



**I. C. P. A. Conference**  
**Dallas, TX**  
**October 16, 2008**

**Mexico:**  
**Our #1 Trading Partner**

**Presented by: Victor M. Orduna**



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## Significance of International Trade

### Why is International Trade Important ?

- Backbone of our modern, commercial world, as producers in various nations try to profit from an expanded market, rather than be limited to selling within their own borders
- Strengthen the economic prosperity of companies from all 50 states
- Nearly every state in the country exported at least \$1 Billion worth of goods to markets overseas
- Exports create thousands of jobs as export-oriented businesses work to fulfill customers' orders around the world



## Benefits of International Trade

### International trade: an essential part of our national and local economies.

- International trade generates nearly
  - 30% of US GDP
  - 95% of retail & commercial consumers live outside of the US
  - 97% of exporters are small businesses
- Exports directly support over
  - 12 million jobs in the US
  - millions more indirectly
- Imports keep inflation low and expand consumer choice and quality
- Foreign companies in the US directly employ
  - 5.1 million Americans and
  - support millions more indirectly



## Facts about Texas

### Texas

- Leading State exporter in the USA for a record 6<sup>th</sup> year in a row
- 2007: Exports totaled \$168 billion
- Gross State Product was \$1.12 trillion – 10<sup>th</sup> largest in world
- Voted *Best State for Business* 2008 by CNBC
- Ranked #1 in 2008 by *Chief Exec. Magazine* – 3<sup>rd</sup> year in a row
- Named 'State of the Year' 2007 by *Business Facilities* magazine
- Dominates *Forbes* 'Best Cities' list – 5 cities in the top 20



## Facts about Texas

- Houses most
  - *Fortune 500* HQ's of any state – 56 companies
  - *Hispanic Business 100* of any state – Record 23
- Home to
  - 2 of top 10 US export markets – Houston & DFW
  - largest airport cluster in US – 1900+ airport
- Ports handle > 50% of all US foreign imports & exports
- Produced
  - 1.2 million jobs in last five years
  - over half of all new US jobs in 2007



## Where do Texas Businesses Export ?

- Texas Businesses exported
  - Over \$168 Billion to over 200 countries
  - To Mexico and Canada as our largest trading partners - \$56B & \$16B
  - To Latin America and continues to represent an excellent opportunity
- Laredo represents an excellent distribution point
  - 42 % of Imports/Exports between USA – Mexico crosses @ Laredo
  - Geographic center of Eastern, Central, and Western USA
  - Competitive labor and work force
  - More
    - Warehousing than San Antonio, Houston put together
    - Truck lines, US and MX broker than any other port

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## What does International Trade Mean to Texas?

### **“Trade Means Jobs”**

- Global demand for \$168 billion in Texas-produced goods generates more than 455,000 jobs
- Export-supported employment related to manufactured goods accounts for nearly 1 of every 18 private sector jobs in Texas
- Over 31,000 businesses in Texas sell their products overseas, and they all employ “Texans”
- 91% of Texas businesses that export are small and medium-size companies
- There are over 350,000 Texans employed by foreign companies

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## What International Trade Mean to Texas?

### **"Trade Means Revenue"**

- Sales revenue
  - generates jobs and
  - supplements the state tax base, which
  - funds community assets like roads and schools
- Exports
  - \$32 billion in chemicals sales are exports
  - \$14.5 billion in computers & electronics
  - \$128.8 billion in Texas manufactured goods - represents 13.1% of the total state economy
- FDI into Texas in 2007
  - \$11.8 billion
  - creating nearly 5,000 new jobs



## Facts about Laredo, Tx

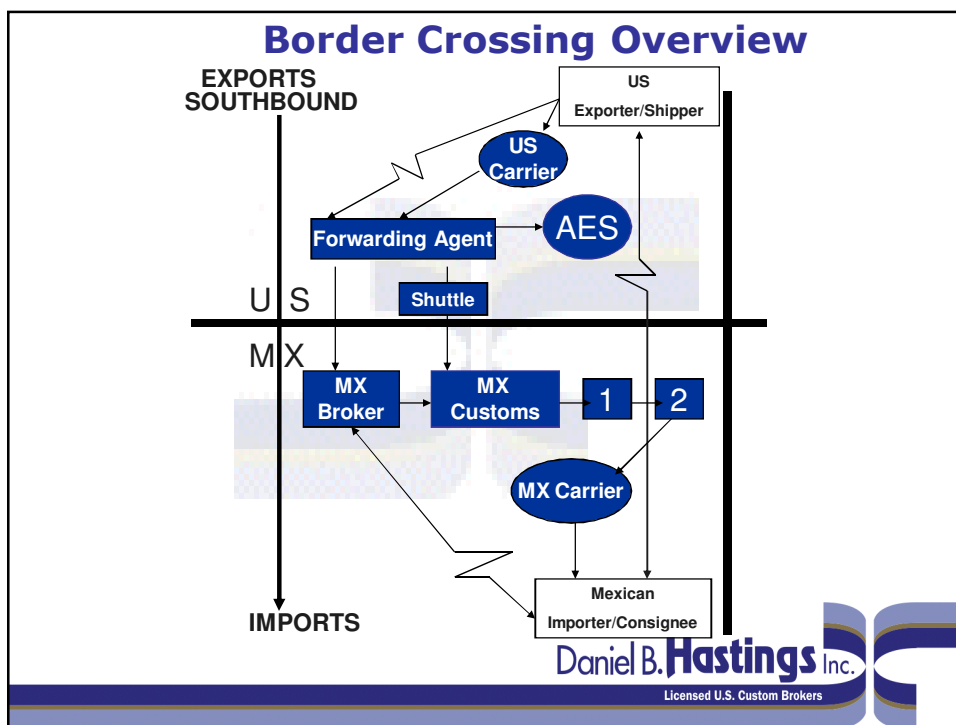
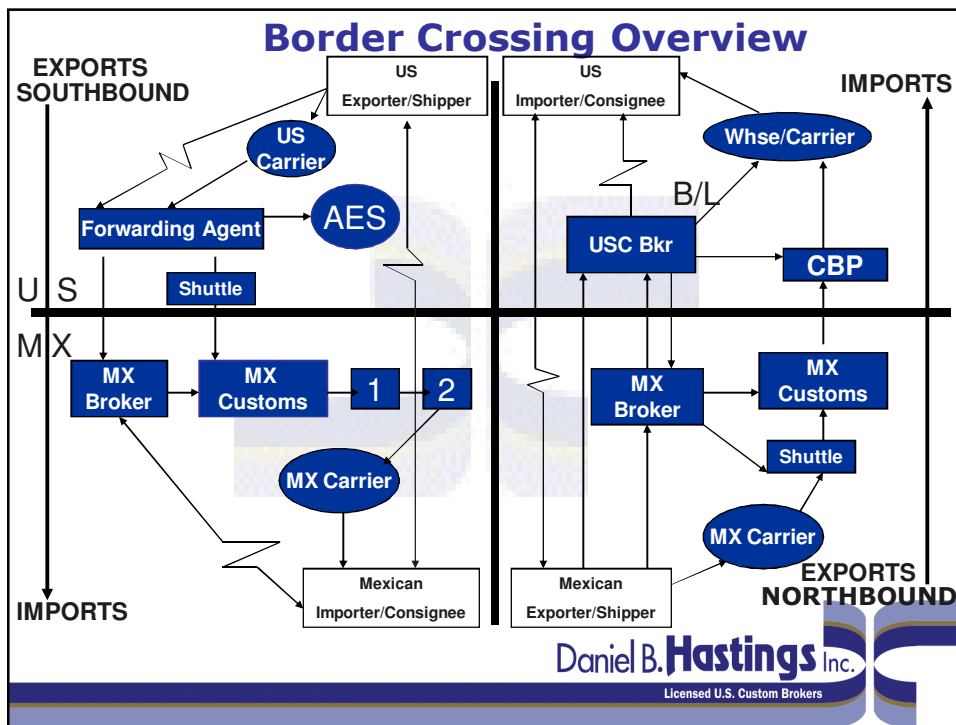
### **Laredo**

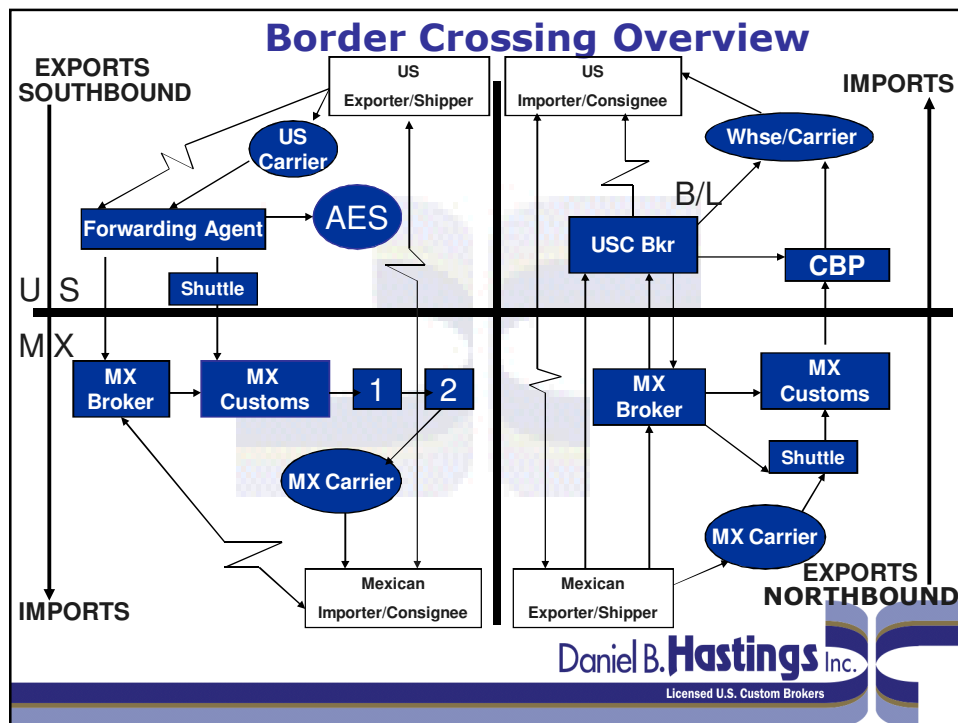
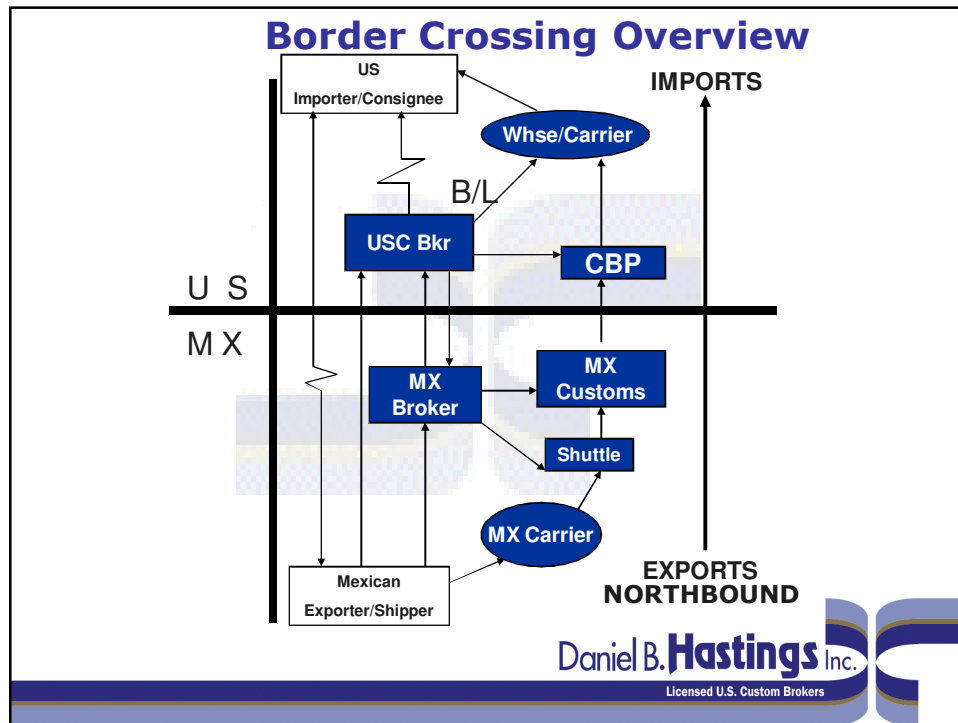
- #1 Inland Port on U.S.-Mexico Border
- \$110 Billion US-Mexico Import Export/Trade
- 8<sup>th</sup> largest Int'l Airport Cargo Hub in USA to Latin America
- #1 interchange for Rail Cars U.S. – Mexico
- Processes over 42% of all U.S.-Mexico trade

### **Port Laredo**

- Top 20 "Boomtowns - Hottest Small Cities" by Inc. Magazine







# IncoTerms

INCOTERM	SERVICES & RESPONSIBILITY												
	Warehouse Storage	Warehouse Labor	Export Packing	Loading Charges	Inland Freight	Terminal Charges	Loading On Vessel	Forwarder's Fee	Ocean/Air Freight	Charges On Arrival At Destination	Duty, Taxes & Customs Clearance	Delivery To Destination	
EXW Ex Works	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FCA Free Carrier	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FAS Free Alongside Ship	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
FOB Free On Board Vessel	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer
CFR Cost & Freight	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
CIF Cost Insurance & Freight	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
CPT Carriage Paid To	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
CIP Carriage Insurance Paid To	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
DAF Delivered At Frontier	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
DES Delivered Ex Ship	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer	Buyer
DEQ Delivered Ex Quay Duty Paid	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer
DDP Delivered Duty Paid	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
DDU Delivered Duty Unpaid	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Buyer	Buyer	Buyer

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# IMMEX

Industria Manufacturera, Maquiladora, y de Servicios de Exportacion

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## IMMEX

### **Purpose of the IMMEX Executive Decree**

- To promote and grant advantages to manufacturing companies, Maquiladoras, and enterprises involved in rendering export services
- Consolidate the existing Maquiladora, PITEX, ALTEX, and other similar programs
  - Automatic merger of programs for companies having more than one Maquila, PITEX, ALTEX or other Permits
  - The term "Maquiladora" will be preserved

Only Program to Temporarily Import into Mexico

Raw Materials

Parts and Components

Machinery



## IMMEX (cont.)

### **Merchandise Imported IMMEX:**

### **Duration of stay in Mexico**

- Up to 18 months for fuel, lubricants, raw materials, parts and components, labels and pamphlets
- 12 Months for certain Merchandises
- 6 Months for Textile and ready-made garments
- 2 years for containers and trailer vans.



## **MEXICO: IMPORTER OF RECORD**

**Who can be the Importer of Record for the various types of Mexico Entry?**

- **Temporary Imports**
- **Consumption**
- **NAFTA**



## **IMPORTER OF RECORD: MEXICO**

- **Mexico Company**
- **IMMEX Company**
- **Mexico National (Physical) Person**
  - **ALL must be Registered in Import Registry – 'Padron de Importacion'**



**IMPORTER OF RECORD: MEXICO**  
**CONSIGNMENT – CONSIGNACION**

- **Mexico Company**
- **IMMEX**
- **Mexico Physical Person**
  - registered in Treasury's Importer's Registry

**USA Company**

- Mexico Customs will issue a RFC (IRS) Importer Number

  
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**IMPORTER OF RECORD: MEXICO**  
**CONSIGNMENT – CONSIGNACION**

- Must enter a Bonded Warehouse
- Withdraw merchandise under Mexico Company's Name & RFC
- Must be registered in the Importer's Registry/ Padron de Importation

  
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# CHALLENGES on the US -Mexico Border



## CHALLENGES: Mexico Brokers

- Securing Mexico 'electronic' Power Of Attorney (POA) to Mexico Broker, *Encargo Conferido*
- Getting fast/quick quotes for imports from the Forwarding Agent & Mexico Broker
- Securing a flat rate Fees vs. *Ad Valorem Fees*
- Multiple Examinations:
  - Up to four (4) or more –
  - Roving Check Points set up on Hwy
- Mx Brokers to Finance: Do Not Finance Duties, VAT, or Disbursements
- Complicated OGA Permits/ Licenses



## CHALLENGES: E-Manifest

### E-Manifest: Who will transmit?

- The Carrier: Shuttle/Drayage/Cartage (as defined by CBP) when entering the CBP compound

### How will the data be transmitted

- CBP Ace Portal set up by Carrier
- US Importer/Broker: Direct via ABI/EDI
- Third party service provider



## CHALLENGES: E-Manifests

### PENALTIES

- Wrong E Manifest information transmitted (SCAC Code, Driver, Tractor, Trailer)
- Arriving prior to the 1/2 Hours after transmission
- Arriving 5 days after of transmission



## CHALLENGES: Penalties

### PENALTIES

- **1<sup>ST</sup> Offense: \$5,000.00 USD to Driver**
- **2<sup>nd</sup> and subsequent offenses: \$10,000.00 USD (19 CFR 1436) to Driver**

**Who will pay?**

**Who Caused the Error?**

**What happens to cargo while the decision is made?**



## CHALLENGES: C-TPAT (2001)

### C-TPAT "Certified" companies in the Supply Chain

- Mexico Manufacturer
- Mexico Long Haul Carrier (2007)
- Mexico Drayage/Shuttle
- U. S. Broker
- U. S. Truck Line
- U. S. Importer



## **CHALLENGES: US -Mexico Border**

### **C-TPAT Certification "Not Required" for other MX companies in the Supply Chain**

- Originating Mexico Warehouse
- Mexico Yard receiving van or container at Origin or on the MX border city
- Mexico Broker

### **Why has CBP excluded them?**

- **ALL Supply Chain participants 'must' be C-TPAT 'Certified if C-TPAT is to work!**



## **CHALLENGES: FAST/EXPRESS**

### **FAST: USA - CBP**

- Mexico Manufacturer must be C-TPAT Certified
- US Manufacturer must be C-TPAT Certified
- Carrier (Shuttle/Drayage/Cartage) must be C-TPAT Certified


### **EXPRESS (FAST): Mexico - Mx Customs**

- Imports into Mexico
  - Importer: Empresa Certificada
  - Carrier: C-TPAT & FAST Certified
- Export out of Mexico
  - Carrier: C-TPAT & FAST Certified



### USA-Mexico Customs Differences


USA	Mexico
<ul style="list-style-type: none"> <li>▪ Harmonized Tariff System – 10 digit</li> <li>▪ Power of Attorney</li> <li>▪ 7501 Entry Summary</li> <li>▪ Importer Responsible for HTS classification</li> <li>▪ Duties paid 10 days after release by customs</li> <li>▪ Must export or destroy TI B</li> </ul>	<ul style="list-style-type: none"> <li>▪ Harmonized Tariff System – 8 digit</li> <li>▪ Encargo Conferido</li> <li>▪ Pedimento</li> <li>▪ Mexican broker responsible for HTS classification</li> <li>▪ Duties paid prior cargo entry</li> <li>▪ Convert TIB to Consumption</li> </ul>



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### USA-Mexico Customs Differences

USA	Mexico
<ul style="list-style-type: none"> <li>▪ Duties &amp; MPF</li> <li>▪ Simple labeling &amp; marking</li> <li>▪ Exports - AES - EEI</li> <li>▪ Single Cargo Selectivity Process</li> <li>▪ Foreign Importers</li> <li>▪ Surety Bonds</li> </ul>	<ul style="list-style-type: none"> <li>▪ Duties, MPF, Validation, Pre-validation and VATax (IVA)</li> <li>▪ Complex labeling (NOMs) &amp; markings</li> <li>▪ Export Pedimento</li> <li>▪ Double Cargo Selectivity Process</li> <li>▪ No Foreign Importers</li> <li>▪ No Surety Bonds</li> </ul>



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# SAVINGS ON THE BORDER Is This Possible ???



## CONSOLIDATED ENTRY: Imports/Exports

### Allows for 2 types of Consolidated Entries:

- Daily
- Weekly
- Each entry carries a
  - Pre-Validation (Mx Customs)PLUS
  - Validation (Mx Broker) Charge
  - ❖ \$160.00 Pesos + \$80.00 Pesos = \$240.00 Pesos
- Savings: **One time charge of the Pre and Validation charge at the beginning or end of the day or week**
  - Beware of charge to close out Pedimento



## SAVINGS ON THE BORDER

### Consolidated Entry: Daily

- Pre-Validation/Validation=\$240.00Pesos/entry or \$24.00 USD

### Daily: 3 shipments/day

- Charge for 1<sup>st</sup> Entry: \$24.00;
- Charge for subsequent Entries: \$0.00
  - Daily Savings = \$ **48.00**
  - Annual Savings = \$ **12,000.00**

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## SAVINGS ON THE BORDER

### Consolidated Entry: Weekly

- Pre-Validation/Validation=\$240.00Pesos/entry or \$24.00 USD

### Weekly: 21 (3X5) shipments/week

- 1<sup>st</sup> Entry: \$24.00
- Subsequent Entries: \$0.00
  - Weekly Savings = \$ **480.00**
  - Annual Savings = \$ **24,960.00**

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## SAVINGS ON THE BORDER

**CERTIFIED COMPANY**


- **Must be:**
  - Official Mexico Company
  - Must complete & submit
    - application to the Tax Administration (SAT)
    - Audited Financial Statements for last five (5) years
  - Show they have met Mexico Customs requirements
  - SAT will
    - go for on site review
    - Approve
  - Use Approved Mexico Broker
  - Use Approved Mexico Carriers

  
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## SAVINGS ON THE BORDER

### Advantages

- Declaration on Entry is taken off of Invoice; No real need to check and verify contents @ Forwarders Warehouse
- No Off Loading @ Forwarders Warehouse
- Lower Intensive Examinations @ MX Customs
- Allows for TIB to be converted to consumption entry if the TIB period has lapsed
- Allow Mx Company
  - to use Duty Preference Treatment: NAFTA, PROSEC,
  - Apply for Rule 8, Revision en Origen,

  
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## SAVINGS ON THE BORDER

### Advantages

- If amount of original Raw Material/ Parts/ Components to be imported runs out, Importer will be allowed to import without application for extensions to their Permit
- Can use the EXPRESS (FAST) Import lanes
- Can voluntarily make declaration or amendments to the Entry if errors are found (normally) **without penalty**
- **Can be given the Benefit of the Doubt**



## SAVINGS ON THE BORDER

### RULE 8/REGLA OCTAVA

- Must apply to SECON as a manufacturer
- Companies authorized by Secretariat of Economy, SECON, can import raw materials, components, parts, machinery, or equipment
- Must be for manufacture or used in production of a finished article
- Can Import under **"one"** HTS number under Chapter 98

### Advantages:

Minimize the Classification process in @ Forwarders Warehouse



## SAVINGS ON THE BORDER

### REVISION AT ORIGIN

- Must apply to Mexico Customs
- Allows MX Customs to accept the Entry/ Pedimento "Declaration" without verification or 'revision' of the Forwarding Agent on the US Border

### Advantages:

- **NO OFF LOADING/RELOADING @ FORWARDERS WAREHOUSE**

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## SAVINGS ON THE BORDER

### "NO" OFF LOADING/RELOADING

- Daily: 3 shipments
- Off Load/Re Load = \$100/Shipment
- 3 shipment/day X \$100/shipment = \$300/day X 250 days/ year

**Annual Savings of \$ 75,000.00 +**

**Other Savings of \$ 25,000.00**

**TOTAL = \$100,000.00**

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## (Future) Changes: Affecting International Trade



### “Future” Changes - US Customs

- **A**utomated **E**xport **S**ystem – **E**lectronic filing of **E**xport **I**nformation (AES – EEI)
- First Sale Rule/Indicator Required on Entry Summaries
- Lacey Act
- Importer Security Filing (ISF) 10 + 2 Rule



## AES - EEI

### Definitions:

- ITN: Internal Transaction Number
- FPPI: Foreign Principal Party in Interest
- USPPI: United States Principal Party in Interest
- USML: United States Munitions List
- PA: Power of Attorney
- EI: Export Information
- EEI: Electronic Export Information
- Routed Export: foreign-principal-party-in-interest (the "FPPI") authorizes a U.S. forwarding agent to facilitate the export of items from the United States on their behalf
- FTR: Foreign Trade Regulations

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## AES - EEI

- September 30, 2008: Mandatory filing for **EEI**
- ITN: "Only" acceptable proof of filing
- All EEI Filings: Pre-departure only
- Exception:
  - Companies with post-departure (Option 4) filing privileges
  - Filing false export information

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## AES - EEI

- Voluntary self-disclosure:
  - Allows for procedure for reporting violations to FTR
- Penalties for EEI:
  - Late filing
  - Non-filing of EEI
  - Filing false export information



## AES - EEI

- For "Routed Export" transactions,
  - the agent of the FPPI must provide the USPPPI with its PA or written authorization, if requested, before USPPPI provides required EI
- Allows the use of an estimated date of exportation if the actual date is unknown at the time of filing
- For Post-departure filing,
  - fatal errors must be reported within 10 days after filing
- Department of Commerce clarifies that a USPPPI may act as an agent of the FPPI in a routed export for purposes of filing the EEI AES
- Pass-words must be changed after an employee with direct access to AES has left the company



## AES - EEI

### Filing Time Frames for non-USML shipments:

- ITN must be provided to the carrier as follows:
  - Vessel cargo: 24 Hr prior to loading cargo
  - Air cargo including Air Express Couriers: 2 Hrs prior to scheduled departure
  - Truck cargo, including Express Consignment Couriers: No later than 1 Hrs prior to arrival of truck at US Border
  - Rail cargo and all other forms of transportation: No later than 2 Hrs prior to exportation



## AES - EEI

### New Census Penalties

- Failure to file and late filings:
  - \$1,000/day per delinquency not to exceed \$10,000/violation
- Non-filing violations, i.e., incorrect/false information:
  - Civil Penalties = \$10,000/violation
  - Criminal Penalties = \$10,000/violation and/or 5 years in jail

**Census is really serious about violations**



## 10 + 2 Rule

### What is it?

- Importers required to submit a "Security Filing" containing 10 data elements:
  1. Manufacturer (or supplier) name and address
  2. Seller (or owner) name and address
  3. Buyer (or owner) name and address
  4. Ship-to name and address
  5. Container stuffing location
  6. Consolidator (stuffer) name and address
  7. Importer of record number/foreign trade zone applicant identification number
  8. Consignee number(s)
  9. Country of origin, and
  10. Commodity Harmonized Tariff Schedule number

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## 10 + 2 Rule

### The +2 Data Elements to be required by the Carrier

- 1. Transmit a vessel stow plan on information about the "physical location" of cargo loaded aboard a vessel bound for the U.S; and
- 2. Container status messages, which reports the container movements and changes in status i.e., empty or full

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## 10 + 2 Rule

### **Importer Security Filing Rule (10+2) presently covers**

- Ocean Full Container Loaded (FCL) shipments;
- Break bulk shipments are excluded from this rule.
- Will include inland ports in the future (truck shipments)
- No word on implementation dates



## 10 + 2 Rule

### **How can the proposed rule affect International Trade?**

- Increased Fees:
  - Service providers will likely charge the Importer
- Increased penalties:
  - Importers face potential charges for
    - failure to file
    - inaccurate or
    - missing data
  - CBP: Proposing Liquidated Damages equal to the value of a shipment



## First Sale Rule

- Importers required to:
  - Declare the price paid by the buyer based on
    - Subsequent Sale versus the 'First Sale' value
    - The more expensive value vs the less expensive value
  - Prior to the merchandise entering into the United States
  - Flag entries an "F" CBP Form 7501
- CBP granted 30-day grace period (8/20-09/20/08, to make programming changes for electronic filing
  - Retroactive reporting on entries filed: 08/20-09/19/08
  - Retroactive reporting must be presented to CBP by close of business September 26, 2008
  - PEA: Not allowed for this one-time administrative reconciliation of entry summary data

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## The Lacey Act

Unlawful to import any plant or plant product w/o declaration

- "Plant" defined as:
  - Any wild member of the **plant kingdom**, including roots, seeds, parts or products thereof...trees from either natural or planted forest stands
- Declaration: At time of importation and must contain:
  - Scientific name of plant, to include genus & species
  - Value
  - Quantity **AND**
  - Name of the country from which the plant was taken
- **NOTE:** This country may be different from the imported item's country of origin and (if applicable) Average % recycled material in the product

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## The Lacey Act

### Commodities Potentially Affected

- Lumber
- Wood pulp
- Paper & Paperboard
- Live plants, if listed under
  - The Endangered Species Act, or
  - Laws pursuant to any State Law that provides for the conservation of species indigenous to the State and are threatened with extinction
- Furniture
- Umbrellas
- Resin

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## The Lacey Act

### Commodities Potentially Affected (cont.)

- Cigarettes
- Printed matter including goods imported with printed materials
- Boats, cars, trains, planes
- Musical instruments
- Pharmaceuticals
- Textiles
- Chewing Gum

**In short, anything containing anything derived from plants (*unless excepted*)**

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## The Lacey Act

### Potential Impact: Time and \$\$\$\$

- Information required at time of release, will result in
  - Delays
  - Inadmissibility
- "Paper" hard copy documents would have negative impact on
  - Paperless releases
  - Remote Location Filing
- Trade may need to develop detailed tracking systems to include Country of Harvest, which may not be country of origin, to accurately complete the declaration
- Filers will need to re-program software

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## The Lacey Act

### Violations

- Civil and criminal penalties for failure to comply.

### Federal Agencies Involved

- CBP, APHIS (USDA),
- U.S. Trade Representative (USTR), Justice Department,
- US Fish and Wildlife
- The Import Safety & Interagency Requirements Division

**Office of International Trade: Designated  
as the lead agency for CBP.**

**CBP will enforce!**

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## The Lacey Act

### Current Status

- Reporting methodology not yet determined
- Paper declaration will be available
- Exploring automated solutions
- Working on phased-in implementation plan for declaration
  - 10/08/08 - The USDA is proposing to begin a phased-in enforcement around April 1, 2009, but most importers would not have to comply until at least July 1, 2009
- Conducting extensive outreach



## New Changes for Mexico

### Mexico Customs Modernization Plan 2007-2012



## Customs Modernization: 2007-2012

### Objectives:

- **Modernize Mexico's Customs System through Integration to:**
  - Improve and Strengthen their Services
  - Improve their Infrastructure
  - Improve their Customs Facilities
  - Introduce technology to allow Mexico to compete Globally
- **Fight Contraband**
  - Maximum and Optimum Detection of Anomalies and Irregularities
  - Applying tougher controls in the Customs system
  - Use of
    - National Domestic Enforcement Agencies
    - International collaboration
- **Improve Mexico Customs' Image and add transparency with**
  - Better trained and professional personel and the
  - Use of 'user friendly' processes

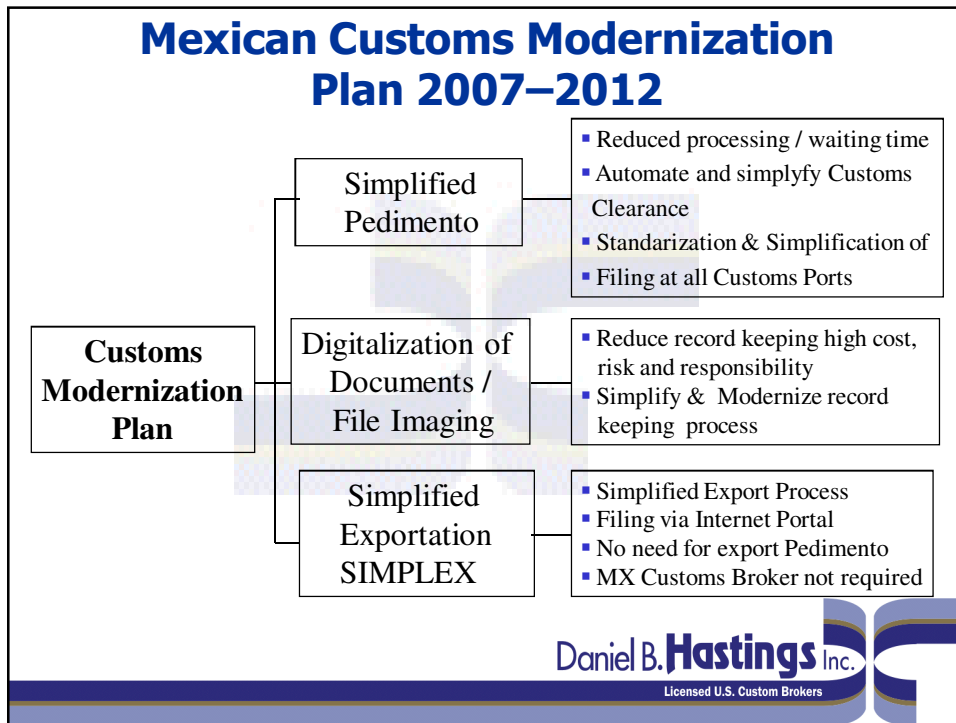


## Customs Modernization: 2007-2012

### Changes to Mexico Customs procedures

- Implement: "Paper-Less" customs clearance with
  - Simplified Pedimento
  - Simplified Exportations
  - Eliminate yes, **Eliminate** the use of Mexico Brokers
    - For Exports
  - Remote Data Base of Digitized/Imaging of Documents





## Daniel B. Hastings, Inc.

- **The “Best” Texas Regional Broker**
  - **El Paso**
  - **Eagle Pass**
  - **Laredo**
  - **McAllen**
  - **Brownsville**

**Daniel B. Hastings Inc.**  
Licensed U.S. Custom Brokers

## Certifications

- **Business Anti Smuggling Coalition (BASC)**
  - **Certified:** 1996 and every year to the present
- **Customs-Trade Partnership Against Terrorism**
  - **Certified,** February 2003
  - **Validated** June 2007 with 'best practices'
- **ISO 9001:2000, Certified:** 03/18/04-03/17/07
  - **Brokerage: 2004;**
  - **Warehousing: 2006**
- **Minority Certified** – Central & South Texas Minority Business Development Council
  - DBH, Inc. Brokerage: 2000
  - H & H International: 2005



## Affiliations

### US-Mexico Border And Mexico

- **Casas International Brokerage, Inc.**
  - Otay Mesa (619) 661-6162
  - San Diego (619) 661-7900
  - Calexico (760) 357-5911
- **Pacific Brokerage, Inc.**
  - Nogales (520) 281-1722
- **Grupo EI**
  - <http://www.grupoei.com.mx/>



# THANK YOU

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# Questions ???

