
Embassy in Mexico can be contacted for more details on these 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 foreword.

Mexican Transport Entities

As was discussed earlier, the transport, brokerage and managing of freight in 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. For the exporter's information, however, Appendices E to H contain lists of Mexican trucking companies, freight forwarders, customs brokers and bonding companies. The Commercial Division of the Canadian Embassy in Mexico can be contacted for more details on these companies.

Insurance in Mexico

Exporters should be aware that if goods are being sold to a Mexican destination (e.g. 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 (e.g. c.i.f. Laredo). When, however, it is necessary to quote the aforementioned delivered terms, Appendix I provides a list of Mexican insurance companies. The Commercial Division of the Canadian Embassy in Mexico can be contacted for more details on these companies and the freight forwarder or carrier being used by the exporter should also be able to provide additional information.

Transportation Selection Check List

The following list of questions is designed to help exporters assess their transportation needs and make transportation decisions:

Questions for the Mexican customer:

- Is the customer willing to pay for freight and duty charges on top of the cost of the goods or does he want an all-inclusive delivered price quote?