
IV. Distribution Considerations within Mexico

The Commercial Division of the Canadian Embassy in Mexico can be contacted for general information on contacts, facilities and services of Mexican distribution, insurance and warehousing companies. Further information on warehousing and entry of goods into Mexico can be found in the departmental publication *Shipping Documents and Customs Regulations for Selling to Mexico* mentioned in the Bibliography (Appendix C).

(a) Mexican Transport Entities

Transport, brokerage and managing of freight within Mexico must be performed by a Mexican company. In many instances, the trucking, rail or freight forwarding company the exporter is dealing with in Canada will know how and with whom to arrange shipment of goods in Mexico. In fact, the selection of an experienced carrier or forwarder which emphasizes through routes and rates should be the key consideration for Canadian companies exporting to Mexico.

Specifically, the exporter should know if the carrier handling the transportation arrangements can perform a complete or "seamless" transportation move. That is, can the carrier or forwarder provide door-to-door service from the Canadian plant to the Mexican customer's place of business? Does it handle or arrange for documentation and customs clearance? How long has it been doing this?

(b) Warehouse Facilities

Unit transportation costs can often be lowered if shipment sizes are increased. Hence, the availability of reasonably priced, secure, duty-free warehousing in Mexico is important. At such facilities, merchandise shipped in quantity can be stored for varying lengths of time before distribution in Mexico. Warehouse stocks can be particularly useful in allowing exporters to shorten order response times. This is especially important when shipments are caught up at congested border crossings. Exporters seeking information on warehousing in Mexico should contact the Canadian Embassy as shown in Appendix D.