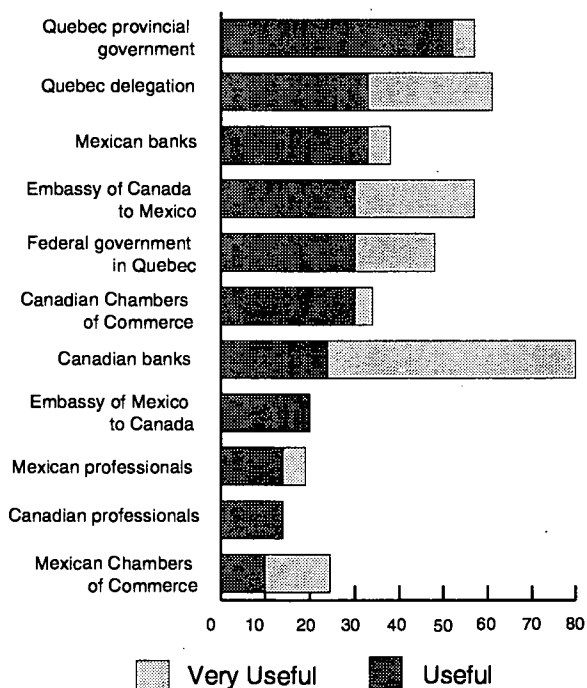


**Fig. 4: Usefulness of Organizations According to Those Already Exporting (percent)**



exception of Mexican banks. No organization, however, was considered indispensable.

Those firms planning to do business in Mexico in future considered organizations to be more useful than did those already in the Mexican marketplace. Both groups made little distinction between the various organizations.

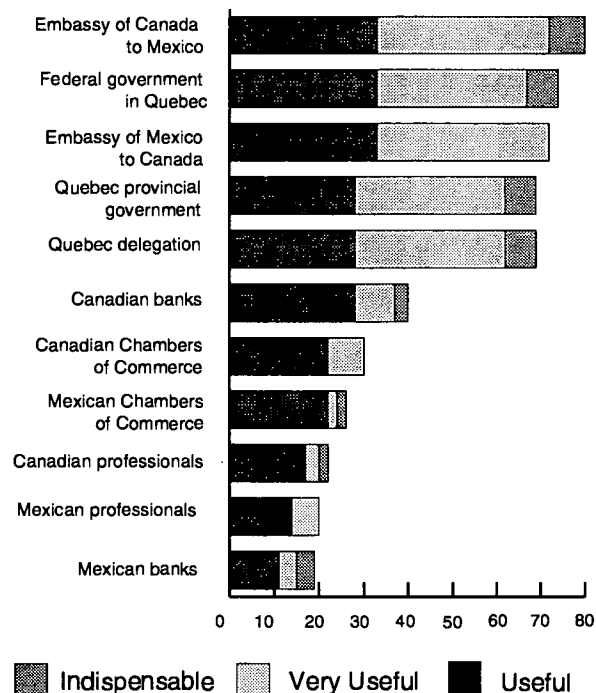
#### Problems of Doing Business with Mexico

Firms already doing business with Mexico did not find that the language and management methods presented major problems.

Whatever the category of respondent, problems in doing business in Mexico were considered a normal part of exporting, and were surmountable in most cases. Only a small number of respondents considered any to be major impediments.

Regulations were thought to present the highest degree of difficulty.

**Fig. 5: Usefulness of Organizations According to Those Planning to Export (percent)**



**Fig. 6: Problems According to Those Already Exporting (percent)**

