
Overview

As in many markets, doing business in Mexico requires a degree of patience and perseverance. Some trading activities are affected by Mexico's developing economic infrastructure and some by its government regulations. The situation has improved, however, especially with regard to transport. Companies should not be dissuaded from exporting due to challenges in making logistics arrangements. Reforms and improvements to Mexico's customs procedures and transport legislation have introduced greater competition in the domestic transport industry and improved transit times and services. In today's climate of trade liberalization, conditions for exporting have never been better.

In the case of Mexico, transport industry spokespersons report that exporters are generally more concerned with freight rates than with transit times. The exception is air transport which maintains its niche as the primary mode for express shipments.

Road transport is the primary mode for the movement of goods to and from Mexico [see Appendix A]. Trucking has expanded significantly in recent years although rail remains a viable transport option. Over long distances, rail generally becomes rate competitive with road transport; hence, shipping decisions start being influenced by transit times and the overall service package.

Trucking:

- The road mode is well-developed and adaptable although certain Mexican transport regulations and customs delays continue to be bothersome.
- Refrigerated cargo moves almost entirely by truck.
- Regulations governing the Mexican transport industry have recently been liberalised, but trucking operations in Mexico must still be performed by a Mexican driver and truck. At present, there are no known interchange agreements between Canadian and Mexican trucking companies. This leads to time delays at the border as trailer to trailer cargo transfers are carried out. Certain American trucking lines do have interchange agreements with Mexican carriers or have established subsidiary companies in Mexico and this improves their border crossing times.