

During the negotiations, exporters should look at the transportation company as a prospective partner with compatible goals. Both parties want to develop, retain or enlarge their shares in the Mexican market. The transportation company is interested in new business and wants its customers to succeed because both parties benefit from efficient delivery.

Aside from price, negotiations usually deal with logistical details. Can the transportation company guarantee the time of delivery? Will they provide proof of insurance and liabilities? How will shipment descriptions be verified? What savings can be achieved from grouped shipments?

