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- Can you prepare all the necessary export documentation yourself or would you prefer having an intermediary do it on your behalf for a small fee?
 - If you have your own fleet of trucks, can you spare one for a long haul and will you be able to arrange a return load?
 - Is your own fleet of trucks available to haul the goods short distances to carriers' local or American border terminals?
 - If you are thinking of using your own fleet, have you worked out a "per mile" truck operating cost to compare to rates charged by carriers and intermediaries?

Questions for or about carriers:

- Is the carrier well established and experienced (i.e. does it have a track record)? Can it provide references?
- Is there more than one company offering service on a particular route and, if not, are alternate routings and carriers available?
- Have you sought out carriers who would normally return to Mexico or the Southern U.S. empty and who are willing to offer attractive rates on backhauls?
- Does the carrier have legally licensed operating authority to haul goods on the route?
- Does the transportation company offer:
 - through rates and bills of lading?
 - proper equipment on demand?
 - computerized shipment tracing?
 - a guaranteed delivery schedule?
 - sufficient insurance coverage (liability)?
 - discount plans?
 - customs brokerage and export documentation services?
 - other unique services?
- Will the goods be shipped directly from origin by the carrier, and if not, how many (and which) carriers will be involved?
- If several carriers are to be involved, who has responsibility (liability) for the safe delivery of the goods?