



Mexican Import Process: Simplified / ASK MANNY!

1. Mexican Customs 101 – The Basics.

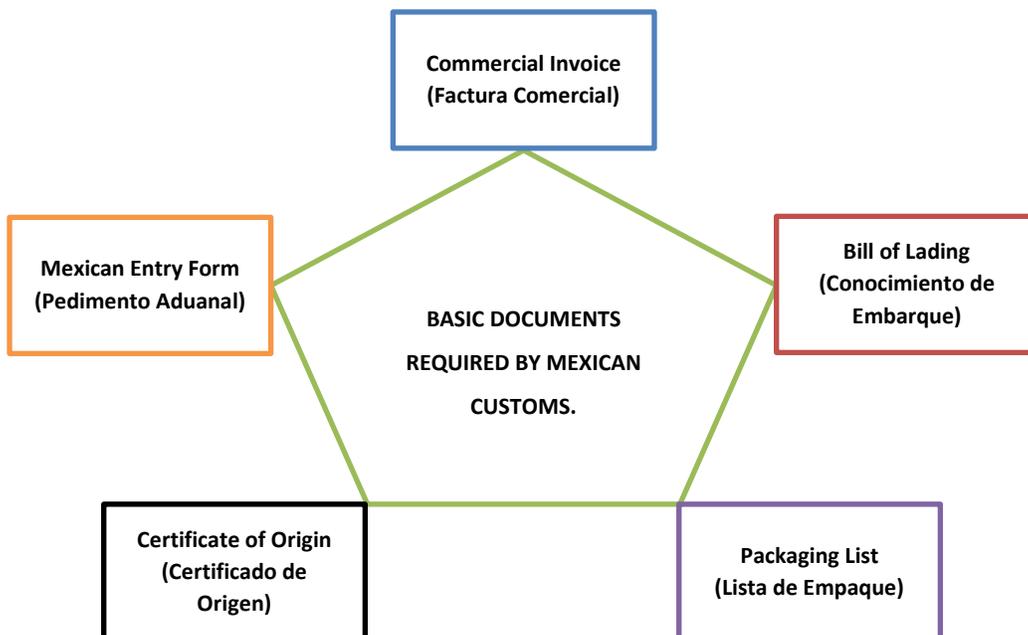
- A. The great majority of the time the **Mexican buyer** (Importing Company) is responsible for obtaining permits, making payments to Mexican authorities, and contracting a Mexican Customs Broker. The Mexican Customs Broker will then follow up with the entire importation process.
- B. **Before any goods are shipped**, we highly recommended that U.S. exporters verify the full set of import requirements with their Mexican customers, who are normally best equipped to research such matters with local authorities.
- C. Basic words in Spanish to learn:
 1. **Padrón de Importadores** (Import Permit)
 2. **Comercializadora** (Trading Company)
 3. **Fraccion Arancelaria** (HS Code)
 4. **Certificado de Origen** (NAFTA Certificate of Origin)
 5. **Agente Aduanal** (Customs Broker Agent)
 6. **Pedimento Aduanal** (Mexican Entry Form)

2. The Specifics:

- A. **HS Codes:** If you would like to investigate the official requirements, permits, taxes, duties, restrictions and the eligibility of your export to Mexico, in advance. The best option is to check with a local Customs Broker and review the HS code of your product prior to sending it to Mexico.
- B. **Mexican Customs Broker:** They are the best prepared to clear your products/equipment through Mexican Customs. Almost all commercial imports into Mexico, whether they are temporary or permanent, are executed by a qualified and authorized Mexican Customs Broker.
- C. **The Mexican Entry Form:** The Mexican Entry Form (AKA in Spanish “El Pedimento Aduanal”) is a tax receipt that proves that all the necessary taxes have been paid to Mexican Authorities for merchandise to enter or exit the country. With this document, Customs Brokers will be able to finalize operations and complete the import process.

3. Basic Documents Required by Mexican Customs:

Please note that these 5 documents are the most important and **basic** paperwork necessary. Nonetheless documentation is not limited to only these 5 requisites. Depending on a case to case scenario you might need more documentation for a proper importation process.



4. Common Mistakes and Pro-Tips:

- A. The Mexican Customs Bureau reports that one of the most common mistakes U.S. exporters make is the lack of documentation.
- B. Final import approval of any product is subject to the importing country's rules and regulations as interpreted by border officials at the time of product entry.
- C. **U.S. Commercial Service:** In the event that a shipment is detained or rejected or if exporter have a general questions, the US Commercial Service Mexico, can assist to U.S. exporters in clarifying problems and determining how best to proceed in resolving the issue.

5. 2016 Updates:

- A. **Changes in Mexican Foreign Trade Laws:** Recently a series of specific changes were made to foreign trade laws, the majority of these should not affect U.S. exporters given that they focus on the domestic process of importation. The changes touch subjects such as: carrying personnel fire weapons onboard commercial transports, the method of disembarking and loading cargo onto a distribution transport, new regulations for the importation of hydrocarbons and sulfur, etc.
- B. **Iron and Steel Industries:** Due to the economic struggle that the Iron and Steel industries have been having worldwide, Mexican authorities have decided to elevate import taxes on these products to 15% over the value of the imported product.
- C. **Textile industry:** In March of this year, the government authorized that 730 different textile products have a much smoother and easier importation method when entering the country.

We recommend that if you have any specific case doubts or general inquires on importation processes to Mexico: You contact your corresponding customs broker or Mexican importing company counterpart.

Thank you and I hope this info helps you out!

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