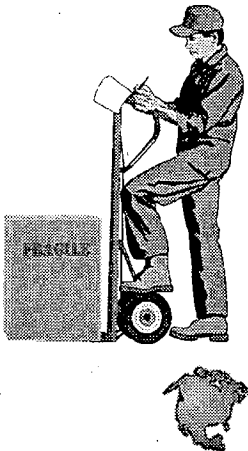



Distributors

LOGISTICS

Distributors

- ↪ relationships with local governments
- ↪ relationship with buyers
- ↪ condition of facilities
- ↪ willingness and/or ability to maintain inventory
- ↪ relationships with banks




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 Shipping

A distributor usually handles an exporter's product line on an exclusive basis, but unlike an agent, the distributor takes title to the goods. The choice of a distributor is an important task, especially since Mexican distribution channels are less well-defined than those in Canada. As well, there are many regional variations. When choosing a distributor, take into account the same factors as when choosing an agent, but also consider the following:

- relationships with local governments;
- relationship with buyers;
- condition of facilities;
- willingness and/or ability to keep an inventory; and
- relationships with banks.