

WANT MORE INFO?

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For specific information about the four ways to ship goods into Mexico: rail, truck, marine and air; as well as intermodal, please consult the following links:

- Export-*f*, Business Guide Moving into Mexico, pg 75, 80-81
- Export-*f*, Business Guide Shipping Goods to Mexico

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- Export-*f* Mexico in brief, pg 2-3

BACK-HAUL RATES

Exporters should be aware of opportunities to take advantage of back-haul rates when shipping their goods to Mexico. These preferential rates for transporting products exist when shipping companies deliver cargo to Canadian centres and either have empty, or partially empty, containers returning to Mexico. The cost to the shipper is similar whether there are goods on board or not; as such, they are often inclined to accept partial payment for carrying Canadian products to Mexico on otherwise empty transports. This is particularly relevant for agri-food shipments which may require refrigerated or ventilated containers.

For new exporters to Mexico, back-haul rates may provide the opportunity to ship smaller quantities initially, without paying full-fare for the transport. Canadian agri-food exporters are advised to contact their freight forwarder and/or the shipping companies directly to inquire about the availability of these rates.

GOODS DESTINED FOR FREE TRADE ZONES

Products entering the free trade zones, or *maquiladoras*, are exempt from some or all taxes, duties and import permit requirements, and may enter the zone with a minimum of control and documentation. However, these goods may not enter the rest of the country. Free trade zones include a 20 kilometre area along the border between the United States and Mexico, a similar zone on the Mexican-Guatemalan border, the ports of Cancun, Cozumel, Chetumal, and La Paz. The free trade zones also include the state of Baja California, the city of Agua Prieta and an area in the state of Sonora.

WAREHOUSING

A growing number of Mexican companies now offer public bonded warehousing services in Mexico, often in partnership with US firms. These facilities make it possible for exporters to ship full truck loads to the warehouses, and avoid the cost of less-than-truckload (LTL) shipping. This arrangement also makes FOB (Free-on-Board) destination pricing more practical. It allows the exporter to maintain inventories in Mexico for more reliable delivery. The payment of duties and taxes is postponed until the goods are sold and withdrawn from the warehouse. Some bonded warehousing facilities are also authorized as Verification Units. These are called *Almacen General de Deposito*. See Annex 4.