

INCOTERMS 1990

GROUPS		MODES
EXW	Ex Works	Air Truck Rail Ship
FCA	Free-Carrier	Air Truck Rail Ship
FAS	Free-Alongside-Ship	Ship
FOB	Free-On-Board	Ship
CFR	Cost and Freight	Ship
CIF	Cost, Insurance, Freight	Ship
CPT	Carriage Paid To	Air Truck Rail Ship
CIP	Carriage and Insurance Paid To	Air Truck Rail Ship
DAF	Delivered At Frontier	Air Truck Rail Ship
DES	Delivered Ex Ship	Ship
DEQ	Delivered Ex Quay	Ship
DDU	Delivered Duty Unpaid	Air Truck Rail Ship
DDP	Delivered Duty Paid	Air Truck Rail Ship

Source: Export-*i* Business Guide, Shipping Goods to Mexico

DOCUMENTATION

HIGHLIGHTS - HOTLINKS

- All customs duties must be paid by the Mexican importer or the customs broker immediately upon the goods crossing the border.
- The Canadian exporter must obtain a Certificate of Compliance from the importer.
- Sanitary and phytosanitary inspections and certifications

Every product exported to Mexico requires a specific set of accompanying documents. For the inexperienced, it is a good idea to work through a Mexican customs broker to ensure that the documents needed for the transaction are included with the shipment. These include a commercial invoice, an export declaration form, a packing list specifying contents, a bill of lading (B/L) or air waybill, a certificate of origin, any special certificates specifically required by the nature of the transactions, and import permits.

Unfortunately, specific requirements and import regulations can vary substantially from month to month, leading to confusion among Mexican brokers, customs officers and importers. In fact, the ongoing deregulation process will result in a revision of the whole paperwork for importing in the near future. It is therefore recommended that you regularly confirm information with the Canadian Embassy in Mexico. (The documentation required can vary, depending on the shipping method- ship, train, truck or mail.)