
Introduction

December 17, 1992 marked an historic moment in Canada's trading relationships. On that date, the Prime Minister of Canada, the President of the United States and the President of Mexico signed the North American Free Trade Agreement (NAFTA). The Agreement features numerous provisions to improve access to the rapidly evolving and expanding Mexican market.

Transportation will play a critical role for exporters preparing to capitalize on the new opportunities. This guide is designed to assist the exporter by describing transportation connections. It contains descriptive and statistical information on Canada's trade with Mexico, and highlights the major changes that NAFTA brings to the transportation industry. A mode by mode analysis of transportation links between Canada and Mexico is provided, together with identification of transportation companies operating between Canada and Mexico. Some important questions are set out for the exporter in selecting a transportation company.

This guide cannot be exhaustive. Individual circumstances, interests and needs will dictate how companies make their particular transport decisions. Freight rates and services are fluid and negotiable. In light of such constantly evolving circumstances, users of this guide are advised to make inquiries and to confirm information when deciding on transport options.

This publication is one in a series devoted to Canadian exporters with regard to the international distribution and transportation of their goods. The series, described in the bibliography, is designed for exporters who are intent on enhancing their competitiveness and efficiency in the international marketplace.

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