hoses and fittings



Air, oil and hydraulic filters

3 Pneumatics and automation

Buyer: Automation / Controls / Electrical



Pneumatic cylinders, valves and fittings



Proximity and photoelectric sensors



Cables, connectors and cable carriers



Power supplies, relays, contactors and accessories



Linear guides and ball screws

4 Fixtures and in-plant logistics

Buyer: Manufacturing / Logistics



Build-to-print jigs, fixtures and poka-yokes



Workbenches and 5S stations



Industrial carts and manual tuggers



Racks, stillages and metal containers



Small conveyors and roller tracks

5 Packaging and material handling

Buyer: Packaging Engineering / Logistics



VCI bags and anti-corrosion packaging



Returnable plastic bins and totes



Plastic pallets and reusable bases



Stretch film, strapping and corner protectors



Foam, dividers and ESD packaging

6 Facilities and plant support

Buyer: Facilities / EHS / Maintenance



Brushes, cloths and industrial cleaning supplies



Wheels, casters and leveling feet



Machine guards, fencing and safeguards



Industrial lighting and work lights



Build-to-print maintenance spare parts

Groups 7 to 11: 25 high-demand families

Chosen by actual import volume from China into Mexico and Brazil; see the data on page 4.

7 Power transmission and motors

Buyer: Maintenance / Reliability

-  IE3 three-phase electric motors
-  Speed reducers and gearboxes
-  Shaft couplings
-  Pulleys and taper bushings
-  Frequency drives and soft starters

8 Pumps, valves and hydraulics

Buyer: Facilities / Utilities

-  Centrifugal and submersible pumps
-  Industrial valves
-  Solenoid valves and actuators
-  Hydraulic components
-  Lubrication and greasing tools

9 Electrical and controls

Buyer: Electrical / Controls

-  Low-voltage protection
-  Push buttons, pilot lights and E-stops
-  Enclosures and wiring ducts
-  Lugs, cable ties and heat shrink
-  Ventilation and cooling

10 Fasteners, tools and welding

Buyer: MRO / Tool Crib

-  DIN / ISO fasteners
-  Rivets, inserts and anchors
-  Hand and torque tools
-  Power and air tools
-  Welding consumables

11 Safety, lifting and signage

Buyer: EHS / Safety

-  Work gloves
-  Head, eye and hearing protection
-  Lockout / tagout (LOTO)
-  Signage and floor marking
-  Lifting and rigging

Not in the catalog

Can't find your part?

Send us a part number, drawing, photo or sample. We find the factory in China and reply with cost, MOQ and lead-time options.

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Tooling and machining

High-turnover consumables for production, maintenance and the tool crib.

01



Carbide inserts and tool holders

Buyer: Tooling Buyer / Manufacturing Eng.

- ISO geometries: CNMG, WNMG, TNMG, APKT
- Grades for steel, stainless and cast iron

02



Drills, end mills, reamers and taps

Buyer: Tool Crib / MRO Buyer

- HSS-Co and solid carbide, coated or uncoated
- Metric and UNC/UNF threads

03



Abrasives: discs, sandpaper and brushes

Buyer: MRO / Maintenance

- Cut-off, grinding and flap discs
- Wire brushes, sandpaper and belts

04



Blades, saws and cutting consumables

Buyer: Maintenance / Tooling

- Circular saws and bimetal band saw blades
- Custom industrial blades

05



Measuring instruments and gauges

Buyer: Metrology / Quality

- Calipers, micrometers and dial indicators
- Build-to-print go / no-go gauges

How to start

Start with abrasives, cutting tools and standardized consumables. Special gauges come in a second stage.

1

of 11 groups

Main buyer

Tooling / Manufacturing Engineering

Mechanical MRO

Spare parts that keep equipment and lines running, without being part of the vehicle.

06



Bearings and pillow blocks

Buyer: MRO Buyer / Maintenance

- 6000 to 6300 series, tapered and needle
- UCP, UCF and UCFL pillow blocks with cross-reference

07



Belts, chains and sprockets

Buyer: Maintenance / Spare Parts

- V-belts, timing belts and flat belts
- ANSI / ISO roller chain and sprockets

08



Seals, O-rings and technical gaskets

Buyer: Maintenance / MRO

- NBR, FKM and EPDM O-rings
- Oil seals and cylinder seal kits

09



Industrial hoses and fittings

Buyer: Maintenance / Utilities

- SAE 100R1 / R2 hydraulic and pneumatic
- JIC, NPT and BSP fittings; assemblies

10



Air, oil and hydraulic filters

Buyer: Maintenance / Facilities

- Cartridges for dust collectors and compressors
- Oil filters by cross-reference

How to start

We work with clear technical equivalents, repeat consumption and references that are not critical to vehicle safety.

Pneumatics and automation

Maintenance and replacement components for equipment, cells and stations.

11



Pneumatic cylinders, valves and fittings

Buyer: Automation / Maintenance

- ISO 15552 and compact cylinders
- 5/2 and 5/3 valves, FRL units, quick connectors

12



Proximity and photoelectric sensors

Buyer: Controls / Automation

- Inductive M8 to M30, NPN / PNP
- Retro-reflective, diffuse and through-beam photoelectric

13



Cables, connectors and cable carriers

Buyer: Electrical Maintenance

- Overmolded M8 / M12 cables
- Cable carriers by length or pre-assembled

14



Power supplies, relays, contactors and accessories

Buyer: Electrical / Controls

- 24 V DC DIN-rail power supplies
- Interface relays, contactors and terminal blocks

15



Linear guides and ball screws

Buyer: Maintenance / Automation

- 15 to 45 mm profile rails and carriages
- Rolled and ground ball screws

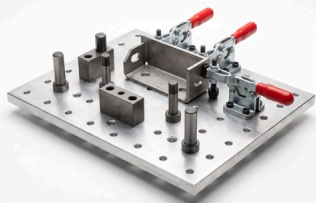
How to start

Before proposing a substitute we check the installed brand, voltage, duty cycles and certifications.

Fixtures and in-plant logistics

Custom-built solutions for in-plant flow, ergonomics and material handling.

16



Build-to-print jigs, fixtures and poka-yokes

Buyer: Manufacturing Eng. / Tooling

- Built to the customer's drawing
- Base plates, locators and clamps

17



Workbenches and 5S stations

Buyer: Manufacturing / Continuous Improvement

- Aluminum or steel profile frame
- Shadow boards, drawers and lighting

18



Industrial carts and manual tuggers

Buyer: Logistics / Material Handling

- 2- and 3-shelf carts, kitting carts
- Tugger cart trains with hitches

19



Racks, stillages and metal containers

Buyer: Logistics / Packaging Eng.

- Wire mesh stillages and racks with dunnage
- Collapsible and stackable containers

20



Small conveyors and roller tracks

Buyer: Industrial Eng. / Logistics

- Gravity roller tracks and flow racks
- Short belt conveyors

How to start

They work best when the customer shares a drawing, sample or functional specification.

4

of 11 groups

Main buyer

Manufacturing / Logistics

Packaging and material handling

Recurring products for protection, storage, returnable loops and in-plant movement.

21



VCI bags and anti-corrosion packaging

Buyer: Packaging Eng. / Logistics

- VCI bags, film and paper
- Protection for machined parts in transit

22



Returnable plastic bins and totes

Buyer: Logistics / Packaging

- Stackable KLT-type containers
- Standard sizes or custom dividers

23



Plastic pallets and reusable bases

Buyer: Logistics / Warehouse

- Polyethylene and polypropylene pallets
- Lids and bases for returnable packaging

24



Stretch film, strapping and corner protectors

Buyer: Warehouse / Packaging

- Hand and machine stretch film
- PP and PET strapping, edge protectors

25



Foam, dividers and ESD packaging

Buyer: Packaging / Quality

- CNC-cut foam inserts
- Anti-static (ESD) bags and trays

How to start

Good for a pilot: high consumption, easy total-cost comparison and room to propose returnable solutions.

5

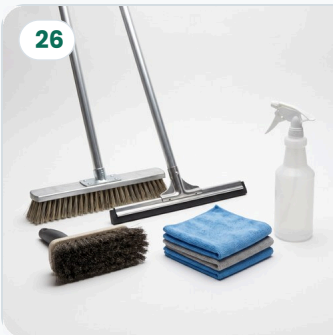
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Main buyer
Packaging Engineering / Logistics

Facilities and plant support

Items for general maintenance, infrastructure and non-vehicle spare parts.

26



Brushes, cloths and industrial cleaning supplies

Buyer: Facilities / Maintenance

- Industrial brushes, brooms and squeegees
- Microfiber cloths and industrial rags

27



Wheels, casters and leveling feet

Buyer: Maintenance / Material Handling

- Polyurethane, nylon and rubber wheels
- Swivel casters with brakes; levelers

28



Machine guards, fencing and safeguards

Buyer: EHS / Manufacturing Eng.

- Perimeter mesh panels and posts
- Doors and fixed guards for cells

29



Industrial lighting and work lights

Buyer: Facilities / Maintenance

- LED high-bay and linear fixtures
- Machine work lights

30



Build-to-print maintenance spare parts

Buyer: Maintenance / Spare Parts Eng.

- Bushings, shafts, gears and wear parts
- Machining, casting or copy from a sample

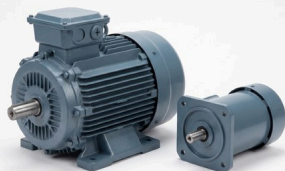
How to start

Where applicable, we review NOM standards and local certifications. We start with products of low regulatory complexity.

Power transmission and motors

Spare parts for conveyors, production lines and rotating equipment.

31

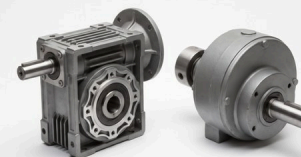


IE3 three-phase electric motors

Buyer: Maintenance / Electrical

- IEC frames 63 to 315, 0.18 to 200 kW
- IE3 efficiency; NOM-016 and INMETRO checked

32



Speed reducers and gearboxes

Buyer: Maintenance / Reliability

- Worm, inline helical and parallel-shaft units
- Ratios 5:1 to 100:1, flange or foot mount

33



Shaft couplings

Buyer: MRO / Maintenance

- Jaw, grid, chain and gear couplings
- Spare spiders and elastic elements

34



Pulleys and taper bushings

Buyer: MRO / Maintenance

- V-belt pulleys: SPA, SPB, SPC and classic
- Standard taper lock and QD bushings

35



Frequency drives and soft starters

Buyer: Electrical / Controls

- Drives from 0.4 to 90 kW, 220 / 380 / 440 V
- Soft starters matched to installed units

How to start

Start with IE3 motors and replacement couplings using nameplate data. Drives, with the datasheet of the installed brand.

Pumps, valves and hydraulics

Equipment and spares for process water, cooling, air and oil.

36



Centrifugal and submersible pumps

Buyer: Facilities / Maintenance

- Close-coupled, multistage and submersible
- Spare mechanical seals and impellers

37



Industrial valves

Buyer: MRO / Utilities

- Ball, butterfly, gate, check and globe
- Stainless, bronze or iron; threaded or flanged

38



Solenoid valves and actuators

Buyer: Automation / Utilities

- 2/2 solenoid valves for water, air and steam
- Pneumatic and electric actuators

39



Hydraulic components

Buyer: Maintenance / Hydraulics

- Gear pumps and directional valves
- Build-to-print hydraulic cylinders

40



Lubrication and greasing tools

Buyer: Maintenance / Reliability

- Grease guns, grease fittings and oilers
- Single-point automatic lubricators

How to start

Start with valves and solenoids using the installed reference. Pumps and hydraulics, with curve and duty point.

Electrical and controls

Low-voltage electrical material for panels, machines and maintenance.

41



Low-voltage protection

Buyer: Electrical / Maintenance

- Miniature breakers and motor protectors
- Fuse holders and control fuses

42

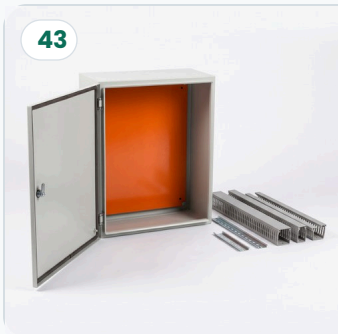


Push buttons, pilot lights and E-stops

Buyer: Controls / Electrical

- 22 mm operators, IP65
- Selector switches, mushroom heads, LED pilots

43

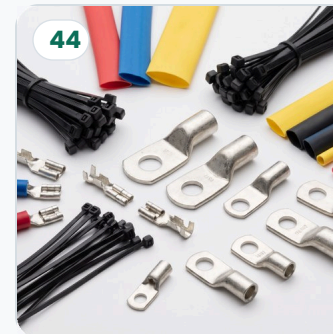


Enclosures and wiring ducts

Buyer: Electrical / Facilities

- IP66 steel enclosures with mounting plate
- Slotted duct, DIN rail and cable glands

44

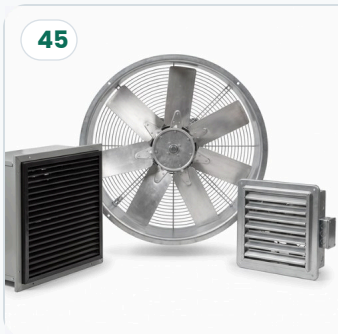


Lugs, cable ties and heat shrink

Buyer: Maintenance / Electrical

- Copper lugs and insulated terminals
- Nylon cable ties and heat-shrink tubing

45



Ventilation and cooling

Buyer: Facilities / Electrical

- Filter fans for control panels
- Axial exhaust fans for plant buildings

How to start

Start with terminals, cable ties and 22 mm buttons. In Brazil, breakers need INMETRO approval; we check it before quoting.

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Main buyer
Electrical / Controls

10

of 11 groups

Main buyer
MRO / Tool Crib

Fasteners, tools and welding

High-volume consumables for maintenance, assembly and workshops.

46



DIN / ISO fasteners

Buyer: MRO / Maintenance

- Hex and socket head, grade 8.8, 10.9, 12.9
- Nuts, flat and lock washers

47



Rivets, inserts and anchors

Buyer: Maintenance / Assembly

- Blind rivets, rivet nuts and thread inserts
- Dowel pins, threaded rod and wedge anchors

48



Hand and torque tools

Buyer: Tool Crib / Maintenance

- Socket sets, combination wrenches, pliers
- Click torque wrenches; certificate on request

49



Power and air tools

Buyer: Tool Crib / Maintenance

- Drills, angle grinders and impact wrenches
- Private label or equivalent; voltage checked

50



Welding consumables

Buyer: Maintenance / Welding

- ER70S-6 MIG wire, E6013 and E7018 rods
- Contact tips, nozzles and TIG tungsten

How to start

Fasteners and welding consumables pay off in a consolidated container. For Mexico we check each tariff line before quoting.

Safety, lifting and signage

Personal protection and rigging for EHS, maintenance and warehouse.

51



Work gloves

Buyer: EHS / Safety

- Nitrile, PU and latex coated nylon
- Cut-resistant levels A to F (EN 388)

52



Head, eye and hearing protection

Buyer: EHS / Safety

- Hard hats, glasses, face shields, earmuffs
- NOM-115 (MX) and CA (Brazil) checked

53



Lockout / tagout (LOTO)

Buyer: EHS / Maintenance

- Dielectric padlocks, hasps and lockouts
- Tags and lockout stations

54



Signage and floor marking

Buyer: EHS / Facilities

- Floor tape, signs and cones
- Per NOM-026-STPS (MX) and NR-26 (Brazil)

55



Lifting and rigging

Buyer: Maintenance / Logistics

- Chain hoists and lever hoists
- Shackles, eye bolts and polyester slings

How to start

Start with gloves, signage and LOTO, all high turnover. PPE sold in Brazil needs a valid CA certificate.

11

of 11 groups

Main buyer
EHS / Safety

Where to start: 10 entry families

Clear specifications and frequent consumption: the fastest to quote and compare.

1



Abrasives and discs
Repeat consumption

2



Bearings
MRO spare part

3



Belts and chains
Maintenance

4



Seals and O-rings
High variety

5



Hoses and fittings
Replenishment

6



Industrial filters
Scheduled consumption

7



5S benches and stations
Quick project

8



Carts and racks
In-plant logistics

9



VCI and returnable packaging
Measurable savings

10



Build-to-print spare part
Maintenance emergencies

Proposal: with a part number or clear reference, these families are quoted free of charge so you can compare against your current supplier.

Project-based sourcing service

When a request means searching for factories or developing a part, we run it as a project with a defined deliverable.

Standard items

Free

References with a part number or clear specification.

Includes

- Quotes from factories we already work with
- Cross-reference equivalents
- MOQ, lead time and Incoterm

Example: bearings, O-rings, filters, abrasives.

Product sourcing

USD 100 per project

Factory search and comparison for 3 to 5 part numbers.

Deliverable

- Comparison report of 3 manufacturers
- Price, MOQ, lead time and capacity
- Factory certifications and photos
- Supplier recommendation

Example: returnable bins, carts, VCI packaging, sensors.

Build-to-print development

USD 200 per project

Parts, fixtures or spare parts from a drawing, sample or functional specification.

Deliverable

- Everything in product sourcing
- Technical drawing review with the factory
- Material, process and tolerance feasibility
- Sample or first article proposal

Example: bushings, jigs, poka-yokes, custom guards.

100% creditable: the full fee is credited against your first order. Invoiced in Mexico with CFDI; samples and shipping are quoted separately.

Ready for your supplier onboarding

Every company has its own portal; we prepare this package to reduce friction for your purchasing team.

Company profile

China + Mexico, operating capacity, contacts and scope.

Technical data sheet

Specifications, materials, tolerances, photos and applications.

Certificates

Factory ISO 9001 where applicable; IATF 16949 only for direct automotive supply.

Samples and validation

Sample, first article, testing or inspection depending on the commodity.

Commercial terms

MOQ, lead time, Incoterm, warranty, packaging and price validity.

Quality and traceability

Inspection plan, reports, lot control and nonconformances.

Logistics

Consolidation, shipping, export packaging and documentation support.

Local option in Mexico

Local invoicing and support when the customer's structure requires it.

For electrical equipment, industrial safety, chemicals or regulated products, we review NOM, certifications and import requirements before quoting.

Send us your request

With this information we prepare a comparable technical and commercial quote.



Part number or installed brand

Current reference, even if from another manufacturer.



Drawing, photo or sample

For build-to-print parts or technical equivalents.



Material and specification

Standard, hardness, voltage, pressure or relevant tolerances.



Annual volume and lot size

Lets us negotiate MOQ and tiered pricing.



Plant and required date

To define lead time and logistics route.



Purchasing scheme

Direct import or purchase with a Mexican invoice.

Standard items: free quotation

Searches and build-to-print development: USD 100 to 200 sourcing service, 100% credited against your first order.

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Exploratory catalog of sourcing categories. It does not imply approval as a supplier to any company or automatic availability of every item; each RFQ requires technical, commercial and regulatory validation. Illustrations are representative.