

Suppliers of goods and services to the Mexican government, its agencies and controlled corporations are required to be registered as such with the *Secretaría de Programación y Presupuesto (SPP)*, Secretariat of Planning and Budgeting. The requirements for registration include filing copies of the company's charter of incorporation, recent financial statements as evidence of solvency, and proof that the company can deliver the goods or services that it is offering to the Mexican government. Every year, the *SPP* publishes a list of approved government suppliers.

## TRADING HOUSES AND EXPORT MANAGEMENT COMPANIES

Trading houses or export management companies are domestically based intermediaries that market Canadian goods abroad. A full-service Canadian trading house handles all aspects of exporting, including conducting foreign market research, arranging merchandise transportation, appointing overseas distributors or agents, exhibiting products at trade shows, advertising and arranging documentation. The trading house can take full responsibility for exporting on behalf of Canadian companies that generally lack direct experience in this area.

A trading house looks for several things from a prospective Canadian client:

- a product suitable for export;
- a commitment to export on an ongoing basis;
- a willingness, on the part of the Canadian company, to view the trading house as its exclusive channel for distributing into a particular foreign market; and
- a fair pricing arrangement, bearing in mind that the trading house must also earn a profit for the work it performs (and the risks it assumes if it buys the product directly).

Companies that can benefit from the services of a trading house include:

- small- and medium-size enterprises (SMEs) that are new to exporting and do not want to sell directly to foreign customers or go through the process of finding a foreign agent or distributor;
- companies involved in specialized fields such as agri-food, fisheries, or high technology;