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- Does the customer have a truck loading dock or rail siding or is it located near an airport?
 - What documentation is required?

Questions exporters should ask themselves:

- Have you checked with your production department and sales people to see if there are several shipments going to Mexico which can be consolidated into a larger load?
- Is there a nearby company that might be interested in pooling shipments with you to get a better rate?
- Do your sales forecasts allow you to offer carriers large and regular volumes over time in return for lower rates?
- Have you prepared an accurate description of your goods so that they may be properly classified by carriers?
- Is your product susceptible to damage and does it require special packaging or crating and insurance for a long distance haul?
- Can your product be knocked down and packaged as compactly as possible?
- Is the best mode of transport being used? Have you checked with colleagues in your industry or with transportation consultants in the private sector and federal and provincial governments?
- Can you prepare all the necessary export documentation yourself or would you prefer having an intermediary do it on your behalf for a small fee? Moreover, what is the proper documentation and what languages are required?
- If you have your own fleet of trucks, can you spare one for a long haul and will you be able to arrange a return load?
- Is your own fleet of trucks available to haul the goods short distances to a carrier's local or American border terminals?
- If you are thinking of using your own fleet, have you worked out a "per mile" truck operating cost to compare rates charged by carriers and intermediaries?