

Choosing a Logistics Company

Typical Service Package of a Logistics Company	
International Network	Transborder Service
Truck service	Packing and crating
Train service	Warehousing and distribution
Air freight service	Small packages
Ocean freight service	Special projects
Intermodal	Customs brokerage
Consolidation	Customs consulting
Documentation	Drawbacks
Insurance	Letters of credit
Surveying (SGS)	Dangerous goods planning
Charters	Licences and certificates

Selecting a Logistics Company

While the logistics company can provide complete service, exporters should involve themselves in the planning of all the transportation factors associated with exporting to Mexico. They should also consider alternative companies and ask them for details about their services. Here are some suggested questions:

- What are your customs procedures at the Canada-US border?
- What are your customs procedures at the US-Mexico border?
- Who is your Mexican corresponding agent?
- How extensive is your network?
- How long have you been in business?
- What are the transit times?
- What commodities do you specialize in?
- What kind of physical facilities do you have? Do they include secure areas for high-value commodities and dangerous goods?
- What are the language requirements on documentation and who takes care of Spanish documentation?
- Who are the company contacts?
- Can you provide references from other shippers?
- What experience do you have in moving goods to and within Mexico?

With this information the exporter can determine whether a logistics company can provide the needed services at a competitive price.

Once a logistics company has been selected, effectively it becomes a partner in your business. It is not a good practice to try to bypass the forwarder and try to do things yourself, even if it could cut costs on a particular occasion. The concept of integrated services is the logistics company's greatest strength.