

WERNER[®]

OPTIMIZE FREIGHT SOLUTIONS ACROSS BORDERS

**Your Guide to
Cross-Border Transportation**



DEDICATED PRIVATE FLEET | FINAL MILE | INTERMODAL | MEXICO | PREMIUM SERVICES



Cross-border freight has become an integral aspect of today's supply chain, offering significant advantages like reduced costs, shorter wait times and increased efficiencies.

Based on data from the [Bureau of Transportation Statistics](#), \$996.3 billion worth of goods was moved cross-border by trucks in 2023. In fact, in the United States, Mexico has recently been the primary target for nearshoring operations, [surpassing China as the largest importer to the U.S. in 2023](#) with \$422 billion worth of imported goods. These trends paint a positive picture for cross-border freight, but it's essential to understand these [benefits will take time to materialize](#) and companies will need to adapt to realize them fully.

To ship freight successfully between the U.S., Canada and Mexico, shippers must start acting and planning now. A key ingredient to your success will be selecting a knowledgeable carrier with the right expertise and resources to make the process as smooth as possible. In this guide from Werner®, we'll share insights specific to the state of cross-border freight, must-have solutions for moving freight across borders, and how to find the right cross-border carrier to navigate a dynamic truckload market.

WHY CROSS-BORDER FREIGHT?

Cross-border freight involves moving freight between the borders of North America—both in and out of Mexico and Canada. This type of freight presents unique opportunities for shippers like you, including improved visibility into the supply chain and lower costs. These factors and continued investments in manufacturing facilities in Mexico are making cross-border an increasingly popular solution.

Because freight moves between multiple countries, cross-border freight has unique obstacles, including shifting regulations, differing taxes and fees, and competing documentation and inspection requirements. Due to these specific challenges, finding a cross-border carrier to support your needs is beneficial when expanding operations to Mexico and Canada.

By creating a strategic relationship with a reliable freight company, shippers can ensure all your cross-border transportation needs are met efficiently and effectively.



MUST-HAVES FOR MOVING PRODUCTS ACROSS THE BORDER

It's worth noting transportation and logistics companies are not created equal. To identify the best provider for your business and supply chain needs, it's important to ensure they hit the highest marks in the following categories.

CONSISTENT & DEPENDABLE SERVICE

Cross-border freight is unique and presents new challenges. This means the learning curve can be steep and difficult to overcome for those who don't have experience moving freight across borders.

Selecting an experienced carrier can be the right path to success. Their previous experience means they've adapted to obstacles in the past and will likely have the processes, solutions and technology needed to keep goods moving and delivered on time.

LONG-STANDING RELATIONSHIPS

Who you know matters. A strong cross-border business needs relationships on both sides of the border to thrive and help navigate any customer issues.

It's also important your carrier speaks the native language where they're headed to minimize the chance of delay due to miscommunication. Border agents aren't the only employees they will interact with. Warehouse staff and other laborers must also communicate with the team..

STATE-OF-THE-ART FACILITIES

Cross-docking is a more efficient, less expensive and simplified approach to cross-border freight. With this solution, cargo is handed off directly between the legs of the transport versus being placed in storage and waiting for pick-up.

A vendor with its own facilities has dedicated space to transfer the cargo and ensures the next carrier is on-site and ready to go upon arrival. It's also important to look for a carrier with a cross-dock facility that features a temperature-controlled environment to support cold chain needs.

INVESTMENTS IN TECHNOLOGY

Tracking is a must for shipping, especially when crossing borders. For the best security and transparency, shippers should work with carriers that can provide real-time tracking data.

Look for a company with a best-in-class transportation management system (TMS) supporting 24/7 monitoring for complete freight visibility.

MULTI-MODAL & TAILORED SOLUTIONS

Diversified freight options are increasingly important for your business. Increased demand and shrinking delivery windows require more efficiency than ever, which requires innovation on the logistics side.

Working with a trusted and reliable carrier ensures you have the freight options to support your needs. Freight solutions like Intermodal, Temperature-Controlled, LTL and FTL are becoming more critical in today's market. The right company will offer the customized solutions you need.



FINDING THE RIGHT CROSS-BORDER FREIGHT COMPANY

Not all carriers are created equal. It's essential to find the one that fits your needs today and is well-positioned to evolve with you in the future.

As a leader in cross-border logistics, we understand the complexities and challenges involved and excel at providing tailored solutions that meet your specific needs. Experience the Werner Difference.

SIMPLIFY CROSS-BORDER LOGISTICS

You shouldn't be spending time navigating complex border regulations and paperwork. Werner is here to handle the intricacies for you. With more than 25 years of experience in cross-border logistics, we provide consistent service, ensuring premium delivery. Our cross-border services boast a strong on-time performance.

TAILORED SOLUTIONS FOR YOUR UNIQUE NEEDS

There are no cookie-cutter approaches here. We understand the importance of customized, scalable and flexible solutions tailored to your unique cross-border requirements. Werner develops custom solutions, becoming an extension of your team and ensuring you can focus on what you do best.

COMMITMENT TO SAFETY AND COMPLIANCE

Our focus on driver training and safety, and our investment in new equipment and technology, guarantees top-tier service. We handle complex cross-border challenges, ensuring compliance with all regulations, saving you time and providing efficiencies that result in cost savings.

UNMATCHED EXPERIENCE AND DEPENDABILITY

We have more than two decades of experience moving freight to and from Mexico and Canada. We provide expert knowledge and support for customs procedures, ensuring smooth and efficient border crossings. Over the years, we've also invested in state-of-the-art equipment to ensure your freight is transported efficiently and safely, reducing downtime and maintenance costs.



WERNER DELIVERS BEYOND EXPECTATIONS

We don't work with just anyone or any company. It has to be the right fit for us—and, most importantly, for you. Our consultative approach ensures we understand your cross-border needs, bringing innovative ideas and executable solutions to the table. In our years of experience working with long-standing customers, we've heard your pain points, such as navigating customs and maintaining equipment.

We transport more cross-border freight to and from Mexico than any other carrier, resulting in nearly \$400M in annual revenue. You can rely on our comprehensive solutions and state-of-the-art facilities, ensuring all your cross-border transportation needs are met efficiently and effectively.

**LEARN MORE ABOUT OUR
CROSS-BORDER FREIGHT SERVICES**

WERNER®

MEXICO 25
1999-2024
TOGETHER WE'RE STRONGER

Werner recently commemorated 25 years of Mexico-based operations. Since 1999, we have been at the forefront of facilitating seamless trade between Mexico and the U.S. Our cross-border team consists of 150 associates across 10 offices, all dedicated to driving innovation, fostering relationships and delivering value to customers.