
(c) Insurance in Mexico

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). However, exporters should be aware that if goods are being sold at a delivered price at a Mexican destination, Mexican regulations stipulate that insurance covering transit in Mexico must be purchased from a Mexican insurance company.

Shippers should examine this aspect very closely as the Mexican insurance regulations governing transportation of goods do not mirror those in Canada. Coverage could vary considerably in the two countries and the exporter may find that his ability to collect for loss and damage in Mexico is somewhat constrained. It is best to look into this area at the very beginning of an export quotation.