One of the greatest overseas business opportunities is technically only over a river.

The U.S.’s second-largest export market lies just across the Rio Grande. 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, however, a country that needs to be understood. From regulations to trade agreements, being a part of the nearly $1.4 billion in cross-border commerce that takes place between the U.S. and Mexico daily can have a bit of a learning curve. 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 over 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

<table>
<thead>
<tr>
<th>UPS in Mexico</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Established:</td>
<td>1989</td>
</tr>
<tr>
<td>Employees:</td>
<td>2,000+</td>
</tr>
<tr>
<td>Delivery Fleet:</td>
<td>550+ vehicles</td>
</tr>
<tr>
<td>Airports Served:</td>
<td>8</td>
</tr>
<tr>
<td>Operating Facilities:</td>
<td>59</td>
</tr>
<tr>
<td>UPS Supply Chain Solutions® Facilities:</td>
<td>10</td>
</tr>
<tr>
<td>Seaports Served:</td>
<td>9 (Altamira, Ensenada, Lázaro Cárdenas, Manzanillo, Veracruz, Guaymas, Morelos Port, Progreso Port and Mazatlán)</td>
</tr>
<tr>
<td>Brokerage Operations:</td>
<td>20+</td>
</tr>
<tr>
<td>UPS Express® counters, customer service counters and approved shipping outlets</td>
<td></td>
</tr>
<tr>
<td>Special Expertise:</td>
<td>Strategic facilities located near major ports and cities</td>
</tr>
</tbody>
</table>

Country Facts

- **Capital:** Mexico City
- **Population:** 121,736,809 (July 2015 est.)
- **Area:** 1.956,961 sq km (about 3.7 million mi²)
- **Language:** Spanish

Economy

- **Currency:** Mexican peso (MXN)
- **GDP (2014 est.):** Purchasing Power Parity: $2.149 trillion
- **Exports:** Manufactured goods, motor vehicles, consumer durables, food and beverages, chemicals, iron and steel, petroleum, mining, textiles, clothing and tourism
- **Imports:** Metalworking machines, steel mill products, agricultural machinery, electrical equipment, car parts for assembly, repair parts for motor vehicles, aircraft and aircraft parts

Source: CIA World Factbook
How to achieve all your shipping GOOAALLLLS.

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 nine seaports and have more than 20 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 December 2015)

<table>
<thead>
<tr>
<th>Freight</th>
<th>UPS Worldwide Express®</th>
<th>UPS Worldwide Express Freight®</th>
<th>UPS Worldwide Saver®</th>
<th>UPS Worldwide Expedited®</th>
<th>UPS® Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transit Times</td>
<td>Guadalajara 2 days* — 2 p.m.</td>
<td>2 days — end of day</td>
<td>2 days* — end of day</td>
<td>3 days</td>
<td>4-8 days*</td>
</tr>
<tr>
<td>To Metropolitan Areas</td>
<td>Mexico City 2 days* — 2 p.m.</td>
<td>2 days — end of day</td>
<td>2 days* — end of day</td>
<td>3 days</td>
<td>4-8 days*</td>
</tr>
<tr>
<td></td>
<td>Monterrey</td>
<td>2 days* — 2 p.m.</td>
<td>2 days — end of day</td>
<td>2 days* — end of day</td>
<td>3 days</td>
</tr>
</tbody>
</table>

*Letters and documents are one day faster. **Transit time varies based on origin of shipment.

**UPS Export Services to Mexico**

- UPS Worldwide Express®
- UPS Worldwide Express Freight®
- UPS Worldwide Express Saver®
- UPS Worldwide Expedited®
- UPS® Standard
- Bill shipper
- Bill receiver
- Bill third party
- Split duty and VAT
- UPS Broker of Choice® — Onsite or Offsite
- UPS Paperless® Invoice
- UPS Returns®
- UPS Trade Direct®
- World Ease®
- UPS Worldwide Expedited™ Air Freight
- UPS Worldwide Expedited™ Ground Freight
- UPS Worldwide Expedited™ Truckload
- UPS® Standard LTL
- UPS® Standard Truckload
- Ocean Freight: Full container, Less-Than-Container load (LCL), Preferred LCL

**UPS Import Services from Mexico**

- UPS Worldwide Express Plus®
- UPS Worldwide Express®
- UPS Worldwide Express Freight®
- UPS Worldwide Expedited®
- UPS Worldwide Saver®
- UPS® Standard
- Bill shipper
- Bill receiver
- Bill third party
- UPS Broker of Choice® — Onsite or Offsite
- UPS Import Control®
- UPS Returns®
- UPS Trade Direct®
- World Ease®
- UPS Worldwide Expedited™ Air Freight
- UPS Worldwide Expedited™ Ground Freight
- UPS Worldwide Expedited™ Truckload
- UPS® Standard LTL
- UPS® Standard Truckload
- Ocean Freight: Full container, Less-Than-Container load (LCL)

**Calculate the times and costs for your shipping needs here.**

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

Throw away any assumptions and preconceived notions you may have about Mexico because it 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.
Knowing what to expect when doing business across the U.S.-Mexico border 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. To further assist you, UPS has also teamed up with the U.S. Commercial Service (part of the International Trade Administration) to provide assistance in finding the customers and developing the export strategies best suited for your business.

**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 the U.S. or Canada on the exported goods.

**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.

**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.

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**Essential Paperwork**

Select the links below to access the forms you need.

- **U.S. Export Forms: from the U.S. to Mexico**
  - Commercial Invoice — Three signed copies required unless using UPS Paperless® Invoice
  - UPS Paperless® Invoice is available for U.S. small package exports to Mexico.
  - Shipments of documents in a UPS Express Letter Envelope do not require an invoice.
  - NAFTA Certificate of Origin or U.S. Certificate of Origin (when applicable)
  - Electronic Export Information (for any one commodity line level with a value over US $2,500 or for any licensable shipment at any value)
  - U.S. Exporter Power of Attorney (POA) (when applicable)
  - Packing List

- **U.S. Import Forms: from Mexico to the U.S.**
  - Commercial Invoice — Three signed copies required unless using UPS Paperless® Invoice
  - UPS Paperless® Invoice is available for U.S. small package exports to Mexico.
  - Shipments of documents in a UPS Express Letter Envelope do not require an invoice.
  - NAFTA Certificate of Origin (when applicable)
  - U.S. Import Power of Attorney and Bond (when applicable)
  - Packing List

To learn more about how to complete these forms, download this detailed reference guide.

**Find and search all international forms here.**

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**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
- Used Electrical Items
- Forged or Counterfeit Items
- Personal Effects/Used Personal Items
- Products Made in Iran

Complete list of prohibited items to Mexico here.

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**Special Clearance Requirements**

- Charitable Donations
- Consumables
- Other Shipment Types: e.g., powders, liquids or gases
- Samples
- Solid Wood Packing Materials

For details, search Special Clearance Requirements here.

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**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.
- Formal Entry: Goods more than US $1,000 for businesses or more than US $5,000 for individuals require a formal import. The importer must be registered with the Mexican government and additional documentation is required (applies to UPS Worldwide Express®, UPS Worldwide Expedited®, UPS® Standard shipments and freight offerings; see www.sat.gob.mx).

**Anti-dumping**

The Mexican government discourages dumping of goods into their market. To discourage this, they have established anti-dumping duties charged on specific products (e.g., textiles) from a particular country, especially China. You can find a list of commodities from the “diario oficial” (official document). Listed commodities must have an original Certificate of Origin; otherwise, anti-dumping duties will be assessed. The exact duty varies depending on the shipment.

For details, search Import Documentation here.

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**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

<table>
<thead>
<tr>
<th>Use the convenient links below to help you with your shipping needs.</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Calculate Time and Cost: Find delivery dates, time and shipping costs for UPS® Services.</td>
</tr>
<tr>
<td>- Days of Operation: Find UPS-observed holidays in Mexico.</td>
</tr>
<tr>
<td>- Import/Export Country Regulations: Find country-specific facts and requirements that may impact your international shipment.</td>
</tr>
<tr>
<td>- UPS Import Control*: Take control of your inbound international shipments.</td>
</tr>
<tr>
<td>- UPS Paperless® Invoice: Speeds up the customs clearance process and eliminates the need for paper commercial invoices by transmitting data electronically.</td>
</tr>
<tr>
<td>- UPS Quantum View® Manage: Get up-to-date information about shipments you send or those you’re expecting from international shipments.</td>
</tr>
<tr>
<td>- UPS TradeAbility*: A suite of Web-based tools to help companies manage and track their international trade.</td>
</tr>
</tbody>
</table>

### 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.

*The UPS paper waybill does not support the SDV billing option.

### 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 Shipments**
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-Documents**
Any commodity not meeting the document qualifications of Mexico. Non-documents cannot be shipped in UPS 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.

For more information on NAFTA rules and regulations specific to Mexico, visit here. ➤

### Helpful Links

- American Chamber of Commerce in Mexico, A.C.
- AMICE (Mexican Association of E-commerce)
- AMIPCI (Mexican Internet Association)
- Doing Business in Mexico — U.S. Commercial Service
- Intellectual Property Tool Kit
- International Trade Administration
- United States Trade Representative: Export Assistance for Small- and Medium-Sized Businesses
- U.S. Export Assistance Centers
- U.S. - Mexico Chamber of Commerce

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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**

U.S. 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.

The Department of Commerce provides small- and medium-sized U.S. companies one hour of free legal advice for the “SME IP Advisory Program” through the American Bar Association.

**Comau Group Success Story**

Freight, robotics and complex brokerage. Are we the only ones getting excited here?

Giving business insights on Mexico is one thing. Putting them into practice is another, but that’s just what UPS did for Comau Group. Faced with manufacturing needs that ran from Detroit to Mexico City, this world leader in sustainable automation turned to UPS to help streamline many of its operations from supply chain to logistics. Utilizing UPS Worldwide Expedited™ Ground Freight, Comau Group was able to accelerate its cross-border freight and customs clearance needs.

Read the success story here.
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 our neighbor to the south. 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 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® Tool

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 and fill out any final international forms required for your shipments.
   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 export or import 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. You can either drop off your shipment to one of thousands of UPS locations, including at The UPS Store® locations and drop boxes, or you can schedule a pickup using UPS On-Call Pickup® service. We'll gladly pick up all of your ground, air and international shipments for a single fee, regardless of how many packages you have.
   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® 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 UPS Quantum View® notifications.
   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.