

One of North America's greatest global opportunities is only a river away.

Mexico is home to a growing middle class and a burgeoning trillion-dollar economy. From being geographically desirable for companies wanting to keep manufacturing close to home to having a population of over 120 million potential customers, Mexico is not a country to be overlooked.

Mexico is a country that needs to be understood. Fortunately, that learning curve is decidedly short once you realize all that UPS has to offer.

UPS is one of the world's largest customs brokers. We know how to get your products to and from Mexico because we've been doing business there for 25 years. We cover the entire country and can provide supply chain solutions to all of Mexico's diverse markets. Whether your needs involve customs clearance, trade management or import/export technologies, UPS delivers more than just packages – we deliver logistics.

Let this guide be your playbook for building up or expanding your business into Mexico. You'll find all the information, resources and compliance expertise you need to eliminate any guesswork from targeting customers south of the border. Best of all, you'll find that you're not alone in this endeavor because when you choose UPS, you get a global logistics partner.



UPS in Mexico

Established:	1989
Employees:	2,000+
Delivery Fleet:	550+ vehicles
Airports Served:	8
Operating Facilities:	59
UPS Supply Chain Solutions® Facilities:	10
Seaports Served:	5 (Altamira, Ensenada, Lázaro Cárdenas, Manzanillo, Veracruz)
Brokerage Operations:	25+
UPS Access Point® Locations:	390+ including: UPS Express® counters, customer service counters and approved shipping outlets
Special Expertise:	Top trading industries include industrial manufacturing (metalworking machines, steel mill products, agricultural machinery, electrical equipment, car parts for assembly, repair parts for motor vehicles, aircraft parts) and consumer goods
Efficiency:	Strategic facilities located near major ports and cities

Country Facts

Capital:	Mexico City
Population:	120,286,655 (July 2014)
Area:	9,596,961 sq.km
Language:	Spanish

Economy

Currency:	Mexican peso (MXN)
GDP (2013):	Purchasing Power Parity: \$1.845 trillion
Exports (2013):	\$370.9 billion
Major Industries:	Manufactured goods, oil and oil products, silver, fruits, vegetables, coffee, cotton
Imports (2013):	\$370.7 billion
	Metalworking machines, steel mill products, agricultural machinery, electrical equipment, car parts for assembly, repair parts for motor vehicles, aircraft and aircraft parts

How to achieve all your shipping *GOOALLLS*.

Customs Brokerage Network

UPS is one of the world's largest customs brokers. Our expertise with Mexico's unique documentation and customs requirements helps ensure compliance while reducing the chance of potential delays and extra fees. We offer 24/7 customs services with commodity and security inspections to facilitate smooth entry into the country and wheels-up clearance procedures that begin before our planes even land.

Learn more about all UPS Customs Brokerage Network options [here](#). →

Risk Mitigation Options

A full range of financing and insurance solutions are available through UPS and our affiliates to help you operate with greater productivity and minimize risk in Mexico. These options include:

SCS Cargo Insurance¹

Offered through UPS SCS Solutions, this solution insures your goods in transit with UPS SCS anywhere in Mexico or the world.

Customized Declared Value²

time-sensitive, perishable or hard-to-value items in the event of loss, damage or delay. Customized Declared Value goes above and beyond standard offerings. Customizable and affordable options provide the exact type of protection needed for your shipments at your sale price, not just your replacement cost.

Learn more about all UPS Capital[®] services options [here](#). →

1. SCS Cargo Insurance is provided by AIG Insurance Agency, Inc. Coverage only available for Supply Chain Solution (SCS) movements for International Air, Ocean, and Ground to all countries except US Embargoed countries subject to sanctions including Nigeria. Coverage is not available for Canada and Mexico Air and Ground movements. Product is not available in all areas. Check with your local representative for more information and for product availability.

2. Customized Declared Value is a product of United Parcel Service, Inc. Products are administered by UPS Capital Corporation, a subsidiary of United Parcel Service, Inc. Products are not available in all areas. Check with your local representative for more information and for product availability.

UPS scores with the most delivery options to or from any corner of Mexico. We have 390+ locations and over 550 vehicles and are the only carrier with guaranteed ground service there. We serve eight airports and five seaports and have more than 25 brokerage operations to help ensure a smooth process when it comes to bringing your business to Mexico. Whether your shipping needs range from small packages to freight, UPS has the options and logistics to help your business rack up victory upon victory.

UPS Export to Mexico (as of August 2015)

Transit Times*		UPS Worldwide Express [®]	UPS Worldwide Saver [®]	UPS Worldwide Express Freight [®]	UPS Worldwide Expedited [®]
To Metropolitan Areas in	Guadalajara	2 days — 2 p.m.	2 days — end of day	2 days — end of day	3 days — end of day
	Mexico City	2 days — 2 p.m.	2 days — end of day	2 days — end of day	3 days — end of day
	Monterrey	2 days — 2 p.m.	2 days — end of day	2 days — end of day	3 days — end of day

* Transit time varies based on origin of shipment.

Package Transportation	Billing Options	Optional Services	Freight Transportation
UPS Export Services to Mexico			
<ul style="list-style-type: none"> UPS Worldwide Express UPS Worldwide Express Freight UPS Worldwide Saver UPS Worldwide Expedited 	<ul style="list-style-type: none"> Bill shipper Bill receiver Bill third party Split duty and VAT 	<ul style="list-style-type: none"> Dangerous goods/dry ice UPS Import Control[®] UPS Paperless[®] Invoice UPS Returns[®] Saturday delivery UPS Trade Direct[®] World Ease[®] Collect on Delivery (C.O.D) UPS Access Point[™] services Signature required services 	<ul style="list-style-type: none"> Air Freight: UPS Next Day Air[®] Freight, UPS 2nd Day Air[®] Freight, UPS 3 Day Freight[®] Ocean Freight: Full container, Less-Than-Container load (LCL) UPS Freight[®]: Less-Than-Truckload (LTL), Truckload (TL)
UPS Import Services from Mexico			
<ul style="list-style-type: none"> UPS WorldWide Plus[™] UPS Worldwide Express UPS Worldwide Express Freight UPS Worldwide Saver UPS Worldwide Expedited 	<ul style="list-style-type: none"> Bill shipper Bill receiver Bill third party Split duty and VAT 	<ul style="list-style-type: none"> Dangerous goods/dry ice UPS Import Control UPS Paperless Invoice UPS Returns Saturday delivery UPS Trade Direct World Ease UPS Access Point services Signature required services 	<ul style="list-style-type: none"> Air Freight: UPS Air Freight Direct[®], UPS Air Freight Consolidated[®] Ocean Freight: Full container, Less-Than-Container load (LCL) UPS Freight[®]: Less-Than-Truckload (LTL), Truckload (TL)

What's small, in constant need of attention and comes from Chihuahua? Smartphones.

Mexico is diverse in every way. From modern cosmopolitan cities to seaside resorts to ancient civilizations, Mexico is home to a variety of industries, opportunities and skilled workforces. With a proximity close to home, a favorable trade status and huge potential for growth, Mexico proves that you don't have to go far to find global opportunity. UPS can help businesses succeed in Mexico. Our experience with supply chain solutions in all industries can allow you to capitalize on the right opportunities. So whether you want to manufacture consumer electronics in Chihuahua, create packaging in Jalisco or send surfboards to Nayarit, UPS has the logistics and know-how to help you succeed.



1. Baja California

- Strong focus on tariff-free, export-oriented manufacturing (maquiladora)
- Automotive
- Heavy vehicle assembly

2. Sonora

- Mining: One of the biggest producers of minerals in the world, including silver, gold and copper
- Tourism: Many popular beach resorts
- Other Industries: Automotive, Airline, Desalination Plants

3. Chihuahua

- Manufacturing (maquiladora): Smartphones and Other Consumer Electronics, Automotive/Aerospace, and Mechanized Parts
- Mining: Lead, Zinc, Gold, Silver

4. Querétaro

- Agriculture and Livestock
- Manufacturing: Including food processing and textiles
- Aeronautics: Including companies such as Bombardier and Learjet

5. Nuevo León

- Highly industrialized, with high per capita GDP
- Industries include construction materials, major bakery and banking
- Agriculture: Known as the "orange belt"
- Growing tech sector with significant government investment

6. Puebla

- Agriculture and Livestock
- Mining: Including calcite, marble, calcium oxide
- Manufacturing: Including major automotive and agribusiness corporations

7. Jalisco

- High Tech: Including computers, IT, cybernetics
- Tech industry and education centered on Guadalajara (see page 4)
- Agriculture and Food Processing
- Handicrafts, especially ceramics

8. Mexico State

- High Tech
- Building Materials and Services
- Manufacturing, including automotive and heavy vehicles
- Other Industries: Finance, Tourism and Agriculture

9. Mexico City

- One of the richest cities in the world, with GDP of \$390 billion
- Cosmopolitan culture and workforce
- Industries include Plastics, Building Materials and Services
- Major media and entertainment

10. Veracruz

- Major Oil and Gas industry
- Water Purification (state supplies 35% of Mexico's water)
- Manufacturing, including chemicals and petrochemicals
- Agriculture: heavy rainfall and fertile soils

11. Coahuila

- Oil and Gas
- Home to 95% of Mexico's coal reserves

12. Tamaulipas

- Maquiladoras: Primarily in north
- Petrochemical: Major industry in south

13. Oaxaca

- Tourism: Oaxaca's biggest industry, with major hotels and resorts along the coast
- Agriculture: Wide range including agave and coffee, due to varying climate zones
- Oil and natural gas refinery

14. Guanajuato

- Manufacturing: Including automotive, pharmaceutical, processed food
- Thermoelectric (two plants)
- Oil Refinery

15. Sinaloa

- Agriculture: Known as Mexico's breadbasket
- Fishing: Second largest fleet in country
- Water Purification Plants and Desalinations Plants

16. Yucatán

- Tourism (Cancún is located here)
- Renewable Energy

Industries of Note

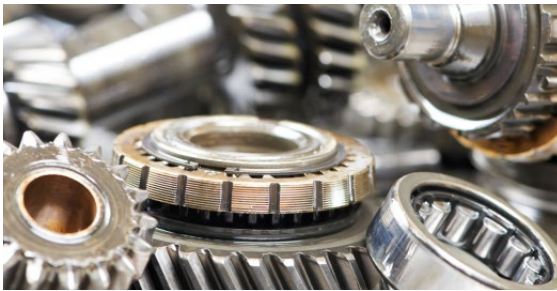
As you might expect from a country as diverse as Mexico, many industries thrive throughout the country rather than in any one state. These include:

- Agribusiness
- Automotive
- Automotive Parts
- Building Materials and Services
- Consumer Electronics
- Environmental: Water Purification Plants, Desalination Plants
- Franchising
- Healthcare IT and Healthcare Manufacturing
- Internet and IT Services
- Mining
- Oil and Gas Production
- Packaging Equipment
- Plastic Materials/Resins
- Renewable Energy
- Technology
- Wastewater Treatment

Going over the border.

Knowing what to expect when doing business with Mexico. It is the first step in growing a lasting, fruitful relationship with your future customers and colleagues down south. To get you started, here are a few insights on productivity, opportunity and protocol for getting your business in and out of Mexico's diverse markets.

Maquiladora



Duties made simple. No, seriously.

In Mexico, the maquiladora helps foreign manufacturers by making it so they only pay duties on the difference in value between the parts they bring in and the final product they ship back out of the country. Let's say you need to import computer chips to make smartphones. The only duty you pay is on the value of the final smartphone minus the value of the chips and other parts that went into making it. Such favorable conditions have helped make manufacturing Mexico's largest foreign income source.

This program has become especially advantageous to North American companies, thanks to NAFTA. Since 2001, Mexico has stopped waiving import duties on capital goods and material inputs used in the manufacture of products for export if they come from non-NAFTA countries. Thus, when a maquila company sells the end product within NAFTA (i.e., exports it to the U.S. or Canada or makes a domestic sale in Mexico), it will have to pay the government of Mexico duties on all non-NAFTA inputs within 60 days. It will be able to subtract from its payment any duties paid to Canada on the exported goods.

Nearshoring



All the benefits of outsourcing, minus crossing 6,000 miles of ocean.

Many businesses are finding that Mexico is home to a skilled workforce that offers cost-saving benefits without being on the other side of the world. If you need workers with particular skills or specialized education, you may be surprised to find that Mexico offers a wealth of opportunity in everything from manufacturing automotive parts to assembling electronics. For products that will ultimately stay in the Americas, such proximity can be especially beneficial.

Guadalajara



Mexico doesn't just claim to have its own Silicon Valley – it delivers.

Over 600 high-tech companies call the city of Guadalajara home. In addition, more than 150 software and service companies are there to support those businesses along with 20 universities and trade schools in the state of Jalisco that are constantly turning out highly trained professionals. What this could mean for a burgeoning tech business is the opportunity to save on costs without sacrificing professional expertise or geographic proximity.

There are few things more gratifying than learning how to pronounce “Oaxaca.”

It’s pronounced “wah•HA•ka,” and as pleasant as it is to say the name of that Mexican state, it’s even more satisfying to do business there. Sometimes it’s the small things that make a difference, which is why we are here to help make logistics easier. Use the information below to get started with things like paperwork and customs information, but know that we are also available to answer any specific questions. After all, when UPS is your shipping partner, our expertise becomes your expertise.

Essential Paperwork

Select the links below to access the forms you need.

Import/Export forms: to and from Mexico

- [Commercial Invoice](#) — Three signed copies required unless using UPS Paperless® Invoice
 - [UPS Paperless Invoice](#) is available for Canada small package exports to the Mexico
 - Shipments of documents in a UPS Express® Letter Envelope do not require a commercial invoice.
- NAFTA Certificate of Origin
- Packing List

Select necessary export forms when creating an international shipment.

Find and search all international forms [here](#). →

Anti-Dumping

The Mexican government discourages dumping of goods into their market. In order to discourage dumping practices, they have established anti-dumping duties.

Below is a partial list of commodities from the “Diario Oficial” (official document) that are subject to anti-dumping duties when they are made in the People’s Republic of China. All commodities listed in the “Diario Oficial” must have an original Certificate of Origin to verify that the commodity is not manufactured in China. Failure to provide a Certificate of Origin will result in anti-dumping duties. The exact percentage of duty may vary depending on the specific composition of the merchandise.

For details, search Import Documentation [here](#). →

Prohibited or Restricted Commodities

In addition to the commodities that UPS prohibits to all countries served ([listed here](#)), it is prohibited to ship the following commodities to Mexico.

- Bicycles and Bicycle Parts
- Chinese Origin Goods
- Chinese clothes (man, woman, child; old or used)
- Chisels
- Curtains
- Dishes or loose pieces of ceramic and porcelain
- Keys
- Life jackets
- Padlock
- Plastic toys (with electronic mechanisms are allowed)
- Players
- Presses
- Punch
- Screwdrivers
- Stripping knives
- Tennis shoes
- Weaves
- Cigarettes
- Credit Cards
- Electronic Cigarette
- Meat
- Military Equipment
- Negotiable Bonds, Drafts
- Personal Effects
- Shoes

Complete list of prohibited items to Mexico [here](#). →

Special Clearance Requirements

- Charitable Donations
- Powder, Liquids or Gases
- Samples
- Solid Wood Packing Material
- Temporary Import
- Warranty Shipments

Other shipping types requiring special clearance [here](#). →

Unique Customs Info

Use the following information to help ensure that your shipments are compliant with Mexico’s customs requirements.

Value Added Tax (IVA): Mexican customs collects a value-added tax (IVA) from the importer on foreign transactions upon entry of the merchandise into Mexico. IVA is 16% countrywide.

Import Value Limits to Mexico:

- De minimis value: private and commercial shipments — US \$50
 - When you know and understand de minimis value, you can plan accordingly (always within the guidelines and regulations). For example, you may want to consider more frequent shipping (every day vs. once a week) if the shipments qualify as de minimis (US \$50 and under in value). In this way, you can more quickly respond to your customer while also minimizing duty. Please note that not all commodities are subject to de minimis even though they may be under US \$50 in value.
- Low-value shipments with values greater than US \$50 but below US \$1,000 for private persons are subject to only IVA, not duty. Books are excluded and are not charged IVA.
- All non-document shipments may be assessed duty, tax or both, regardless of the shipment value.

UPS Paperless Invoice

UPS Paperless Invoice simplifies your paperwork by eliminating the need for paper commercial invoices. It allows you to integrate order and shipment processing electronically, and it reduces customs holds by streamlining the customs clearance process through transmitting information digitally.

Learn more about UPS Paperless Invoice [here](#). →

You prepare your shipment. We'll deliver to an entire country.

Now that you're ready to grow your business, making it a reality is simple. The following tools, links and glossary will enable you to get your shipment where it needs to be when it needs to be there. From convenient online tools that can help streamline your import/export process to useful third-party links to relevant government resources, we are committed to making it as easy as possible for you to do business in the Mexican market.

Online Tools

Use the convenient links below to help you with your shipping needs.

- [Calculate Time and Cost](#): Find delivery dates, time and shipping costs for UPS services.
- [Days of Operation](#): Find UPS-observed holidays in Mexico.
- [Import/Export Country Regulations](#): Find country-specific facts and requirements that may impact your international shipment.
- [UPS Import Control](#)[®]: Take control of your inbound international shipments and returns.
- [UPS Paperless](#)[®] Invoice: Speeds up the customs clearance process and eliminates the need for paper commercial invoices and other documents by transmitting data electronically.
- [UPS Quantum View](#)[®] Manage: Get up-to-date information about shipments you send or those you're expecting from one Web-based format that is easily customizable.
- [UPS Shipping Systems](#): Compare solutions side-by-side to see which one works best for you.
- [UPS TradeAbility](#)[®]: A suite of Web-based tools to help companies manage and track their international trade.

Helpful Hints

- [Embassy of Canada in Mexico](#)
- [AMECE \(Mexican Association of E-commerce\)](#)
- [AMIPCI \(Mexican Internet Association\)](#)
- [Exporting Regulations](#)
- [About Exporting - Permits and Regulations](#)
- [The Enterprise Canada Network](#)

UPS Cost Definitions

UPS offers a variety of billing options to fit your business:

Options

- Charges can be billed to the shipper, receiver or a third-party payor.
- Charges for international shipping typically include freight, duties and taxes.
- Customers using UPS's automated shipping systems can choose to have the shipping charges billed to one party and duties and taxes to another. Or, via the Split Duty VAT (SDV) option, customers can bill the freight and duty to one party and the tax/VAT to another.*



Here are just some of the many UPS international billing options you may choose from:

- Shipper pays shipping costs; receiver pays duties and taxes.
- Receiver pays all charges (also referred to as "Freight Collect").
- Shipper pays all charges (also referred to as "Delivery Duty Paid" or "Free Domicile").
- Shipper pays shipping charges; a third party (could be in another country) pays the duties and taxes.

Unless otherwise indicated, shipping charges are billed to the shipper's UPS account number, and the consignee or receiver pays duties and taxes.



Note: A "Duties and Tax Forwarding Surcharge" is applied whenever the shipper requests that the duties and taxes be billed to a payor outside the destination country. The third party's UPS account number is required.

[Import/Export Tool](#) →

Customs Clearance Classification

Use this glossary to help you understand how the items you ship are defined by Mexico customs. This will help ensure a speedy clearance process for all your deliveries.

Document Shipment

A shipment generally containing written, typed or printed communication of no commercial value. Document shipments are usually considered non-dutiable shipments and generally do not require export documentation (commercial invoice, etc.).

Personal Effects/Used Personal Items

Personal effects are used items intended for the consignee's personal use rather than for distribution, business maintenance or wholesale/retail sale. Examples are clothing, used CDs, personal grooming items, a suitcase contained within a carton or box, etc. Items must be listed in a letter indicating a "home move" to the Ministry of Economy.

Samples

A low-value commodity that essentially has no commercial value. For goods to qualify as a sample they must be mutilated or marked to render them not suitable for commercial use.

Non-Document/Dutiable

Any commodity not meeting the document qualifications of Mexico. Non-documents cannot be shipped in UPS Express[®] Letter Envelopes.

Non-Dutiable

Goods that, due to their nature and/or value, are considered exempt from customs duty, usually based on value, weight or quantity.

NAFTA Information

Tariffs and quotas were eliminated on most products made in the U.S., Mexico and Canada under the North American Free Trade Agreement (NAFTA). If your product qualifies, use the "NAFTA Certificate of Origin" form.



Preparation and success go hand-in-hand. Not to be confused with *mano a mano*.

“Hand-in-hand” means synergy. *Mano a mano* translates literally to “hand-to-hand,” and those are fighting words. We use these very similar idioms to illustrate a point: There can be a very fine line between being properly prepared and having accidental delays. Fortunately, UPS makes it easy to be prepared. Use the last bit of information below to help gain further insights into doing business in Mexico, but also know that you can count on UPS to help you navigate your way throughout this prolific market.

Labeling Requirements



Understanding labeling starts with labeling that can be understood.

The Mexican government has certain rules to protect its consumers, so when importing products for resale in Mexico it's important to follow the official standards (NOMs) that they require. In general, individual units for sale are required to have consumer labeling in Spanish. There are exceptions, however, such as on goods not intended for sale and items coming under special regime. Verifications usually happen at the border, so to be sure you are in full compliance it's a good idea to check the regulations and labeling requirements published in the Diario Oficial de la Federacion (Official Gazette) before shipping.

Intellectual Property Rights



Canadian trademarks and patents are not Mexican trademarks and patents.

But with a little research up front, your intellectual property rights (IPR) can be protected. IPR simply works differently in Mexico and, as such, your rights must be registered there separately so they can be enforced under local law. The Mexican government, through its federal agencies, is committed to stepping up its protection and enforcement of intellectual property rights.

Welcome to the land of oportunidad.

Congratulations on all your ventures in the Mexican market. Use the following step-by-step checklist to prepare your shipments for delivery to and from Mexico. Taking the time to cover all the steps now will help ensure that your items arrive promptly and safely.

1. Select an International Service

Now that you've familiarized yourself with the regulations in the Mexico, choose the UPS international shipping services that best fit your import and export needs, from guaranteed delivery times to destinations and more.

Choose an international service [here](#). →

Use the following additional links to help you make your decision:

- [Calculate times and costs of specific services](#)
- [Calculate landed costs using UPS TradeAbility™](#)

2. Choose an International Billing Option

Different businesses have different billing needs. UPS international billing offers a variety of options to best fit the requirements of your specific business model.

Choose a billing option [here](#). →

3. Prepare Your Shipping Label

You are now ready to prepare your shipping label. Use the following UPS Internet Shipping link to complete labels and select your billing option.

Fill out necessary forms and labels [here](#). →

4. Create Required Documentation

Now that you've selected your shipping and billing options, let UPS guide you through the process of filling out each of the required international shipping forms you'll need to get your shipment to its final destination.

5. Entrust It to Your Worldwide Delivery Partner

It's time to let UPS handle it from here. Drop off your package with UPS at a The UPS Store® or UPS Access Point™ location. Alternatively, you can schedule a pickup using [UPS On-Call Pickup](#)®.

Find a drop-off location [here](#). →
Schedule a pickup [here](#). →

6. Check Your Shipment Status

Your shipment may have left your hands, but it hasn't left your sight. Use your UPS package's tracking number to access information about your shipment at any point in the delivery process. You can receive information online at ups.com®, by email or through optional services.

Track your shipment [here](#). →
Learn about more ways to track [here](#). →

That's all there is to it. And it will get easier every time you do it. Keep this guide as a reference, and thank you once again for choosing UPS as your global delivery and logistics partner.

New to UPS? Get to know us at ups.com/new/ca