

does not lend itself well to cargo transport (lack of capacity and irregular scheduling). With all the uncertainties facing the international airline community, it is difficult to project the future of air routes to Mexico other than to say that charters will most likely continue to dominate the market, at least on the passenger side. Exporters should also note that flight schedules to Mexico have historically been subject to frequent change by commercial carriers. Administrative and customs clearance procedures at Mexican airports take approximately 3 to 4 days.

Toronto and Vancouver enjoy direct commercial services with Mexico City. Direct scheduled air services between Canada and Mexico are supplemented by carriers offering connections at U.S. points such as Los Angeles, Dallas, Chicago, Miami and New York. Thus, Canadian shippers can increase their capacity and frequency options for access to the Mexican market by utilizing domestic airlines and the interline services of U.S. carriers. Other important Mexican cities including Chihuahua, Hermosillo, Guadalajara, Monterrey and others have direct air connections from major cities in the United States.

FREIGHT FORWARDERS

Freight forwarders can arrange shipments by any transport mode for Canadian fish and food exporters to Mexico. They offer a unique service package to first-time exporters as well as to established ones. Exporters whose shipments do not fill a truck trailer, railcar or marine container will often use a freight forwarder to consolidate shipments bound for Mexico, which can lead to cost savings. Freight forwarders can advise on the mode of transport best serving the exporter's needs, and arrange for customs documentation, the services of a Mexican customs broker, and transport, warehousing and distribution within Mexico if required. In many instances, and especially for new exporters, freight forwarders are indispensable as they can simplify the overall business of exporting to Mexico, taking care of details otherwise left up to the exporter. With recent reform of Mexican transport regulations, the system of granting exclusive licenses for freight handling in the border zone has been eliminated and freight forwarders (through Mexican affiliates) are increasingly active in Mexico, as increased competition has also led to better services.

INSURANCE

Exporters should be aware that if goods are being sold to a Mexican destination (c.i.f. Mexico City), Mexican regulations stipulate that insurance covering transit in Mexico must be purchased from a Mexican insurance company. Exporters may be inclined to quote terms of sale that limit the seller's responsibilities to delivery at the Mexico-U.S. border (c.i.f. Laredo).