



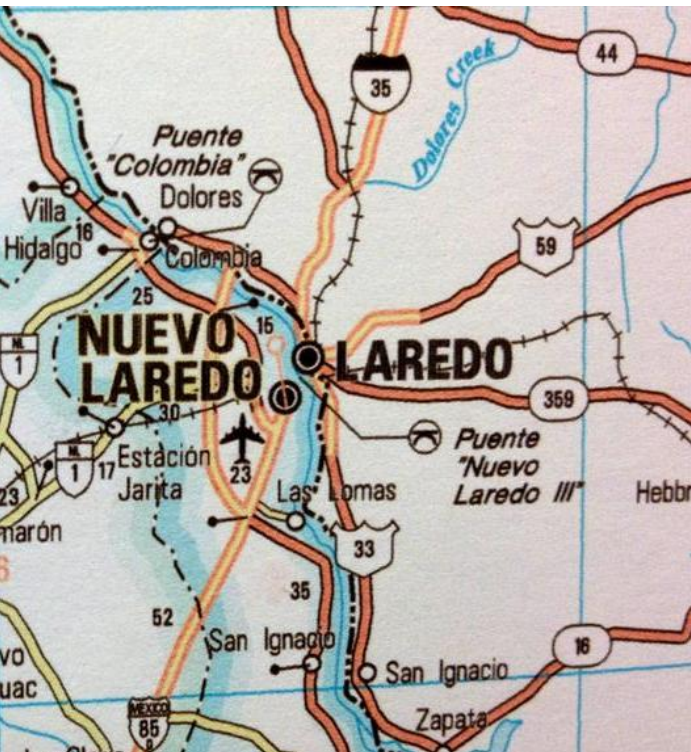
MEXICAN
CHAMBER OF COMMERCE - GB



UNAM-UNITED KINGDOM
CENTRE FOR MEXICAN
STUDIES

Transnational formation of business alliances on the US- Mexico border

*Los Dos Laredos: Case study of a shared origin,
competitive leadership, and (uncertain) destiny*

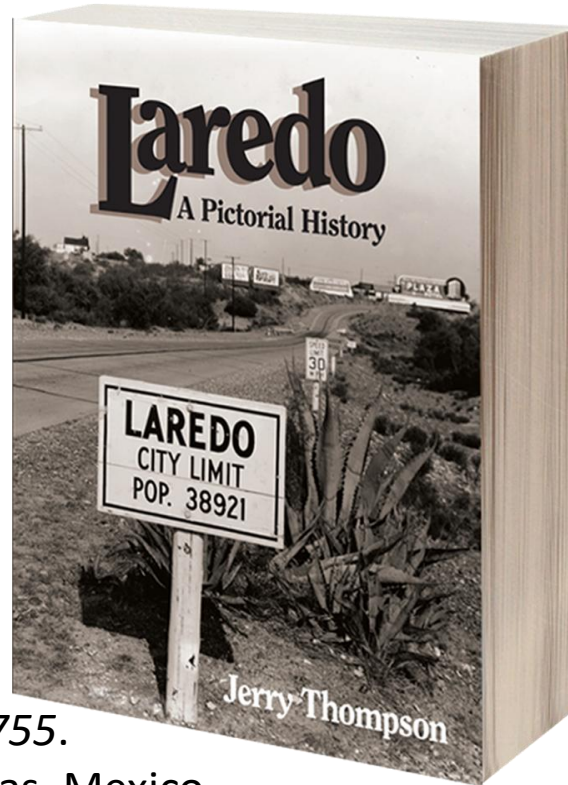


Dr. Federico Schaffler

Director of the Texas Center for Border Economic and Enterprise Development
A.R. Sanchez Jr. School of Business
Texas A&M International University, Laredo, Texas.

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London, England, April 8, 2019



Los Dos Laredos

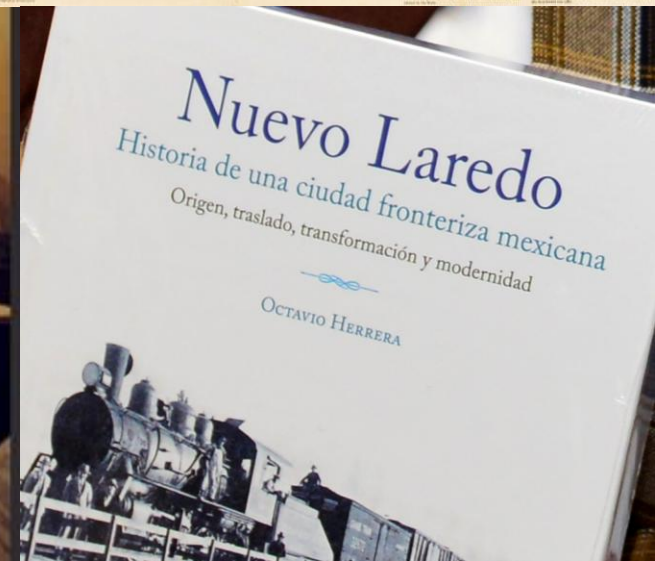


Laredo, Texas, U.S.A.

founded May 15, 1755.

Nuevo Laredo, Tamaulipas, Mexico,

founded June 15, 1848.



Circle of Influence



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Border Economic and Enterprise Development

Texas A&M
International
University

**BINATIONAL
CENTER**

RESEARCH
EDUCATION
LEADERSHIP
PUBLIC SERVICE



COMPETITIVITY FACTORS.

1. Energy and mineral resources wealth
2. Land ports, air ports, and sea ports
3. International trade leadership
4. Industries, retail, maquiladoras
5. Industrial parks
6. Top-Ranked universities
7. Research centers
8. Hospitals (general, specialized, and for education)
9. Tourism destinations
10. Stable climate
11. Competitive human resources
12. Geographical proximity.

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Transnational Business Alliances and Los Dos Laredos

How does this region relate to the world?



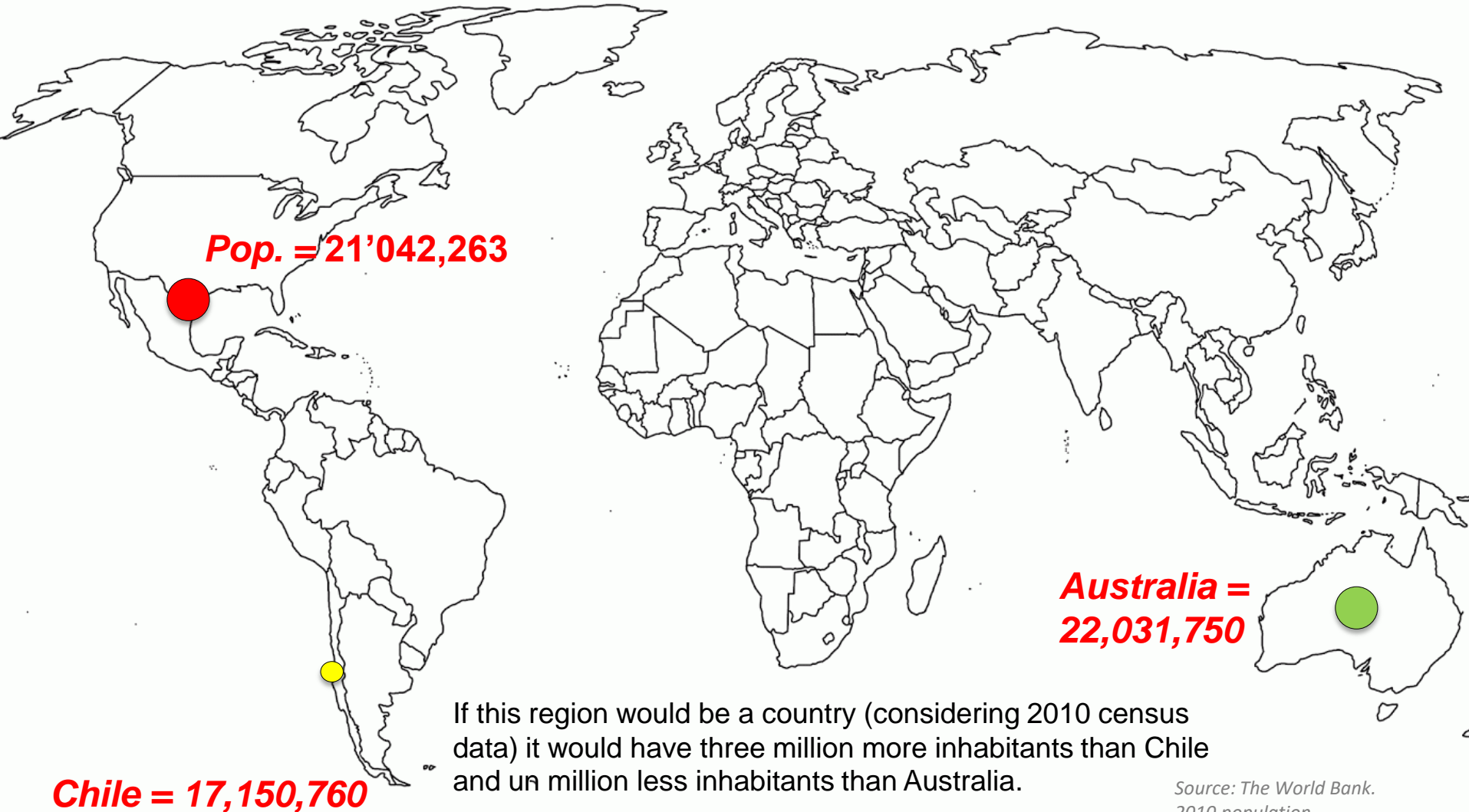
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With what countries could this region be compared?



A Tale of Two Cities: Laredo + Nuevo Laredo



Laredo, Texas + Nuevo Laredo, Tamaulipas	
Combined population (2015)	654,904
Daily non-commercial vehicle crossings	29,103
Daily rail car crossings	1,800
Daily pedestrian crossings	17,855
Tourist buses (Mexico to US)	110+
Daily cargo trucks crossings (M-S Avg)	14,370



CONCEPT	LAREDO	NUEVO LAREDO
Land Port	#1 in the U.S. and Western Hemisphere	#1 in Mexico*.
Customs District	#2 in the United States (2017)	#1 customs district of Mexico (trucks and rail cars)*.
Custom Brokers	109 US Custom Brokers and 200 Freight Forwarders	366 Mexican National Custom Brokers operate in the city (221 local and 145 from other cities, out of over 880 in all Mexico)*.
Airports	Cargo Airport #7 in Texas and #52 in US	Cargo Airport under construction.

Data compiled by Texas Center for Border Economic and Enterprise Development. TAMIU. * Source: Nuevo Laredo Custom Brokers Association

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Important Statistics

U.S.-Mexico Trade

International Trade Leadership



Google[®] earth

© 2009 GeoBasis-DE/BKG
© 2015 Google
US Dept of State Geographer
Data SIO, NOAA, U.S. Navy, NGA, GEBCO

(ANIMATION)

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Important Statistics

U.S.-Mexico Trade

Impacts beyond the border



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Top 5 U.S. Custom Districts (2018)

Customs District	Population ₍₂₀₁₇₎	Total Trade	Imports	Exports
1.- Los Angeles	6,407,759	456.26	325.85	130.40
2.- New York	8,720,949	392.92	247.69	145.23
3.- Laredo	699,670	326.87	192.84	134.03
4.- Detroit	1,212,234	268.46	137.75	130.71
5.- Chicago	4,122,950	252.06	199.56	52.50



In Billions

Laredo Customs District includes:

Laredo, Hidalgo/Pharr, Brownsville, Edinburg Airport, Progreso, Rio Grande City, Roma, Valley International Airport (Harlingen), Eagle Pass y Del Rio

As a city, Laredo, Texas is now the second most important land port in the U.S.A.

Source: U.S. Trade Online, 2016 Data

Source: U.S. Census Bureau, American FactFinder. 2010 Demographics

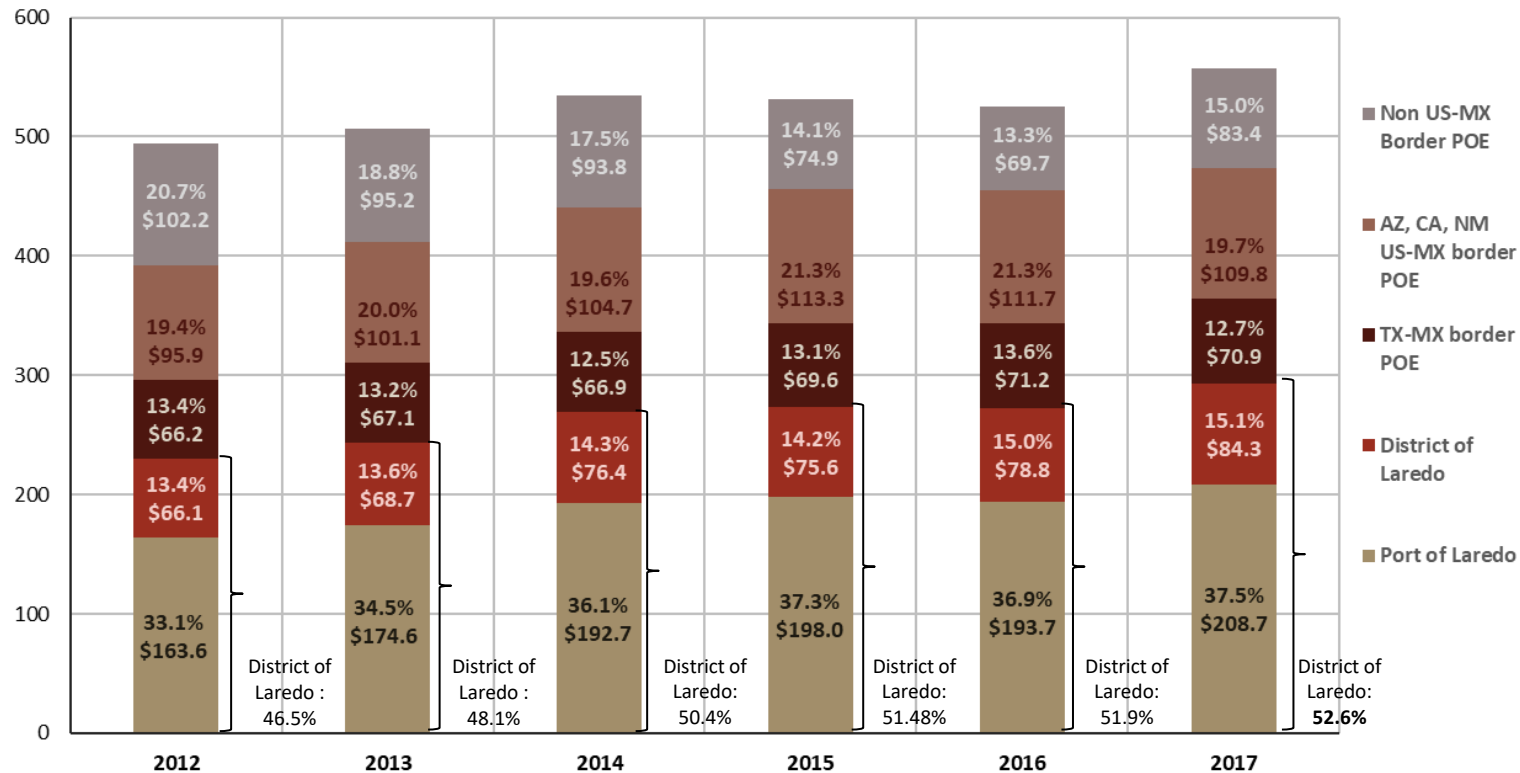
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2017 U.S.-Mexico Trade (by POE)



Billions of U.S. Dollars



Data compiled by Texas Center for Border Economic and Enterprise Development, TAMIU
Source: U.S. Department of Commerce Bureau of the Census, Foreign Trade Division

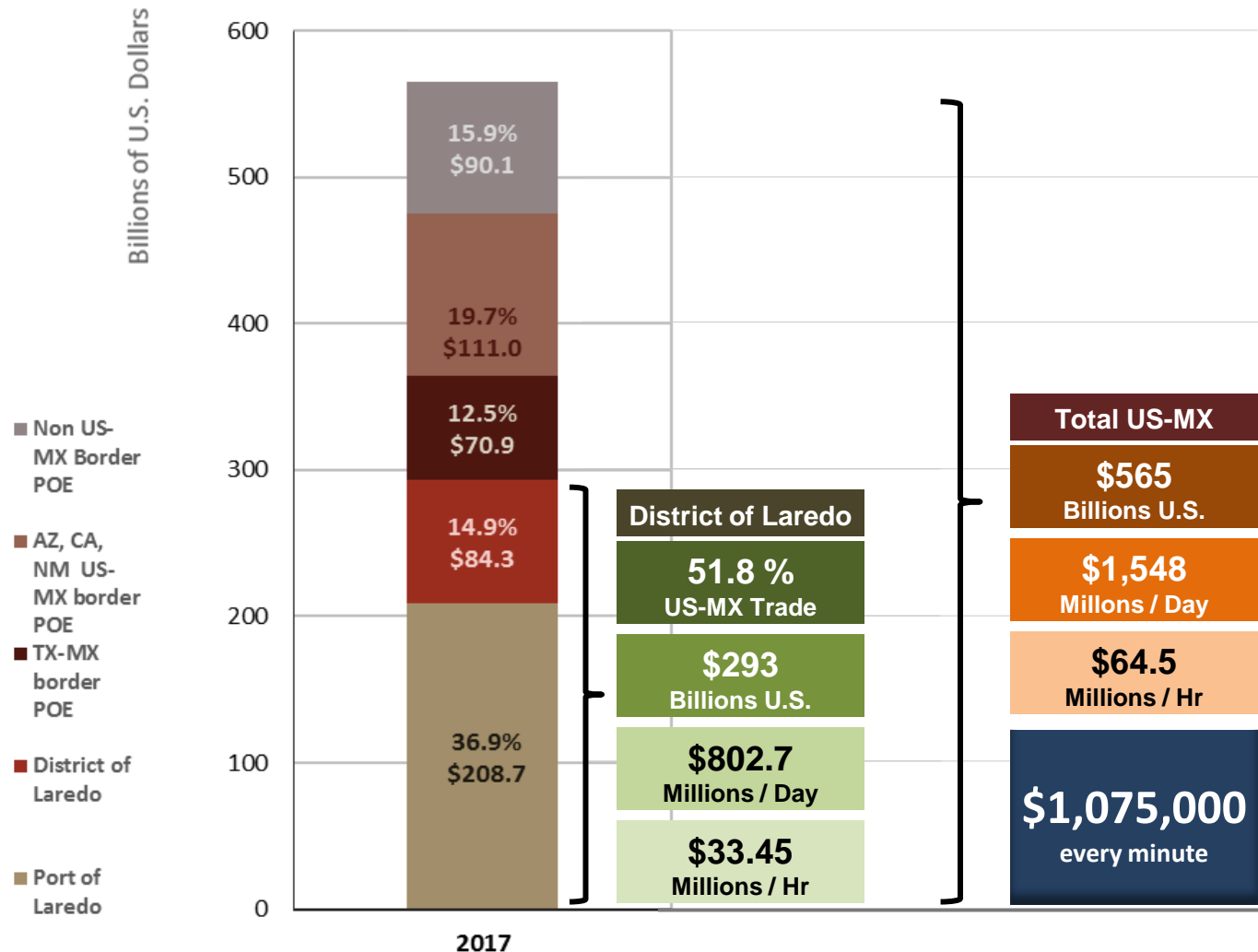
Laredo Customs District includes:

Laredo, Hidalgo/Pharr, Brownsville, Edinburg Airport, Progreso, Rio Grande City, Roma, Valley International Airport (Harlingen), Eagle Pass y Del Rio

USA-Mexico Trade 2017	37.5% of all operations cross through Laredo/Nuevo Laredo (The other 62.50% is distributed through the other 56 POE of the U.S.).
Total México International Trade	In 2017, 21.85%* crossed thorough Nuevo Laredo/Laredo. 78.15% was distributed through the remaining 48 Mexican POE. (*INEGI: 'By Value')

2017 U.S.-MX Trade

With additional information from Census U.S. foreign trade balance with Mexico, we can see the share of US-MX trade value that flows through the south border POEs



Data compiled by Texas Center for Border Economic and Enterprise Development, TAMIU
Source: U.S. Department of Commerce Bureau of the Census, Foreign Trade Division

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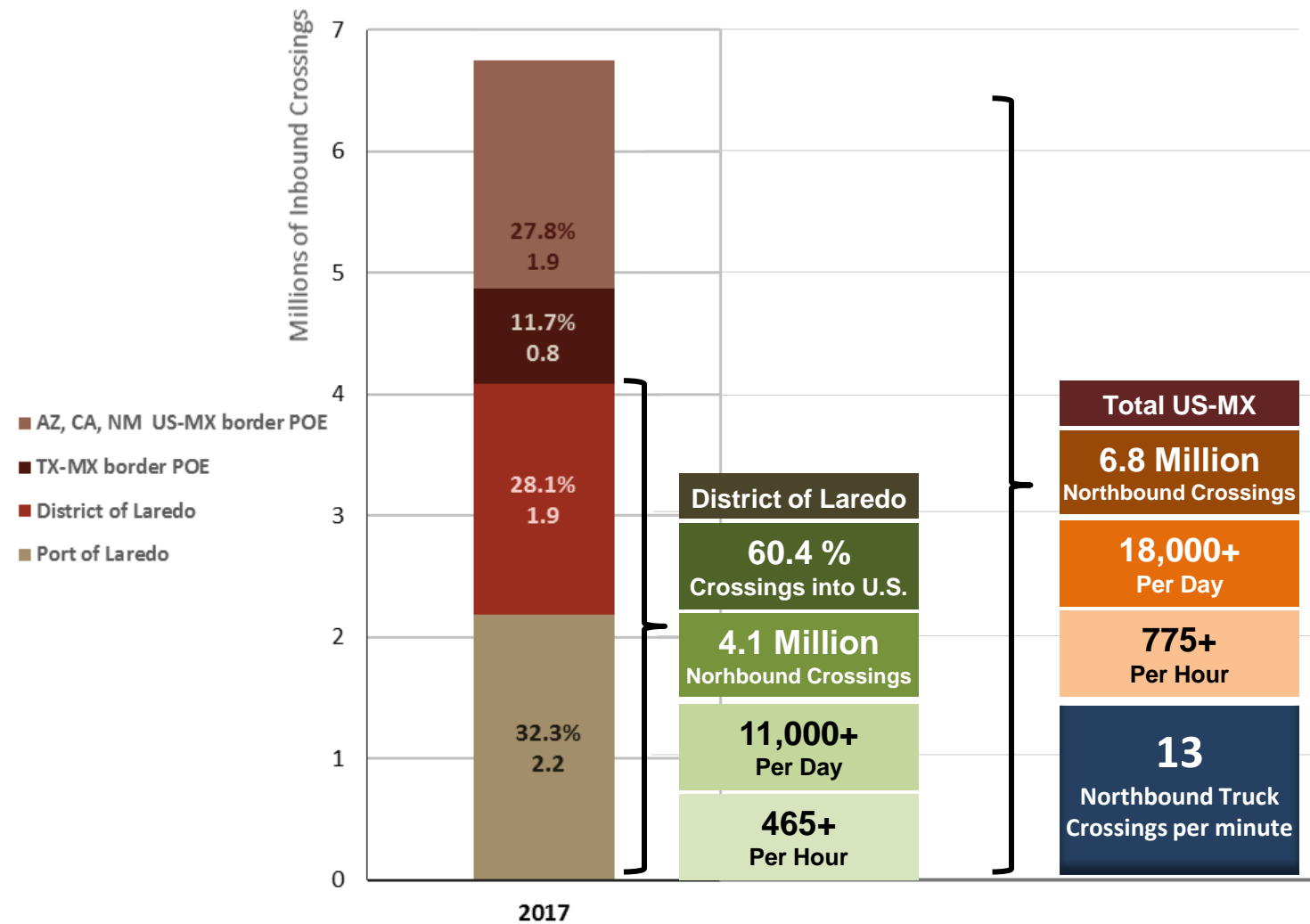
District of Laredo :

Laredo, Hidalgo/Pharr,
Brownsville, Edinburg
Airport, Progreso,
Rio Grande City, Roma,
Valley International
Airport (Harlingen), Eagle
Pass y Del Rio



2017 U.S-MX Truck Crossings

We can see the share of truck crossings into the US through south border POEs



Data compiled by Texas Center for Border Economic and Enterprise Development, TAMIU
 Source: U.S. Department of Commerce Bureau of the Census, Foreign Trade Division

2018 U.S.-Mexico Trade

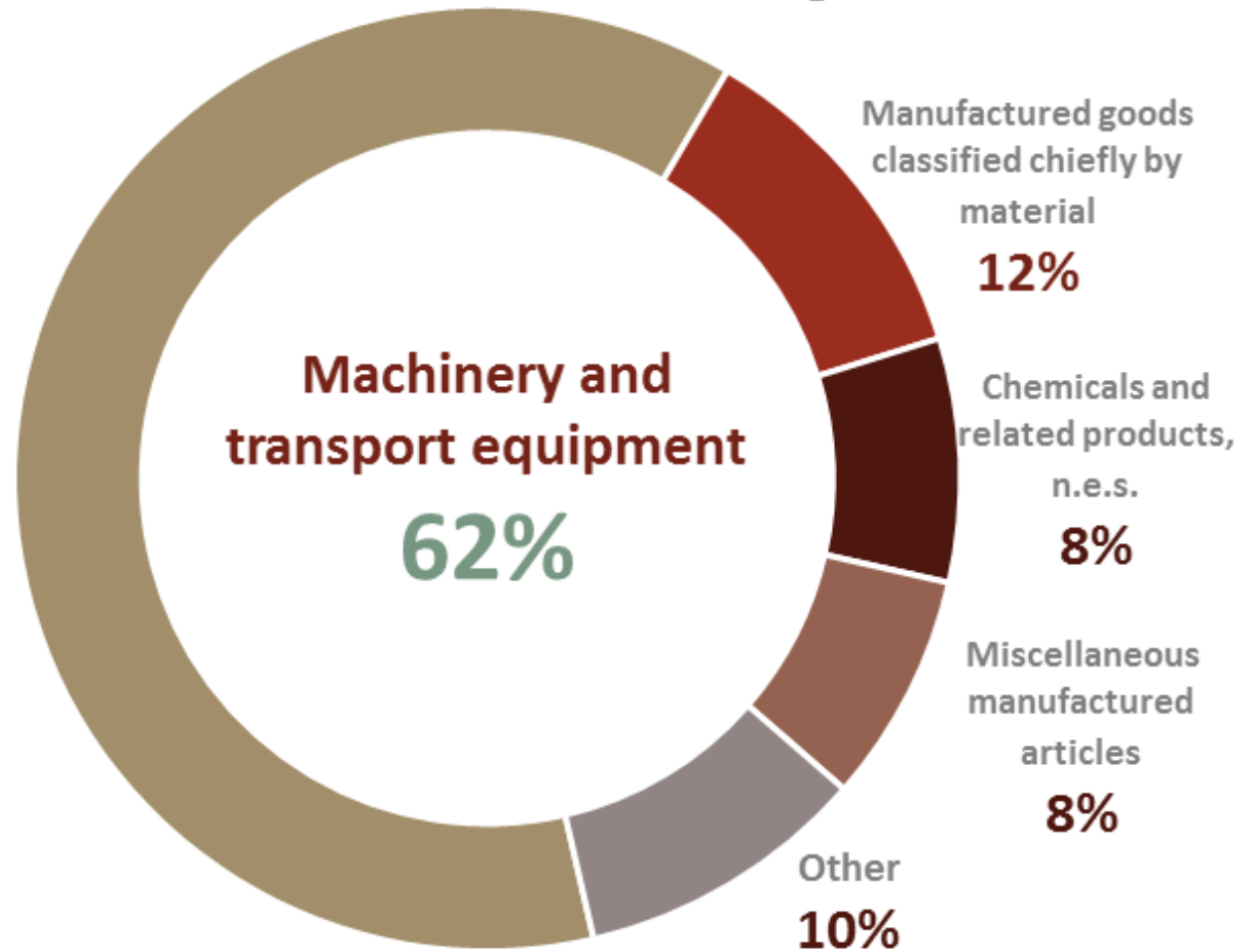


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Through Port of Laredo



Source:
Texas Center for
Border Economic and
Enterprise
Development. TAMIU.

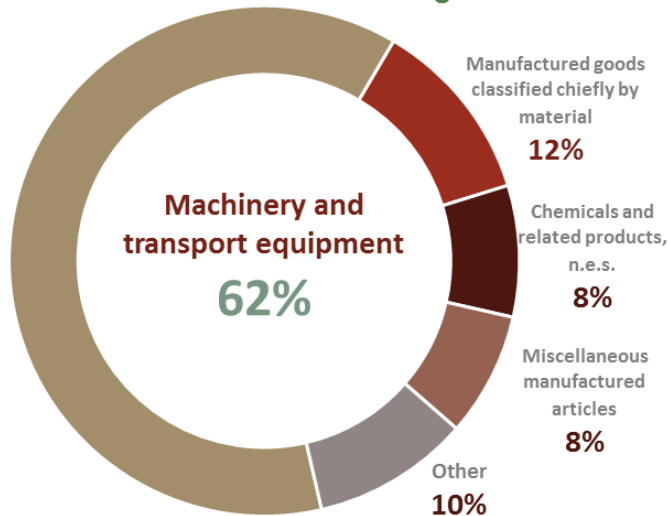
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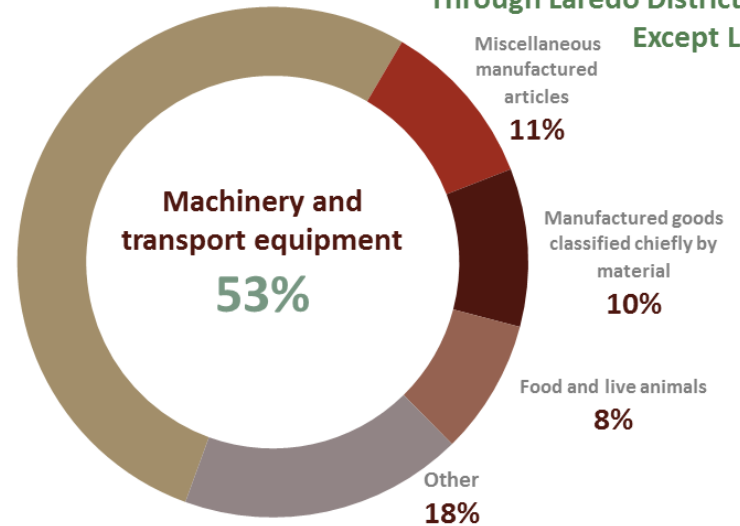
2018 U.S.-Mexico Trade

By Port of Entry

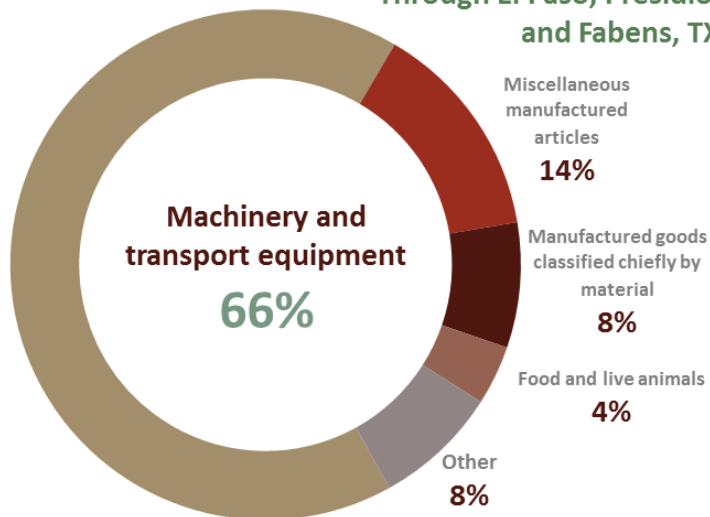
Through Port of Laredo



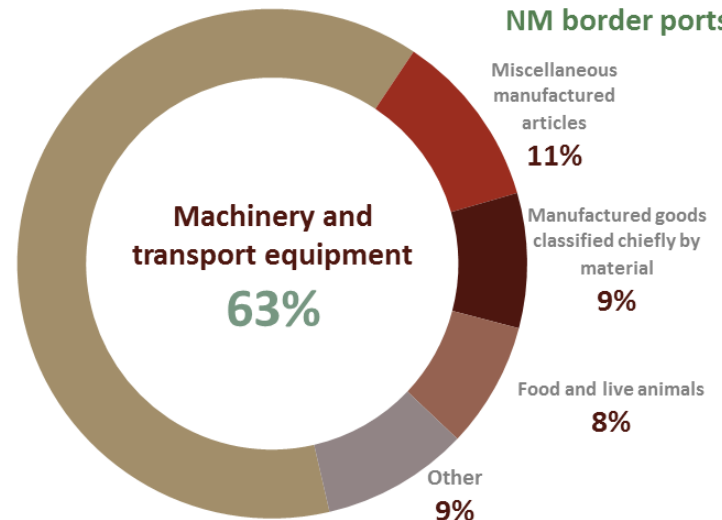
Through Laredo District Ports
Except Laredo



Through El Paso, Presidio,
and Fabens, TX

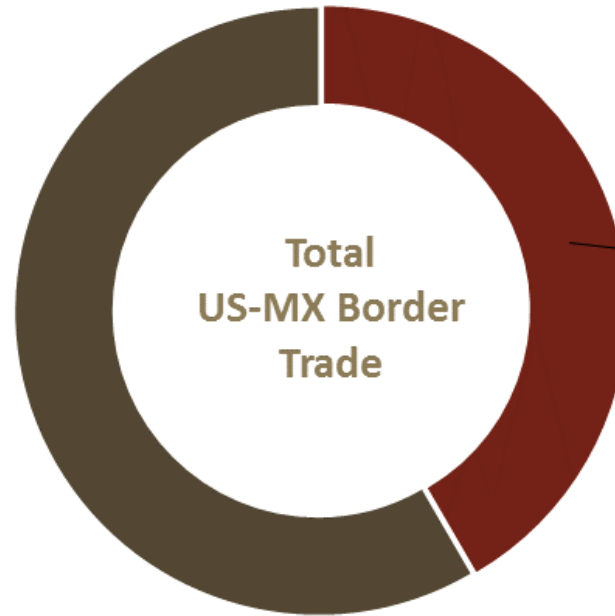


Through CA, AZ, and
NM border ports



Source:
Texas Center for
Border Economic and
Enterprise
Development. TAMIU.

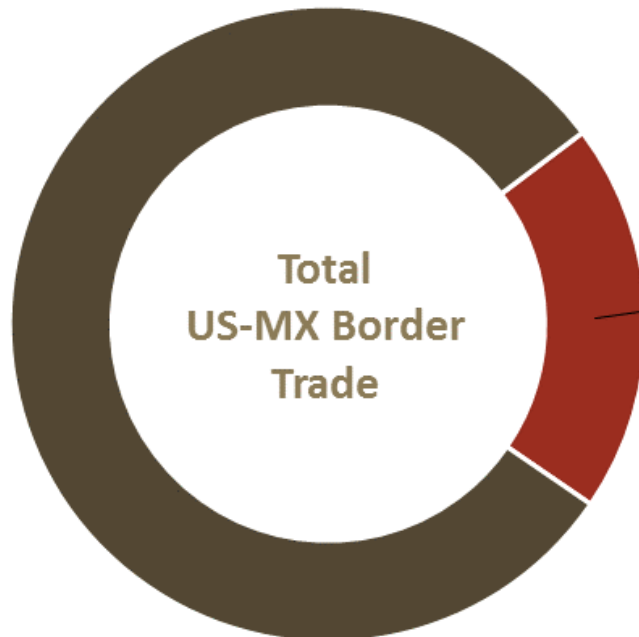
2018 Automotive Industry Data



**Machinery and
Transport
Equipment**

42%

\$223.93 Billion



**Vehicles and
Parts**

20%

\$106.79 Billion

2018: International Trade Comparison by POE



CITY	TOTAL	UNIT	POP. 2017
Houston *	\$159.8	Billions	2,312,717
Port of Laredo **	\$234.7	Billions	260,654

* Includes Houston International Airport & Galveston Port

** Only Laredo Port of Entry

CUSTOMS DISTRICT	TOTAL	UNIT	POP. 2017
Laredo ***	\$326.87	Billions	699,670

*** Laredo, Hidalgo/Pharr, Brownsville, Edinburg Airport, Progreso, Rio Grande City, Roma, Valley International Airport (Harlingen), Eagle Pass, and Del Rio

**Total U.S. Trade
value with the
world:**

**\$4.2 Trillion
Dollars.**



CIUDAD	TOTAL	UNIDAD	POB. 2017
San Antonio	\$307.2	Millions	1,511,946
Austin	\$702.5	Millions	950,715

**9.4% of the total value of U.S.
International Trade was processed
through these Texas Ports.**

Sources: Texas Center for Border Economic and Enterprise Development / U.S. Census Foreign Trade data

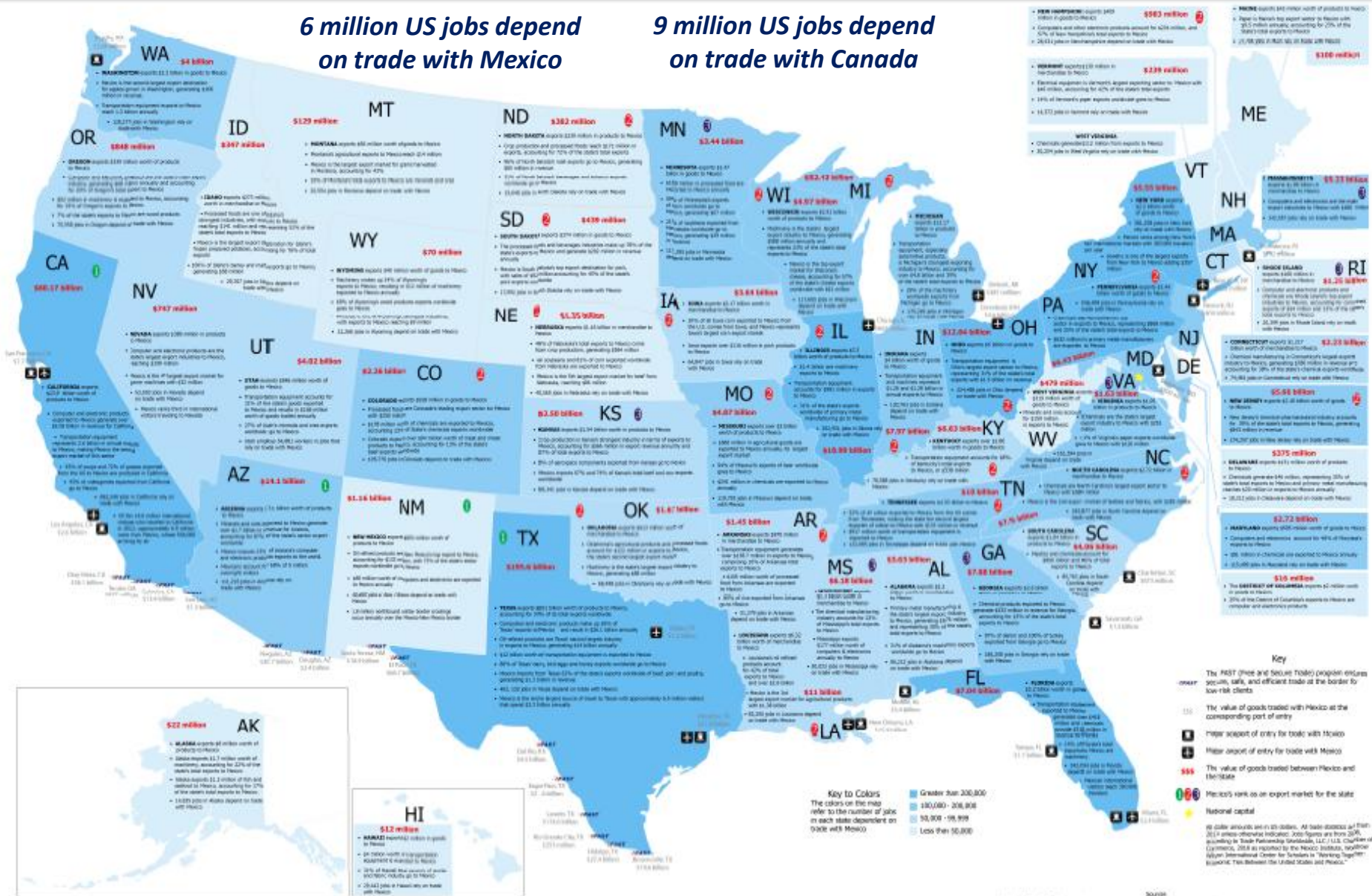
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14 million US Jobs depend on ~~NAFTA~~ USMCA trade with Mexico and Canada

**6 million US jobs depend
on trade with Mexico**

**9 million US jobs depend
on trade with Canada**



Graphic source: Secretaría de Economía de Mexico.

Source total number of jobs: Council on Foreign Relations



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2017 U.S. Customs Districts and Ports of Entry (POE)

(By Custom Districts)

Valores en Miles de Millones de Dólares EEUU

Rank	District	2017 District Population	Total Trade	Exports	Imports
1	Los Angeles, CA	6,455,901	\$ 431.03	\$ 128.47	\$ 302.56
2	New York City, NY	8,720,949	\$ 364.18	\$ 136.33	\$ 227.85
3	Laredo, TX	776,019	\$ 303.36	\$ 126.06	\$ 177.30
4	Detroit, MI	1,296,032	\$ 264.46	\$ 129.79	\$ 134.67
5	Chicago, IL	4,020,630	\$ 223.55	\$ 48.00	\$ 175.55
		21,269,531	\$ 1,586.58	\$ 568.65	\$ 1,017.93

Preparado por Texas Center for Border Economic and Enterprise Development con información de USA Trade Online, U.S. Census

(By Cities)

Valores en Miles de Millones de Dólares EEUU

Rank	Port	2017 Port Population	Total Trade	Exports	Imports
1	Los Angeles, CA (Port)	3,999,759	\$ 285.72	\$ 35.47	\$ 250.25
2	Laredo, TX (Port)	260,654	\$ 214.68	\$ 94.44	\$ 120.25
3	Chicago, IL (Port)	2,716,450	\$ 190.04	\$ 47.84	\$ 142.20
4	JFK International Airport, NY (Port)	8,622,698	\$ 185.99	\$ 87.59	\$ 98.40
5	Newark, NJ (Port)	285,154	\$ 171.60	\$ 16.04	\$ 155.56
		15,884,715	\$ 1,048.04	\$ 281.38	\$ 766.65

Preparado por Texas Center for Border Economic and Enterprise Development con información de USA Trade Online, U.S. Census

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Hard Fact:
43 States
of the U.S.A.
have Mexico
and/or Canada
as the #1 or #2
destination of
all their state
exports.

2017 Ranking of U.S. States that export to Mexico

(Breakdown by origin of movement and number of U.S. States in each ranking)

Valor de Exportaciones en Millones de Dólares EEUU

Rank	Sates	2017	2016	2015	2014	2013	2012
1	4	\$ 133,636.50	\$ 130,518.30	\$ 132,191.33	\$ 138,147.09	\$ 132,700.47	\$ 127,697.72
2	23	\$ 86,940.50	\$ 78,966.58	\$ 76,154.33	\$ 74,373.50	\$ 67,768.84	\$ 63,114.18
3	4	\$ 5,423.40	\$ 4,604.40	\$ 9,069.87	\$ 8,087.26	\$ 7,328.39	\$ 7,027.79
4	3	\$ 5,863.50	\$ 5,600.70	\$ 1,301.16	\$ 1,147.36	\$ 936.20	\$ 823.66
5	4	\$ 2,548.60	\$ 3,666.50	\$ 4,422.27	\$ 4,069.78	\$ 3,674.72	\$ 3,588.26
6	2	\$ 2,165.50	\$ 363.80	\$ 304.78	\$ 393.78	\$ 329.13	\$ 309.93
7			\$ 460.50				
8	4	\$ 5,634.20	\$ 5,047.52	\$ 3,130.81	\$ 2,928.90	\$ 2,244.63	\$ 2,640.52
9			\$ 322.50				
10	1	\$ 238.40					
11	1	\$ 47.47	\$ 47.46	\$ 552.50	\$ 481.27	\$ 462.98	\$ 517.28
12				\$ 2,084.77	\$ 3,004.16	\$ 3,570.89	\$ 3,159.20
13							
14	1	\$ 377.44	\$ 377.44				
15	1	\$ 23.72					
19	1	\$ 21.24	\$ 21.24				
24	1	\$ 1.44	\$ 1.44	\$ 7.70	\$ 9.75	\$ 7.38	\$ 8.61
25				\$ 1.89	\$ 1.58	\$ 2.23	\$ 3.50
		\$ 242,921.91	\$ 229,998.38	\$ 229,221.41	\$ 232,644.43	\$ 219,025.86	\$ 208,890.65

Preparado por Texas Center for Border Economic and Enterprise Development con información de USA Trade Online, U.S. Census

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2017 Ranking of U.S. States that export to Mexico

(By origin of movement)

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Valor de Exportaciones en Millones de Dólares EEUU

Rank	Sates	2017	2016	2015	2014	2013	2012
1	Texas	\$ 97,700.70	\$ 92,039.10	\$ 94,523.96	\$ 102,555.90	\$ 100,929.67	\$ 94,434.31
	California	\$ 26,771.80	\$ 25,260.30	\$ 26,819.84	\$ 25,419.68	\$ 23,901.63	\$ 26,379.60
	Arizona	\$ 7,576.20	\$ 8,285.20	\$ 9,164.16	\$ 8,622.99	\$ 7,068.43	\$ 6,290.78
	New Mexico	\$ 1,587.80	\$ 1,557.40	\$ 1,683.37	\$ 1,548.52	\$ 800.74	\$ 593.03
		\$ 133,636.50	\$ 127,142.00	\$ 132,191.33	\$ 138,147.09	\$ 132,700.47	\$ 127,697.72

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2017 Ranking of U.S. States that export to Mexico

(By origin of movement)

Valor de Exportaciones en Millones de Dólares EEUU

Rank	Sates	2017	2016	2015	2014	2013	2012
2	Michigan	\$ 12,507.40	\$ 12,044.70	\$ 11,138.03	\$ 10,827.64	\$ 12,170.77	\$ 10,463.85
	Illinois	\$ 9,875.60	\$ 9,488.90	\$ 9,078.26	\$ 7,917.57	\$ 7,317.12	\$ 6,375.92
	Louisiana	\$ 7,270.20	\$ 5,414.50	\$ 5,816.76	\$ 7,339.55	\$ 6,397.48	\$ 6,507.86
	Ohio	\$ 6,490.10	\$ 6,533.20	\$ 6,495.15	\$ 6,005.02	\$ 5,018.22	\$ 4,717.59
	Indiana	\$ 5,064.40	\$ 4,889.00	\$ 4,803.88	\$ 5,022.38	\$ 4,001.20	\$ 3,907.21
	Tennessee	\$ 4,697.60	\$ 4,467.40	\$ 4,784.77	\$ 4,760.35	\$ 4,323.91	\$ 4,232.43
	Pennsylvania	\$ 4,090.10	\$ 3,678.70	\$ 4,178.31	\$ 3,728.98	\$ 3,449.91	\$ 2,831.13
	Georgia	\$ 3,623.30	\$ 3,527.10	\$ 3,465.07	\$ 2,976.15	\$ 2,583.47	\$ 2,276.32
	North Carolina	\$ 3,560.20	\$ 3,021.30	\$ 3,185.58	\$ 3,010.56	\$ 2,718.13	\$ 2,318.84
	Wisconsin	\$ 3,196.10	\$ 3,056.30	\$ 2,966.78	\$ 2,835.37	\$ 2,515.47	\$ 2,166.65
	New Jersey	\$ 2,805.00	\$ 2,592.70	\$ 2,615.30	\$ 2,656.64	\$ 2,190.03	\$ 2,111.02
	Missouri	\$ 2,564.50	\$ 2,534.70	\$ 2,474.83	\$ 2,346.63	\$ 2,004.67	\$ 1,821.76
	Massachusetts	\$ 2,562.00	\$ 2,471.50	\$ 2,622.32	\$ 2,317.41	\$ 1,859.47	\$ 1,608.84
	Minnesota	\$ 2,434.00	\$ 2,338.80	\$ 2,391.36	\$ 2,239.53	\$ 1,472.80	\$ 1,295.93
	Iowa	\$ 2,263.10	\$ 2,273.60	\$ 2,086.41	\$ 2,304.65	\$ 2,171.00	\$ 2,499.73
	Kansas	\$ 1,882.10	\$ 1,864.90	\$ 1,813.01	\$ 1,783.76	\$ 1,532.64	\$ 1,473.29
	Nebraska	\$ 1,511.80	\$ 1,459.80	\$ 1,257.31	\$ 1,348.62	\$ 1,153.88	\$ 1,805.82
	Colorado	\$ 1,315.90	\$ 1,069.50	\$ 1,078.66	\$ 1,068.24	\$ 917.25	\$ 849.14
	Arkansas	\$ 850.50	\$ 684.80	\$ 836.71	\$ 738.34	\$ 870.37	\$ 846.89
	Oklahoma	\$ 526.60	\$ 535.80	\$ 565.18	\$ 612.00	\$ 612.79	\$ 620.86
	New Hampshire	\$ 481.10	\$ 442.70	\$ 502.80	\$ 449.46	\$ 409.25	\$ 474.22
	South Dakota	\$ 345.30	\$ 308.70	\$ 403.95	\$ 344.24	\$ 373.11	\$ 346.34
	North Dakota	\$ 243.60	\$ 256.50	\$ 294.63	\$ 320.03	\$ 238.25	\$ 282.54
		\$ 80,160.50	\$ 74,955.10	\$ 74,855.06	\$ 72,953.12	\$ 66,301.19	\$ 61,834.18

Preparado por Texas Center for Border Economic and Enterprise Development con información de USA Trade Online, U.S. Census

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2017 Ranking of U.S. States that export to Mexico

(By origin of movement)

Valor de Exportaciones en Millones de Dólares EEUU

Rank	Sates	2017	2016	2015	2014	2013	2012
3	Florida	\$ 3,078.50	\$ 2,830.10	\$ 2,713.76	\$ 2,225.51	\$ 2,190.97	\$ 2,227.67
	Virginia	\$ 1,051.90	\$ 1,089.50	\$ 1,231.07	\$ 1,218.34	\$ 1,051.23	\$ 1,055.41
	Mississippi	\$ 961.60	\$ 1,033.20	\$ 1,128.71	\$ 1,225.05	\$ 1,301.45	\$ 1,165.76
	Rhode Island	\$ 220.90	\$ 208.40	\$ 180.56	\$ 195.33	\$ 166.20	\$ 150.24
		\$ 5,312.90	\$ 5,161.20	\$ 5,254.10	\$ 4,864.23	\$ 4,709.85	\$ 4,599.08

Preparado por Texas Center for Border Economic and Enterprise Development con información de USA Trade Online, U.S. Census

Valor de Exportaciones en Millones de Dólares EEUU

Rank	Sates	2017	2016	2015	2014	2013	2012
4	Alabama	\$ 2,928.50	\$ 2,632.90	\$ 2,889.08	\$ 2,334.26	\$ 2,221.06	\$ 2,030.44
	South Carolina	\$ 2,607.80	\$ 2,119.00	\$ 2,447.29	\$ 2,114.96	\$ 1,837.77	\$ 1,971.95
	Delaware	\$ 327.20	\$ 143.00	\$ 146.14	\$ 103.30	\$ 126.79	\$ 145.20
		\$ 5,863.50	\$ 4,894.90	\$ 5,482.51	\$ 4,552.52	\$ 4,185.62	\$ 4,147.59

Preparado por Texas Center for Border Economic and Enterprise Development con información de USA Trade Online, U.S. Census

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In millions of unadjusted U.S. Dollars



Border communities International Trade Impact



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- Transportation
- Small Businesses
- Operation
 - Jobs
 - Taxes
- Insurance
- Banking
- Construction
- Professional Services
- Community impact
- etc

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Transnational Business Alliances and Los Dos Laredos



Top U.S. Exports to Mexico by State (Origin of Movement)

In millions of unadjusted U.S. Dollars

Prepared by the Texas Center for Border Economic and Enterprise Development with information from the U.S. Census.

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Transnational Business Alliances and Los Dos Laredos



Top U.S. Exports to Mexico by State (Origin of Movement)

In millions of unadjusted U.S. Dollars

Prepared by the Texas Center for Border Economic and Enterprise Development with information from the U.S. Census.

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Transnational Business Alliances and Los Dos Laredos



The Political Economy of Mexico-US Trade Policy: Cross-Border Alliances and NAFTA Negotiation



Karla Nava

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Texas A&M International University

Gustavo Córdova

Colegio de la Frontera Norte, Ciudad Juárez



The Political Economy of Mexico-US Trade Policy: Cross-Border Alliances and NAFTA Negotiation

- Our study of cross-border lobbying in MEX-US for NAFTA renegotiations:
 - Mechanisms of private-public communication in US and Mexico
 - Comparison of early NAFTA lobbying vs. the present: cross-border trucking
 - Three episodes in the current NAFTA renegotiations
 - Chapter 19 dispute settlement
 - The sunset clause
 - Automotive industry rules of origin



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The Political Economy of Mexico-US Trade Policy: Cross-Border Alliances and NAFTA Negotiation

- **Mechanisms of private-public communication in US and Mexico:**
 - USA: Formally, the (16) Industry Trade Advisory Committees (ITACs)
 - A moribund *formal* (government-organized) lobbying system; an active informal system





The Political Economy of Mexico-US Trade Policy: Cross-Border Alliances and NAFTA Negotiation

- Mechanisms of private-public communication in US and Mexico:
 - Mexico: Cuarto de Junto

Members of the Cuarto de Junto during NAFTA renegotiations in 2017-2018

ASSOCIATION	NAME	POSITION
<i>Cuarto de Junto</i>	<i>Moises Kalach</i> <i>Eugenio Salinas</i>	<i>Coordinator</i> <i>Technical Secretary</i>
Consejo Coordinador Empresarial (CCE)	Juan Pablo Castañón	President
Consejo Consultivo Estratégico de Negociaciones Internacionales (CCENI / CEE)	Moises Kalach	General Coordinator
CONCAMIN	Manuel Herrera	President



The Political Economy of Mexico-US Trade Policy: Cross-Border Alliances and NAFTA Negotiation

- Mechanisms of private-public communication in US and Mexico:
 - Mexico: Cuarto de Junto. (A government-organized lobbying entity)

Some Members of the Cuarto de Junto during NAFTA renegotiations in 2017-2018

ASSOCIATION	NAME	POSITION
Cámara Nacional de la Industria del Hierro y el Acero (CANACERO) (Steel)	Guillermo Vogel	Vice President
Consejo Nacional de la Industria Maquiladora y Manufacturera de Exportación (INDEX)	Federico Serrano	President
Rassini (Autoparts)	Eugenio Madero	CEO
AMIA (Automotive)	Eduardo Solís	President
American Chamber (Mexico) AMCHAM	Mónica Flores	President
Confederación de Asociaciones de Agentes Aduanales de la República Mexicana (CAAAREM) (Customs)	Ricardo Zaragoza Ambrosi	President



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The Political Economy of Mexico-US Trade Policy: Cross-Border Alliances and NAFTA Negotiation

■ Comparison of early NAFTA lobbying vs. the present: cross-border trucking:

What happened:

➤ Early-to-late NAFTA:

- U.S. dragged heels
- Mexico imposed retaliatory tariffs
- U.S. implemented (2011) “Cross-Border Demonstration Pilot Program”
- Since 2014, only 15 Mexican carriers approved for program – fewer even than Federal Motor Carriers Safety Administration believed needed for “solid analysis.”
- Opposed to cross-border trucking were:
 - Teamsters (US labor union)
Pres. James P. Hoffa, 1998: “A guest worker program on wheels.”
 - Owner-operator Independent Drivers’ Association (OOIDA)
 - Public Citizen
- U.S. Dept. of Transportation *did not* license Mexican drivers
- Mexico invoked right to NAFTA Ch. 20 (government-to-government) arbitration
- Panel decided against Mexico



The Political Economy of Mexico-US Trade Policy: Cross-Border Alliances and NAFTA Negotiation

- Comparison of early NAFTA lobbying vs. the present: cross-border trucking:

What happened:

➤ Meanwhile:

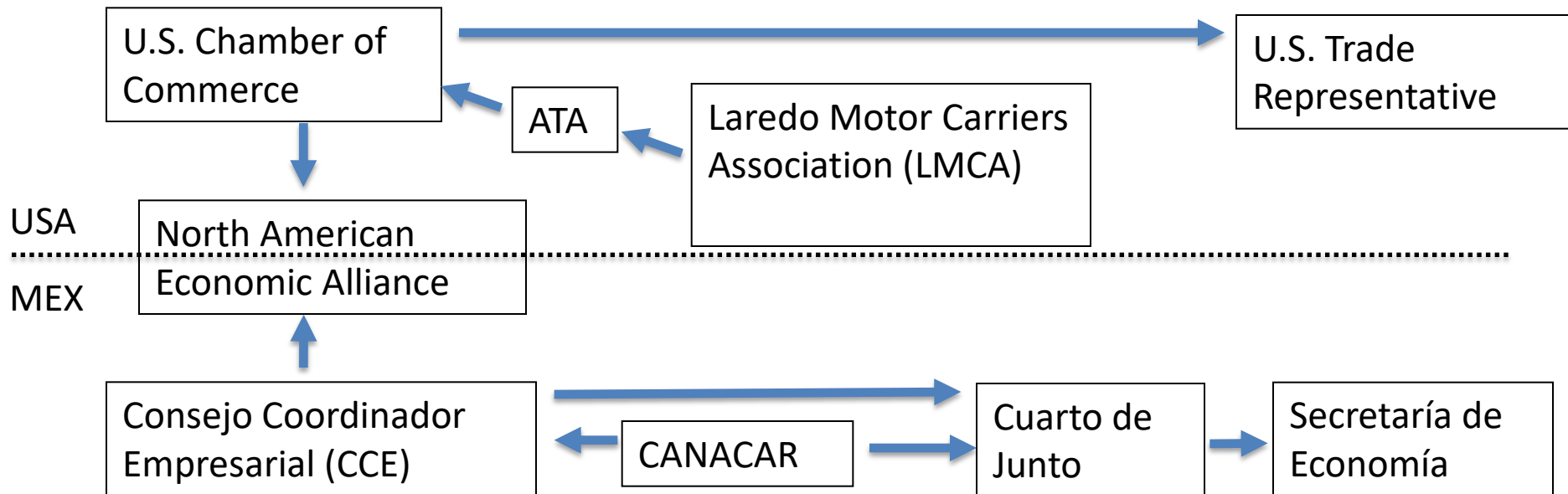
- Cross-border commerce burgeoned under NAFTA:
 - U.S. X+M (Mexico):
 - 1993: \$81.5 billion
 - 2016: \$525.2 billion
 - Teamsters, OOIDA, Public Citizen still don't like it
 - But the American Trucking Association (ATA) and Cámara Nacional de Autotransporte de Carga (CANACAR) does!

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- Comparison of early NAFTA lobbying vs. the present: cross-border trucking:

What happened:

➤ Meanwhile:





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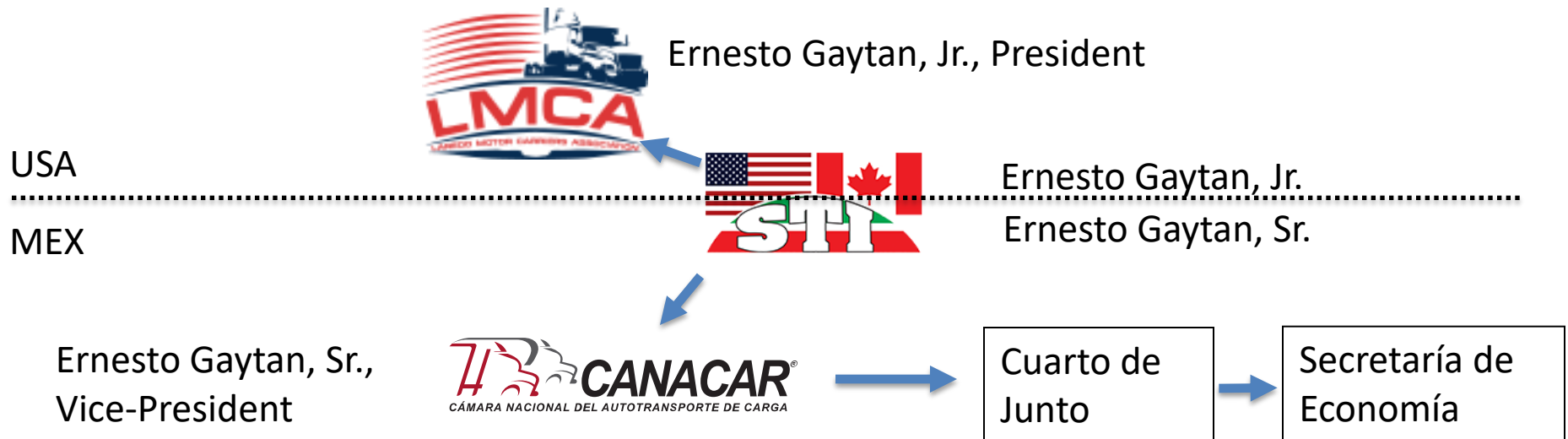
The Political Economy of Mexico-US Trade Policy: Cross-Border Alliances and NAFTA Negotiation

- Comparison of early NAFTA lobbying vs. the present: cross-border trucking:

What happened:

➤ Meanwhile:

For example:





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Outcomes:

- Comparison of early NAFTA lobbying vs. the present: cross-border trucking
 - USMCA outcome: Maintenance of status quo / pilot program / assurance that U.S. will not invoke remedies below a ceiling of growth of Mexican market share that is unforeseeable to current incumbents.
- Chapter 19 dispute settlement
 - USMCA outcome: maintenance of Ch. 19 dispute settlement mechanism, in exchange for Canadian dairy concessions.
- The sunset clause
 - USMCA outcome: review mechanism triggered after 6 years /every 16
- Automotive industry rules of origin
 - USMCA outcome: automotive ROO up from 62.5% to 75% North American content; 40%/45% of vehicles made by labor earning > \$16 / hr.



The Political Economy of Mexico-US Trade Policy: Cross-Border Alliances and NAFTA Negotiation

■ Lessons:

- Lobbying for trade policy in North America has been transformed by North American economic integration.
- Cross-border integration of processes of production of goods, provision of services, fosters integration of lobbying activities.
- The theoretical political-economy literature is only beginning to consider the effects of cross-border lobbying. Among the effects, the possibility of greater openness; or, in the presence of FTAs, greater trade-diverting protectionism.
- The experience of cross-border lobbying for NAFTA renegotiation manifests *both* of those effects.



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Questions?

Thank you!

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Texas Center for Border Economic and Enterprise Development

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HISTORY

The Texas Legislature established the Texas Centers for Border Economic and Enterprise Development by an act passed by the 71st Legislature (1989). House Bill (HB) 2974 was approved on June 14, 1989 and became effective September 1, 1989, as a consortium between TAMIU, the University of Texas Pan-American and the University of Texas-El Paso.

PURPOSE

Since 1989 the Texas Center for Border Economic and Enterprise Development of Texas A&M International University, provides leadership and support to Texas border communities in their socio-economic development efforts, including activities in the areas of business, education, health care, public administration, and the environment.

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VISION

The TCBEED will contribute to the socio-economic development of the greater Laredo area with research and data analysis that allows a better understanding of the U.S.-Mexico border.

MISSION

Provide support to private and public entities with research, knowledge, information, assistance and expertise in border and binational socio-economic development efforts.

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ACTIVITIES

- Develops and manages an economic data base concerning the Texas-Mexico border.
- Disseminates database information to public and private sector users in a useful format and on a timely basis.
- Performs or assists in border and binational socio-economic development related research, planning, education, training, and technical assistance.
- Provides information and technical assistance to the university's researchers and students, and the border region business community.
- Provides border-related economic statistics including pedestrian, vehicle and truck crossings and revenues.
- Cooperates with state agencies, so Texas-Mexico border economic needs are integrated and aligned with the state economic development plan.



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Director

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