



## Shipping Samples to Mexico

**DISCLAIMER:** *Following is a summary of the general conditions for exporting samples to Mexico. The information included below is based on the databases/sources of information available to the Embassy. However, please note that the Mexican import regulations can be subject to changes. In addition, it is important to note that the only individuals authorized to provide officially the import requirements for goods to be imported into Mexico are the Mexican customs brokers. Therefore, the Government of Canada assumes no liability for the accuracy or reliability of the information provided. **BEFORE** shipping any samples to Mexico, the Canadian exporter is strongly encouraged to ask his Mexican importer to confirm the requirements indicated below with his Mexican customs broker, in order to prevent any potential problems/delays at the border during the customs clearance of the samples.*

### Overview

The general rule is that product samples are subject to the same regulations and requirements as the products themselves. While there are some exceptions, exporters will not go wrong by following the procedures for products. In addition, it is necessary to have someone in Mexico that can receive the samples and conduct any necessary paperwork with the Mexican authorities.

### Additional Requirements, Exceptions and Specifics

**Value exemption.** Samples of no value could be permanently imported into Mexico duty-free. However, such goods must be truly valueless. This means that they must be cut, marked, torn, or otherwise unusable for retail sale within the country. For additional information, it is important that exporters contact directly a Mexican customs broker.

**Labelling exemption.** The Mexican customs broker would need to reflect in the import paperwork (PEDIMENTO) that the products are only samples, so that they are exempted from compliance with any relevant Mexican Official Standards (NOMs) related to labelling.

**Commercial Invoice.** In addition to the information required for products, the exporter must send the importer an invoice indicating that the samples have no commercial value, and indicating their intended use. Usually showing a value of US\$1, but confirm with the customs broker that will handle the customs clearance process.

**Sanitary and phytosanitary certificates.** In the case of animal and plant products, the Mexican importer needs to present a letter to SENASICA to request a permit to import the samples. The letter should indicate the characteristics of the samples, total quantity to be imported, port of entry and final use of the samples, among other information. On the other hand, in the case of





fish, seafood and a few processed food products, the importer needs to present an application for a sanitary import permit from COFEPRIS.

The following documents must be attached to the application:

1. Invoice or receipt from the manufacturer showing that the samples do not have any commercial value, or the air waybill or bill of lading of the samples to be imported.
2. Letter indicating the use to be given to the product.

A sanitary export certificate from CFIA would likely be required to attest that the product is safe and complies with the applicable Mexican sanitary requirements (exporters should confirm this with the customs broker handling the samples).

**Packaging.** Usually the exterior of the box should be marked with the word "Sample", but is better for you to confirm with the Mexican customs broker that will handle the import process, how the packages should be marked.

**Certification of Origin.** As in a regular shipment, samples must be accompanied by a certification of origin to demonstrate that the product is originally from Canada, and according to the new rules of the Canada-U.S.-Mexico Agreement (CUSMA), which is in effect as of July 1, 2020. These certification of origin rules can be consulted at: <https://www.cbsa-asfc.gc.ca/services/cusma-aceum/cog-com-eng.html>.

**Coding.** The Mexican customs broker will determine the HS Code to be used for importing the samples. There is an HS Code in the Mexican tariff for samples (9801.00.01). However, it is better to confirm with the customs broker what HS Code should be used.

**Shipping Samples to Mexican Customers by Courier/Package Delivery Services.** Exporters may choose to send samples to Mexico via a courier/package delivery service. However, exporters are advised that some courier/package delivery services will not handle food products. Chilled or frozen food products are of particular note (e.g., dry ice packing specifically is problematic). The services of a Mexican customs broker are required for the import process of samples. The Embassy can provide a list of Mexican customs brokers specialized in agri-food products who can provide assistance with the customs clearance of samples into Mexico. Most of these brokers are located at the US/Mexico border where they can clear the samples and send them to their final destination. A close communication with the customs broker is important with respect to the necessary paperwork for the clearance of the samples.

