



Exporting to Mexico from the US

Checklist



Exporting Products to Mexico: Checklist

We believe that with the changes to global supply chains that is occurring creates a major opportunity for companies looking to expand their sales by exporting products from the US to Mexico. But, exporting to Mexico is a process that takes planning, knowledgeable advisors and reliable logistics partners.

The list below will help most companies learn about the requirements to import into Mexico. We encourage people to seek legal, financial, customs and logistics advice. If you need help finding these resources, don't hesitate to [contact us](#).

Here's a checklist to help companies looking to export products from the United States to Mexico. This guide covers essential areas to evaluate to ensure smooth and compliant cross-border trade:

☐ **Market Research**

- ☐ **Identify Target Market:** Understand the demand for your product in Mexico.
- ☐ **Competitor Analysis:** Research existing competitors in the Mexican market.
- ☐ **Cultural Considerations:** Ensure product branding, marketing, and packaging are culturally appropriate.

☐ **Product Compliance**

- ☐ **Harmonized System (HS) Code:** Determine the correct HS code for your product.
- ☐ **Mexican Standards (NOMs):** Verify if your product complies with Mexican Official Standards.
- ☐ **Labeling Requirements:** Ensure the product meets Mexican labeling regulations, including Spanish language requirements.
- ☐ **Health & Safety Certifications:** Obtain necessary certifications for regulated products (e.g., food, cosmetics, electronics).

☐ **Legal and Regulatory**

- ☐ **Export License:** Verify if your product requires a U.S. export license.
- ☐ **Import Restrictions:** Check for Mexican restrictions or bans on your product.
- ☐ **Tax Identification:** Obtain a Registro Federal de Contribuyentes (RFC) number if applicable.
- ☐ **Free Trade Agreement (USMCA):** Confirm if your product qualifies for tariff reductions under the US-Mexico-Canada Agreement.

☐ **Partner and Vendor Relationships**

- ☐ **Mexican Importer/Distributor:** Partner with reliable local agents or distributors.
- ☐ **Legal Advisor:** Engage legal counsel for contract and compliance reviews.
- ☐ **Financial Advisor:** Work with a qualified financial advisor for accounting, tax compliance and government reporting.
- ☐ **Logistics Advisor:** Work with a qualified logistics company to help navigate logistics from the US to Mexico, Mexico warehousing, and intra-Mexico logistics.
- ☐ **Customs Broker:** Work with a Mexican licensed customs broker familiar with Mexican customs.

☐ **Logistics and Shipping**

- ☐ **Transport Options:** Choose between road, rail, air, or sea freight.
- ☐ **Incoterms:** Define responsibilities between buyer and seller.
- ☐ **Insurance:** Secure cargo insurance to cover loss or damage.
- ☐ **Border Crossing Points:** Determine the most efficient port of entry to Mexico.
- ☐ **Freight Forwarder/Customs Broker:** Engage with experienced logistics partners.

☐ **Financial Considerations**

- ☐ **Cost Analysis:** Assess all costs, including duties, taxes, and transportation.
- ☐ **Payment Terms:** Agree on payment terms with your Mexican buyer (e.g., letters of credit, advance payment).
- ☐ **Currency Exchange:** Plan for currency conversion and fluctuations.

☐ **Taxes and Tariffs**

- ☐ **IVA (Value-Added Tax):** Understand Mexico's VAT rates applicable to imports.
- ☐ **Duties and Fees:** Verify applicable tariffs and non-tariff barriers.
- ☐ **Temporary Importation Programs:** Check eligibility for IMMEX (Maquiladora) programs.

☐ **Packaging and Labeling**

- ☐ **Durability:** Ensure packaging is durable for international shipping.
- ☐ **Language:** Include Spanish instructions, ingredients, or warnings.
- ☐ **Sustainability:** Consider environmentally friendly packaging options.

☐ **Customs Documentation**

- ☐ **Commercial Invoice:** Include detailed product descriptions, value, and terms of sale.
- ☐ **Bill of Lading (BOL):** Prepare shipping documentation specific to the mode of transport.
- ☐ **Certificate of Origin:** Ensure proper documentation for USMCA tariff benefits.
- ☐ **Packing List:** Provide detailed contents of the shipment.
- ☐ **Customs Declaration:** Partner with a customs broker to prepare necessary documentation.

☐ **Post-Entry Considerations**

- ☐ **Warehouse Solutions:** Arrange for storage in Mexico if needed.
- ☐ **Customer Support:** Provide after-sales support for Mexican buyers.
- ☐ **Returns Management:** Develop a plan for handling returns and repairs.

This checklist will help ensure a comprehensive evaluation of all aspects of exporting to Mexico. Let me know if you'd like more details on any of these points!