

FROM FEDERAL EXPRESS CANADA LTD.

Canada's economy continues to expand globally at a rapid pace as Canadian businesses pursue trade opportunities in global markets. Mexico is a market that is important to Canadian business and growing to be more so every day.

Businesses need a reliable method for shipping high-value, time-sensitive items. With operations in Mexico's key markets (Mexico City, Guadalajara and Monterrey, to name a few), FedEx is working closely with Canadian customers to facilitate their export and import activities with Mexico. Our extensive knowledge of both Canadian and Mexican customs regulations and requirements have proven invaluable to Canadian companies.



Federal Express Corporation serves 193 countries. Our operations around the world process nearly three million packages each day. To transport these packages we operate 500 aircraft with a daily lift capacity of approximately 15 million pounds along with 35,000 vehicles (vans, trucks, and tractor trailers). Our 110,000 employees accomplish our mission of total customer satisfaction; this includes 3,500 employees in Canada and 500 in Mexico.

Three factors are key to our success as a global company. First, we have established an extensive worldwide network and expertise in setting up operations and facilities in many different countries. Second, we maintain strong business partnerships with customers helping them solve their logistical problems, enabling them to better compete in a global market. Finally, we continue to invest heavily in technology. Today, the information highway is as important as any transcontinental highway.

As we look forward to the 21st century, we believe that the demand for express transportation will accelerate on a global basis. As companies search for their "comparative advantage" in the global arena, effective logistics will be as important to success as knowledge and expertise in managing foreign commerce.

At FedEx, we can provide Canadian companies with critical information to successfully conduct business with Mexico. I believe that this book will provide you with a greater understanding of protocol in trade relations between the two countries, which will help you in developing effective market strategies.

Sincerely,

A handwritten signature in black ink that reads "Jon Slingerup". The signature is written in a cursive, flowing style.

Jon Slingerup
General Manager
Federal Express Canada, Ltd.

FedEx
Federal Express