

Corredores de Comercio del NAFTA

Laredo, Texas: Puente Comercial de las Américas





The Objective of recent trade missions to Central and South America:

To position Laredo, Texas as a logistics hub, to promote its approximate 1,000 trade related companies which service international trade, and to help re-direct international trade and commerce from the traditional ports on the east and west coasts to Laredo, Texas be it by air or by surface transportation. If by surface transportation linking Laredo, Texas to a port in the Republic of Mexico with rail and highway.

Goal: Create jobs!



Why are trade missions important?

To create awareness of the Port of Laredo, Texas and the services it can provide the international trade community.

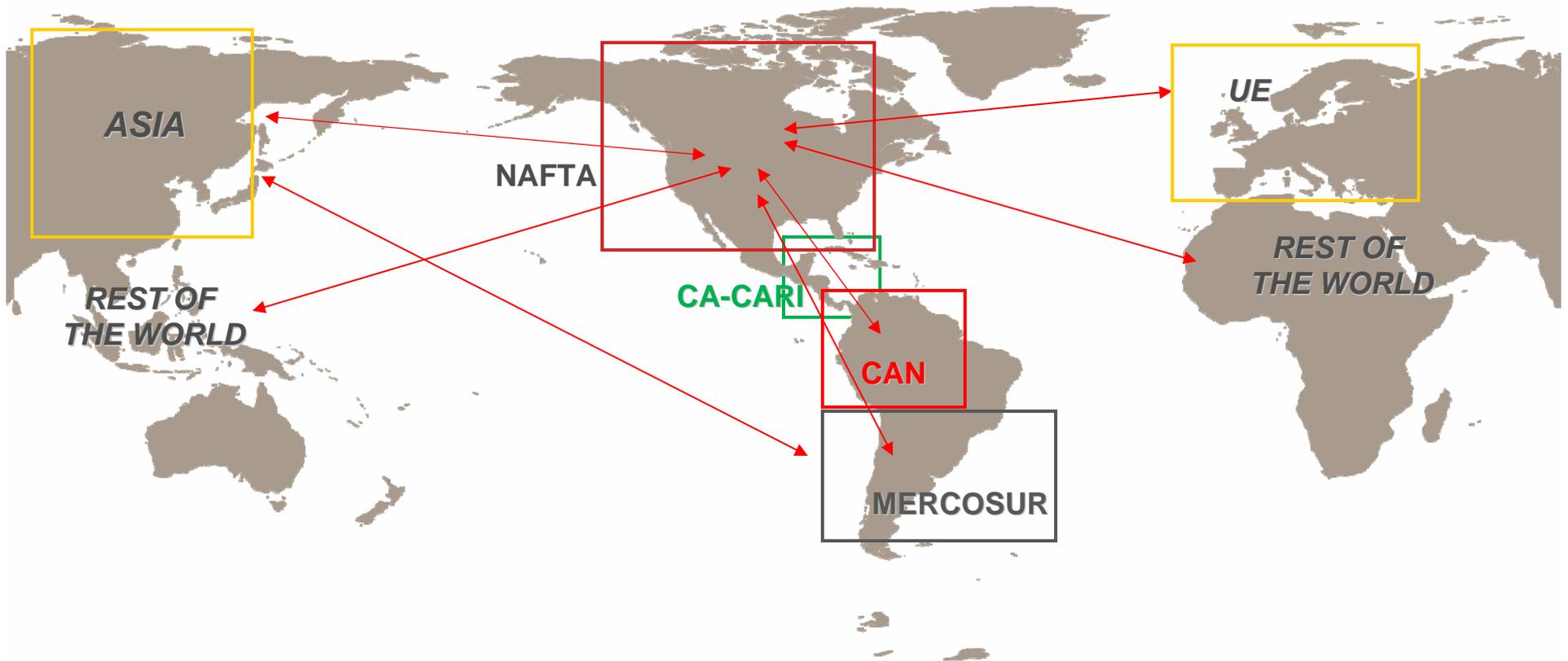
Exporters / importers and logistics service providers in these Central and South America countries prior to our visits had no knowledge of where Laredo, Texas is located, no knowledge of Laredo's role in servicing international trade, the 6th Largest U. S. Customs District. Not aware that Laredo has ample infrastructure to service international trade, that the Port of Laredo provides direct access to all three NAFTA markets, saves time and saves money.



CONECTIVIDAD GLOBAL

PARA EL AÑO 2020, EL 80% DE TODOS LOS BIENES PRODUCIDOS EN EL MUNDO CRUZARAN FRONTERAS EN COMPARACIÓN AL 20% ACTUAL

(SOURCE: MCKINSEY AND COMPANY)





Los 10 Distritos Aduaneros más importantes de Estados Unidos en billones US \$





Corredores NAFTA- Rutas



Fuente: Nasco Corridor

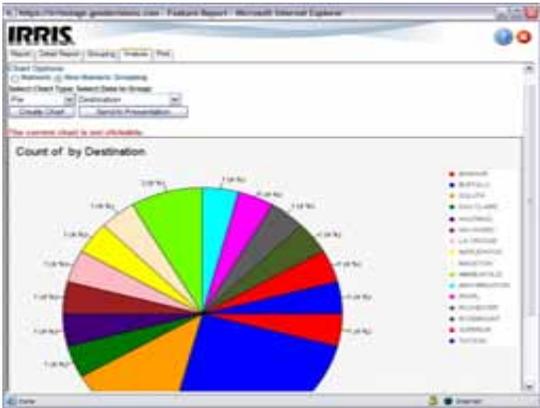


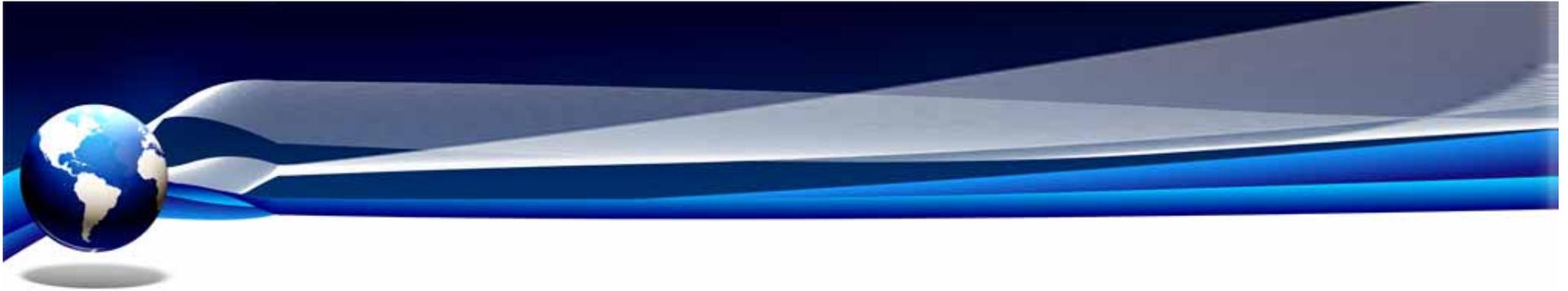
Corredor NAFTA- Seguridad



IRRIS

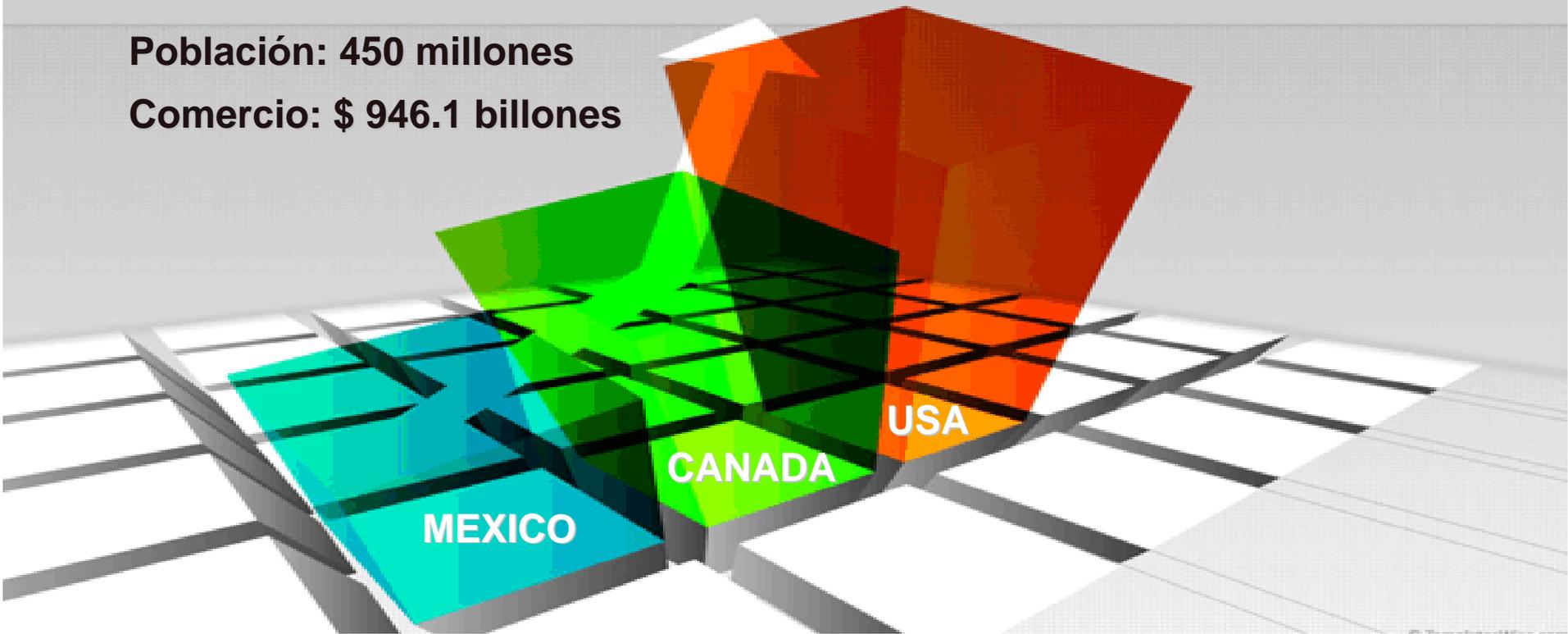
- ✓ Seguimiento de la Carga
- ✓ Condiciones del tiempo
- ✓ Vigilancia en la ruta
- ✓ Análisis del Destino
- ✓ Cruce Fronterizo
- ✓ Infraestructura





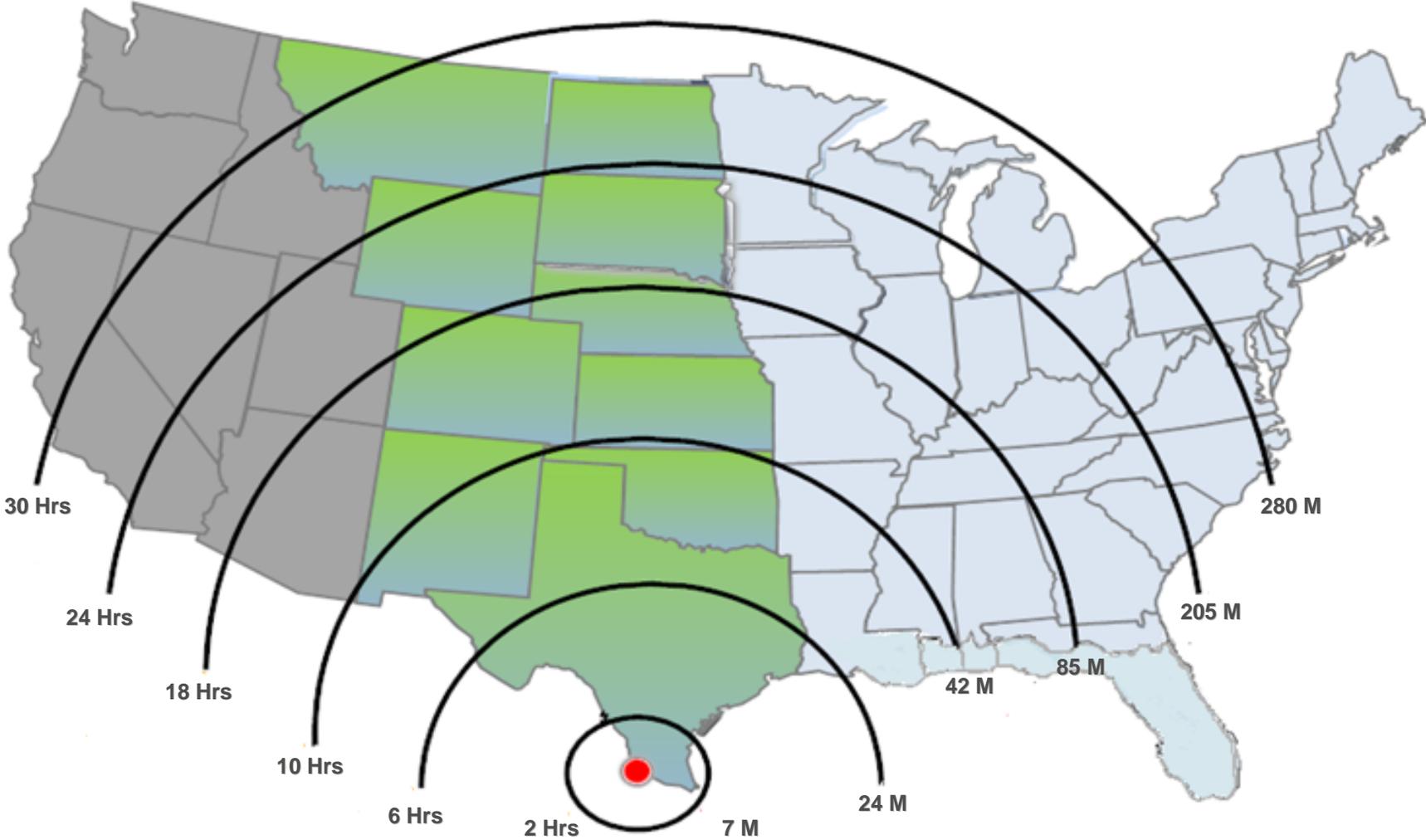
Mercado NAFTA

Población: 450 millones
Comercio: \$ 946.1 billones





Mercado Centro USA





Aeropuerto Internacional de Laredo, Tx.





Infraestructura de Carga



- Más de 20 Empresas Charter
- Capacidad adicional de plataforma para estacionar 35 aviones tipo B-757
- 37,800 m2 áreas de almacenaje



Comparación Costo de Aeropuerto (DC-8-61/71 - 249,000 lbs)



	Laredo Texas	Miami Florida	LAX California	JFK New York
Landing Fee Rate	\$ 0.75	\$ 1.18	\$ 3.33	\$ 6.40
Landing Fee	\$ 186.75	\$ 293.82	\$ 829.17	\$ 1,593.60
Parking Fee (24 Hrs.)	\$ 0	\$300.00	\$100.00	\$192.00
Total	\$ 186.75	\$593.82	\$929.17	\$1785.60



Capacidad en el manejo de carga refrigerada





Operaciones Logísticas en Laredo de Clase Mundial

TOP 10



Supply Chain Solutions



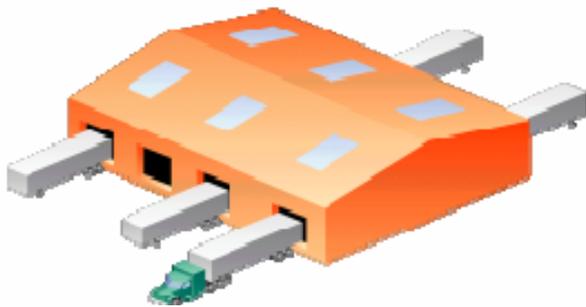


Centro Multimodal de Comercio Exterior en Laredo, Texas

**Servicio a la
carga**

**Servicio al
exportador**

**Servicio al
importador**



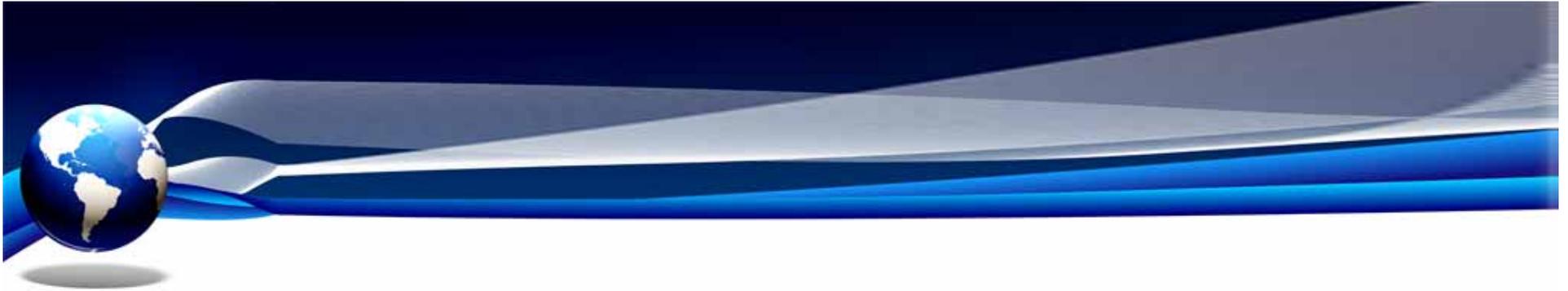
Pre-Transacción



Transacción



Post-Transacción



RUTALOGÍSTICA





Comparativo de costos

Type of Container	Puerto de Origen	Puerto de Arribo	Destino Final	Flete Marítimo	Flete terrestre	Porción Laredo - Destino	TOTAL (USD)	Tiempos de tránsito marítimo	Tiempos de tránsito terrestre/intermodal	TOTAL TT	Distancia en desde Puerto de arribo a destino final (Kms)	Ahorro en comparación con .. (USD)	Diferencias en tiempos de tránsito
20´DC	Callao	Miami	Dallas	\$2,200.00	\$2,131.43		\$4,331.43	14 días	2 días	16 días	2200.16	\$1,632.53	6 días
20´DC	Callao	Manzanillo	Dallas	\$1,330.00	\$700.00	\$668.90	\$2,698.90	6 días	4 días	10 días	2065.44		
20´DC	Callao	Long Beach	Dallas	\$2,108.00	\$2,258.71		\$4,366.71	18 días	2 días	20 días	2331.55	\$1,667.81	10 días
40´DC	Callao	Miami	Dallas	\$2,500.00	\$2,131.43		\$4,631.43	14 días	2 días	16 días	2200.16	\$1,677.53	6 días
40´DC	Callao	Manzanillo	Dallas	\$1,585.00	\$700.00	\$668.90	\$2,953.90	6 días	4 días	10 días	2065.44		
40´DC	Callao	Long Beach	Dallas	\$2,483.00	\$2,131.43		\$4,614.43	18 días	2 días	20 días	2331.55	\$1,660.53	10 días
40´RF	Callao	Miami	Dallas	\$4,600.00	\$3,497.73		\$8,097.73	14 días	2 días	16 días	2200.16	\$2,075.05	6 días
40´RF	Callao	Manzanillo	Dallas	\$4,225.00	\$700.00	\$1,097.68	\$6,022.68	6 días	4 días	10 días	2065.44		
40´RF	Callao	Long Beach	Dallas	\$4,500.00	\$3,706.60		\$8,206.60	14 días	2 días	16 días	2331.55	\$2,183.92	10 días



Laredo International Bridges

The City of Laredo will install cold rooms at the World Trade and Colombia International Bridges so that the cold chain is not broken when perishable products are inspected.

Laredo will have state of the art cold inspection facilities not found on the entire U.S. / Mexico border.

These cold inspection facilities will serve not only perishable products from Mexico but also from Central and South America.



Accomplishments

- **Guatemala**

Two exporters of snow peas, sweet peas and mini-vegetables

Status:

Waiting for cold inspection rooms at the World Trade and Colombia international bridges to be completed to initiate exports.

- **Honduras**

Coffee bean exporter

Status:

Exporter is working on a business plan to establish a Distribution Center in Laredo.



Wal-Mart's Distribution Center for Central America is located here in Laredo.



Accomplishments (cont'd)

- **Nicaragua**

A Free Trade Zones Developer & Trading Company

Status:

To open offices in Laredo by June 14th.

- **Costa Rica**

- Two fresh Pineapple Exporters

- **Status:**

- Both companies preparing a business plan to establish a Distribution Center in Laredo utilizing a local Cold Storage in Laredo.



Accomplishments (cont'd)

- Costa Rica (cont'd)

An exporter of fruit juice and concentrates of fruits exporter

Status:

Negotiating with a Texas company to supply pineapple and mango concentrate. If operations are satisfactory, the distribution hub will be in Laredo because the logistic operation will be CIF Laredo.



Accomplishments (cont'd)

Panama

Hub Multimodal Alimentos (Food Park)

Status:

Signed MOU to promote and assist in the creation of an “Cargo Air Bridge” Panama-Laredo. Linking the former Howard Air Force Base in Panama with the Laredo International Airport.



Accomplishments (cont'd)

Peru

The Peruvian Government is developing three (3) strategically located foreign-trade zones called Ceticos on major sea ports to boost international trade between the U.S., Brazil and the Far East.

- **Ceticos Paita (north)**
- **Ceticos Matarani (central)**
- **Ceticos Ilo (south)**

The three (3) industrial clusters located on Peru's Pacific are now connected to Brazil's Atlantic coast through the "Inter Oceanic Highway".

The City's trade mission met with the Minister of Production, Director of International Trade, the President of Lima's Chamber of Commerce who represents 8,000 affiliated members, the President of AMCHAM all agreed that the Laredo NAFTA corridor is a viable alternative, saves time and money.



Accomplishments (cont'd)

- Peru

A Peruvian trade mission is being planned to tour the NAFTA Trade Corridor starting with the Mexican Pacific ports. Approximately 70-80 Peruvian business people will visit Laredo to meet with local logistics operators.

ComexPeru, association of exporters, offered to post Laredo's power point presentation and promotional video on its web site.

It is important to note that Peruvian exports now at \$20 billion USD are forecasted to grow to \$30 billion by 2012.

Approximately 40% of Peruvian exports are to NAFTA.



Accomplishments (cont'd)

- Peru

A textile manufacturer currently imports west Texas cotton via the Port of Long Beach, to Manzanillo, in Manzanillo the cotton is off-loaded and remains in Manzanillo until another ship picks up and transports to the Port of Callao.

The textile manufacturer was impressed with the proposed route - west Texas to Laredo to Manzanillo to the Port of Callao. Most impressed by savings in transport time and cost.

Peru is a major exporter of asparagus of which 70% of exports is shipped by air of which 70% is flown on commercial passenger aircraft to Miami, Florida. We are currently working with air charter companies operating at LRD to link Lima, Peru to Laredo.



Accomplishments (cont'd)

- Ecuador

It's Export Chamber wishes to develop a working agenda with the City of Laredo to promote business that would use the NAFTA trade corridor. The Export Chamber is proposing that a trade mission come to Laredo to discuss an MOU with the City of Laredo to include the feasibility each party to open an office in the other's country.

Manta Chamber of Commerce.

Is proposing an MOU with the City of Laredo to promote exports of shrimp, tuna and fish from the Manta region.



Accomplishments (cont'd)

- **Ecuador**

A logistics service provider wishes to start an air link Quito-Laredo to ship fresh flowers, mostly roses. And they propose to establish a base of operations in Laredo.



Accomplishments (cont'd)

- **Chile**

AMCHAM-Chile is proposing that the City of Laredo participate in “Puertas de entrada al Mercado de USA” conference to be held July 5th-8th as a presenter.

SOFOFA (Sociedad Fomento Fabril), a major association of exporters and importers wish to develop an agreement with the City of Laredo to promote the NAFTA trade corridor and is considering a trade mission to Laredo. SOFOFA is inviting the City of Laredo to a business and logistics operator event in Santiago.



Business Future of the Americas & AACCLA's Midyear Meeting

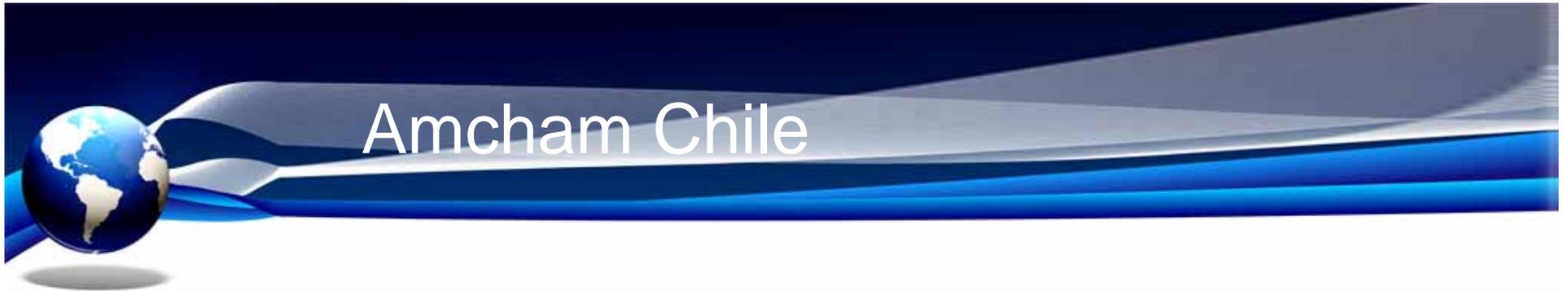
Peru 2010

June 21st-24th

Trade Facilitation

- Customs and Trade Security
- Export and Investment Promotion
- Infrastructure and Logistics
- Productive Chains and Exporting SMEs

www.perumeetingaaccla2010.com



Amcham Chile

Chile

July 5th-9th

“Puertas de ingreso a los Estados Unidos”



EXPO LOGISTICA
Panamá 2010

October 7, 2010



Trade Missions

These and other trade related business conferences and or trade missions that the City of Laredo may or may not participate will be posted on the City of Laredo web site. www.laredocafta.com

The City of Laredo welcomes and encourages all 1,000+ local logistics service providers to participate in these events to help promote Port Laredo.



Thank you!