

MEXICO – COLORADO TRADE USMCA / T-MEC



Berenice Rendon Talavera
Consul General of Mexico

THE
DENVER CHAMBER OF COMMERCE
AND
BOARD OF TRADE.

SECRETARY'S OFFICE.

DENVER, COLO., May 29, 1893.

PRESIDENT, WM. N. BYERS.
FIRST VICE PRESIDENT, C. F. WILSON.
SECOND VICE PRESIDENT, C. H. DOW.
TREASURER, C. M. CLINTON.
SECRETARY, OLNEY NEWELL.

TO HIS EXCELLENCY,

SENOR DON PORFIRIO DIAZ,

PRESIDENT REPUBLIC OF MEXICO.

Sir :-

The undersigned petitioners, in behalf of The Denver Chamber of Commerce and Board of Trade, Mining Exchange and the Government, as well as citizens of the State of Colorado, respectfully petition your Excellency to appoint a Mexican Consul to reside at the City of Denver, in order to facilitate the transaction of the rapidly growing business and commercial intercourse between this portion of the United States and the Republic of Mexico.

A large number of our citizens are interesting themselves in Railroad, Mining and other industrial enterprises in the Republic of Mexico and are often seriously delayed in transacting business and the execution of documents, owing to the fact that we have no duly authorized resident official of your Government in our State, and making it necessary to obtain Certificates, either at Kansas City, St. Louis or at Washington.

We believe that the appointment of such an official will result in largely increasing the very friendly relations now existing between the people of the State and your progressive Republic and hence, be of great mutual benefit.

THE
DENVER CHAMBER OF COMMERCE
AND
BOARD OF TRADE.

SECRETARY'S OFFICE.

DENVER, COLO.,

PRESIDENT, WM. N. BYERS.
FIRST VICE PRESIDENT, C. F. WILSON.
SECOND VICE PRESIDENT, C. H. DOW.
TREASURER, C. M. CLINTON.
SECRETARY, OLNEY NEWELL.

- 2 -

And your petitioners, with assurance of great respect,
will ever pray, &c.

Wm. N. Byers, Pres't.
Olney Newell, Secretary

Los que suscriben a nombre de la Cámara de Comercio de Denver, de la Bolsa Minera y del Gobierno, así como ciudadanos del Estado de Colorado, suplican a Vd. nombres un Consul de México residente en Denver, a fin de que se faciliten las transacciones comerciales entre esta parte de los E. U. y México.

U.S. – MEXICO TRADE OVERVIEW

- ❖ FOR 25 YEARS NORTH AMERICA BECAME THE MOST COMPETITIVE REGION IN THE WORLD, WITH THE INTEGRATION OF VALUE ADDED PRODUCTION CHAINS IN OUR COUNTRIES.
- ❖ NAFTA HAS BEEN A SUCCESSFUL AGREEMENT THAT HAS HELPED TO MAINTAIN THAT COMPETITIVENESS VIS A VIS OTHER REGIONS LIKE ASIA AND EUROPE.
- ❖ NAFTA RULES ARE STILL IN PLACE, UNTIL THE NEW AGREEMENT IS RATIFIED BY THE LEGISLATIVE BODIES OF THE THREE COUNTRIES.
- **FOR MEXICO:**
- ❖ **TRADE WITH THE U.S. AND CANADA REPRESENTS 66% OF ALL OUR EXCHANGES.**
- ❖ **IN 2016 OUR EXPORTS TO THE U.S. AND CANADA AMOUNTED TO 313,000 MILLION DD.**
- ❖ **IMPORTS FROM BOTH COUNTRIES WERE 189,000 MILL DD.**

- CANADA IS OUR 3TH TRADE PARTNER. 2ND MARKET FOR OUR EXPORTS AND 6TH. FOR IMPORTS.
- CANADA AND THE U.S. REPRESENT 53% OF THE FOREIGN INVESTMENT IN MEXICO - 276,501 MDD.
- THE U.S. IS THE MAIN INVESTOR IN MEXICO, AND CANADA IS THE 4th.
- OUR MAIN EXPORTS TO NAFTA COUNTRIES ARE FROM THE STRATEGIC INDUSTRIES IN MEXICO: ELECTRONICS, AUTOMOBILES AND HEAVY AUTOMOBILES, AUTO PARTS, ELECTRIC, AND AGRICULTURAL SECTOR.
- FOR MEXICO NAFTA HAS BEEN THE MAIN MOTOR FOR THE GROWTH OF FOREIGN TRADE AND COMPETITIVENESS.
- WE AGREED TO NEGOTIATE IN ORDER TO MODERNIZE THE AGREEMENT AND TO INTEGRATE NEW AREAS THAT WERE NOT PRESENT 25 YEARS AGO.

TRATADO MEXICO - EUA - CANADA (T-MEC) / (USMCA)

- ▶ THE U.S., MEXICO AND CANADA HAVE A NEW TRADE AGREEMENT THAT MODERNIZED THE 25 YEAR OLD NAFTA INTO A TRILATERAL, HIGH STANDARD INSTRUMENT.
- ▶ IT WILL SUPPORT MUTUALLY BENEFICIAL TRADE, LEADING TO A FREER MARKET, FAIRER TRADE AND MORE ROBUST ECONOMIC GROWTH IN NORTH AMERICA.
- ▶ IT BRINGS CERTAINTY FOR OUR TRADE EXCHANGES AND INVESTMENTS IN THE THREE COUNTRIES.
- ▶ COMMITMENT TO PRESERVE THE COMPETITIVENESS OF THE REGION

- ▶ IT KEEPS THE DISPUTE SETTLEMENT MECHANISM AND INTEGRATES A REVIEW PROCESS SO WE DO NOT WAIT OTHER 25 YEARS FOR THAT PURPOSE (NO SUNSET CLAUSE).
- ▶ RULES OF ORIGIN FOR VEHICLES AND HEAVY VEHICLES, AUTOPARTS. 12 SIDE LETTERS, IN THE EVENT THAT U.S. IMPOSES PUNITIVE TARIFFS ON THIS SECTOR.
- ▶ RULES OF ORIGIN FOR ELECTRONIC PRODUCTS AND CHEMICALS
- ▶ BETTER PROCESS FOR CERTIFICATION OF AGG PRODUCTS (NO SEASONAL CLAUSE).
- ▶ IT INCLUDES NEW SECTORS: INTELLECTUAL PROPERTY (BIOLOGIC DRUGS), TELECOMMUNICATIONS, ENERGY, E-COMMERCE.
- ▶ LABOR, ENVIRONMENT, ANTICORRUPTION, REGULATORY POLICIES. 11 ANNEXES.

COLORADO

\$2.6 Billion Trade in Goods



Trade Highlights

- ❖ Colorado exports **\$1 billion in goods** to Mexico:
 - Mexico is Colorado's **second largest export market**.
 - **Meat** is Colorado's leading export sector to Mexico with **\$208 million** in 2016, accounting for **20%** of total meat exports for Colorado.
 - Colorado exported **\$153 million** of **fabricated metal products** to Mexico, its largest export market.
- ❖ Trade with Mexico supports **over 88,000 jobs** in Colorado.

Mexican Investment & Jobs

- ❖ Mexican investment supports **nearly 1,400 jobs** in Colorado:
 - **Gruma Corporation** is a wholly-owned subsidiary of Mexico's corn flour and tortilla company **Gruma**. It produces 1.4 million metric tons of corn flour and tortillas every year, and its products are available in 30,000 retail food outlets across the U.S. Gruma's plant in **Pueblo employs 300 workers**.
 - **Grupo Bimbo** of Mexico is the largest bakery company in the world. In the U.S., the company operates under its own brand and 29 other brands, including Sara Lee, Mrs. Baird's and Earthgrains. Its operations in Commerce City, under the brand name **Earthgrains, employs 245 people**.
 - Mexico's **CEMEX** is a global leader in the building materials industry. In **Longmont**, CEMEX operates a Portland cement plant **providing the city with 100 jobs**.

MEXICO – COLORADO TRADE HIGHLIGHTS

- ❑ COLORADO EXPORTS **\$1 BILLION IN GOODS** TO MEXICO:
- ❑ MEXICO IS COLORADO'S **SECOND LARGEST EXPORT MARKET.**
- ❑ **MEAT** IS COLORADO'S LEADING EXPORT SECTOR TO MEXICO.
- ❑ COLORADO EXPORTED **\$153 MILLION OF FABRICATED METAL PRODUCTS** TO MEXICO
- ❑ TRADE WITH MEXICO SUPPORTS **OVER 88,000 JOBS** IN COLORADO.

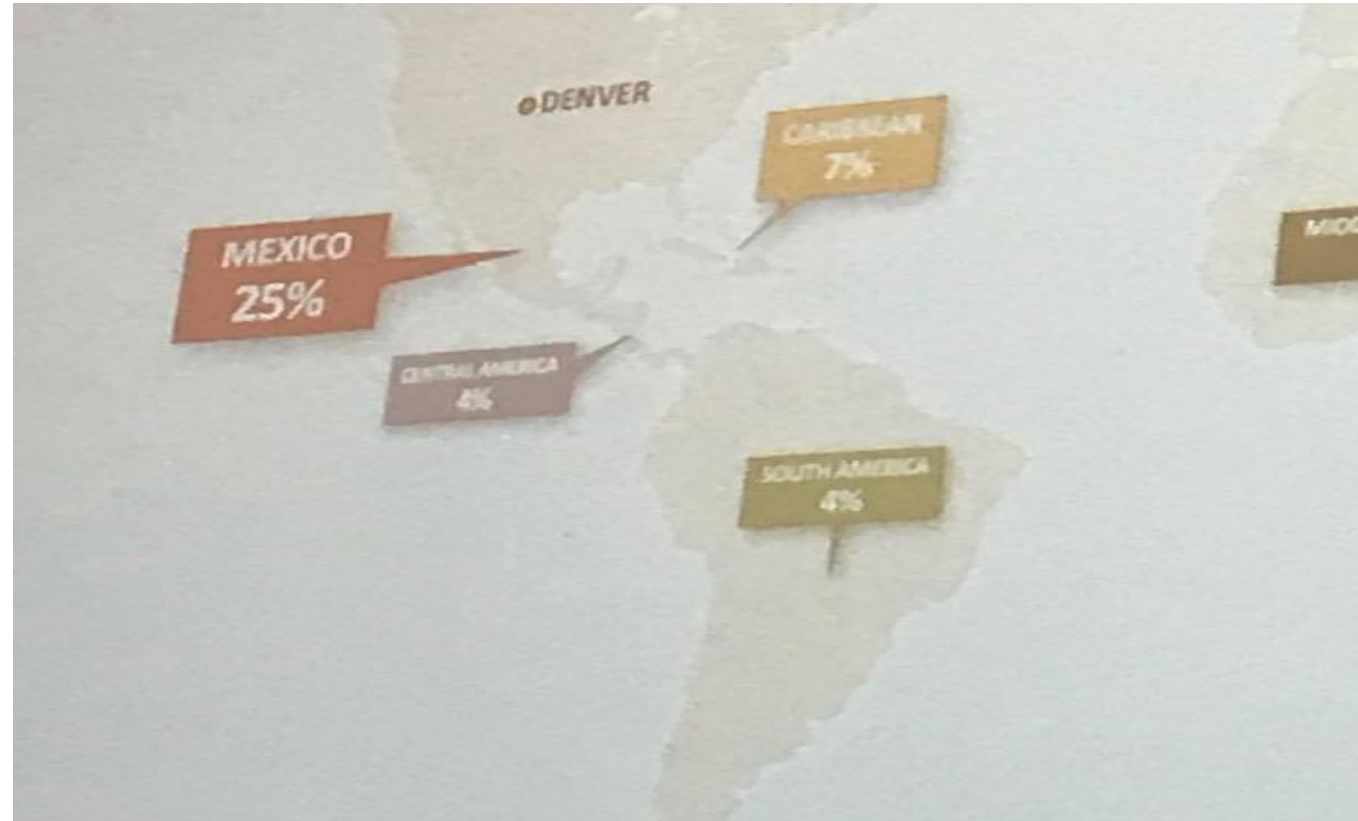
MEXICAN INVESTMENT AND JOBS IN COLORADO

- ❑ MEXICAN INVESTMENT SUPPORTS NEARLY 1,400 JOBS IN COLORADO
- ❑ GRUMA PLANT IN PUEBLO – PRODUCES 1.4 MILLION METRIC TONS OF CORN FLOUR
- ❑ GRUPO BIMBO – LARGEST BAKERY COMPANY HAS OPERATIONS IN COMMERCE CITY - EARTHGRAINS TRADE MARK-
- ❑ CEMEX GROUP OPERATES IN LONGMONT
- ❑ CEMENTOS DE CHIHUAHUA OPERATES A PLANT IN PUEBLO

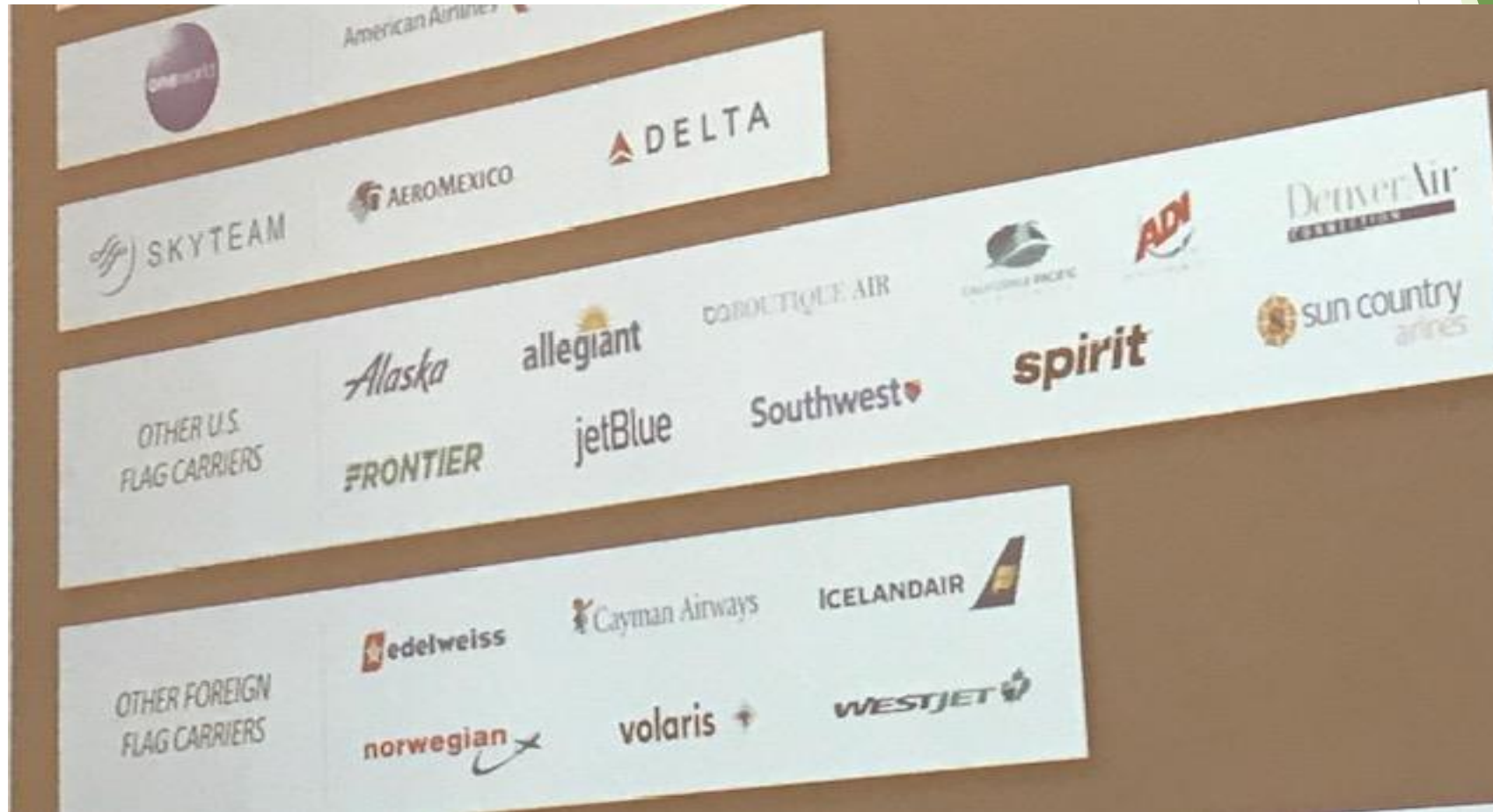
MEXICO – COLORADO TOURISM

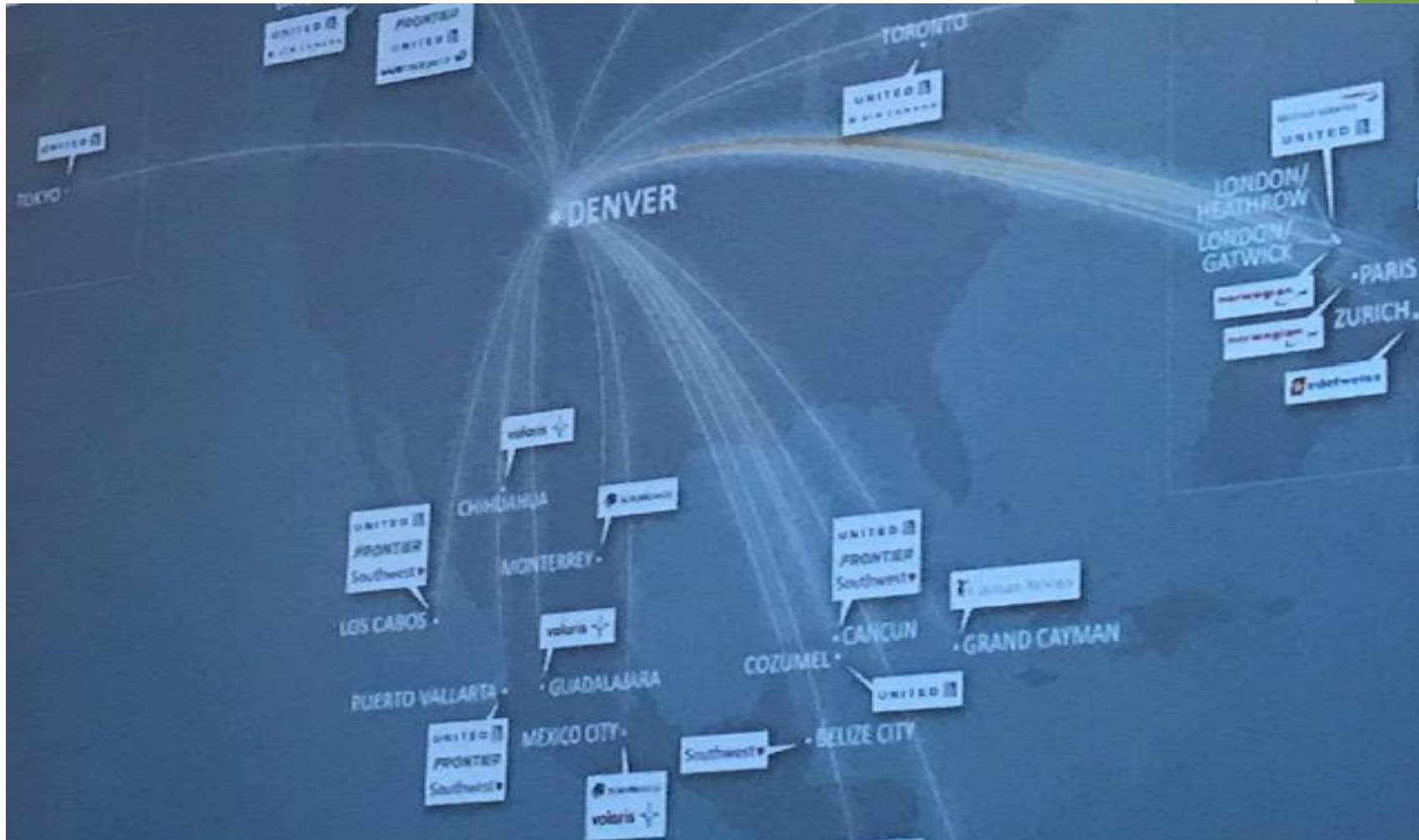
- AMERICANS TRAVEL TO MEXICO MORE THAN ANY OTHER FOREIGN DESTINATION
- MORE THAN 18.4 MILL MEXICANS TRAVELED TO THE U.S. WE ARE THE SECOND LARGEST GROUP TO VISIT THE U.S.(2015)
- MEXICO IS THE U.S.'S **THIRD LARGEST** SOURCE OF SPENDING FROM INTERNATIONAL TOURISM.
- MEXICO REPRESENTS 25% OF TRAVELERS TO D.I.A. VS 32% ALL EUROPEAN COUNTRIES.

NAFTA-Colorado



❖ 8 DIRECT FLIGHTS TO/FROM MEXICAN DESTINATIONS OUT OF DENVER INTERNATIONAL AIRPORT





- ❖ **MEXICO IS NOT ONLY A TRADING PARTNER FOR THE UNITED STATES. WE COOPERATE EXTENSIVELY IN MANY ISSUES LIKE SECURITY, BORDER DEVELOPMENT, ENVIRONMENT, EDUCATION, INDUSTRIAL DEVELOPMENT AND MANY MORE.**
- ❖ **THE MEXICAN AND MEXICAN-AMERICAN COMMUNITY IN THIS COUNTRY CONTRIBUTES WITH ITS WORK TO THE PROSPERITY.**
- ❖ **OUR BILATERAL RELATIONSHIP HAS BEEN BASED ON COOPERATION AND MUTUAL UNDERSTANDING ABOUT THE OPPORTUNITIES AND CHALLENGES THAT WE SHARE AS NEIGHBORS AND PARTNERS.**

