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Analysis Column





Intra-South American trade: export patterns and intraindustry flows


The macroeconomic performance of the South American countries over the last decade has been closely linked to the behavior of the external sector. In this area, export dynamism has made a substantive contribution to, among other things, improving the trade balance and the fiscal result, and to creating employment and growth. The sharp rise in South America's foreign sales was particularly concentrated in the period 2003-2011 (with the exception of the crisis of 2009). This period saw total regional shipments abroad rise to an average cumulative annual rate (c.a.) of 17.0%, well in excess of the expansion of world trade (11.6% c.a.). Intraregional exports also grew between 2003 and 2011 at a rate of 19.0% c.a., with sales to the rest of the world displaying greatest dynamism (16.6% c.a.). This improved performance in intrazone trade was seen almost right across the board in South America between 2004 and 2008. A point worth mentioning is the fact that the emerging economies endured the international financial crisis relatively well compared to previous episodes, with the result that, in many cases, sales to developing countries (South America included) recovered quickly. Only between 2012-2013 has there been a degree of cooling.

Numerous studies have examined South America's export performance during this boom period, but most have concentrated on extrazone shipments, particularly in the light of the China's greater role as a partner for the region. Intraregional trade in the period has, however, been less widely explored. The forthcoming technical note "Comercio intrasudamericano: Patrón exportador y flujos intraindustriales" [Intra-South American Trade: Export Pattern and Intra-Industry Flows], prepared by Romina Gayá and Kathia Michalczewsky for the Institute for the Integration of Latin America and the Caribbean of the Inter-American Development Bank (IDB-INTAL), seeks to redress this imbalance.

The study sets out an overview of the pattern of intra-South American trade and examines in detail so-called two-way or intra-industry trade, i.e. simultaneous export and import of similar or differentiated goods that, with some level of aggregation, are grouped under the same heading.

With regard to the *trade pattern*, the work emphasizes various features: first, the high geographical concentration of trade due to the dominance of Brazil, and the asymmetry with the rest of the region; second, the relevance of South America as an export destination for some of the smaller economies;


and third, the greater importance of manufactured goods in exports to the region, as compared with the rest of the world. While this is widespread across South America, it is possible to identify two groups of countries according to the composition of their intraregional exports: on the one hand, those whose shipments show greater diversification (Brazil, Argentina, Chile, Colombia, Peru, and Uruguay) and, on the other, economies whose sales are concentrated in a few commodities and their derivatives (Guyana, Paraguay, Bolivia, Suriname, Venezuela, and Ecuador). In any event, even in the first group of economies, the contribution of product flows based on natural resources (primary and processed) to intraregional trade is highly significant. This curiously unexplored dimension of intra-South American trade is also analyzed in the work.



The second part of the investigation focuses on *two-way trade*. The interest in the analysis of this type of flow lies in the fact that the gains from intraindustrial trade tend to be greater than those arising from trade in products from different activities, since they include benefits related to economies of scale,[1] technological externalities,[2] positive linkages to the rest of the economy, increasing dynamic returns (i.e. learning processes), the incorporation of technology, and so on. Two-way trade is, therefore, a feature of countries with some ability to innovate and differentiate products. Trade expansion costs are also thought to be lower when intraindustrial flows predominate, because factorial mobility and wage flexibility are higher in similar activities.[3] In terms of two-way trade, the work makes two contributions. On the one hand, it looks at the twelve South American countries' sectoral flows together, both among themselves and with the region as a whole. This distinguishes the study from earlier efforts, which concentrated on trade within an existing regional bloc in South America or on one country's links in particular. On the other hand, the document does not limit itself to intraindustrial trade in manufactured goods, but extends its analysis to two-way flows of natural resource-based products. This becomes particularly relevant in the context of regional value chain creation, where some countries provide raw materials that are then reimported in the form of processed goods.

In sectoral terms, the investigation finds that intraindustrial flows in South America are concentrated in a few manufacturing industries: motor vehicles, textiles and apparel, chemicals, and plastics. Predictably, the most intense intraindustrial trade is among countries with more highly developed manufacturing output, with the bilateral relationship Argentina-Brazil showing the most relevant flows. However, the study throws up a less predictable result: namely, the existence of this type of trade among other economies, such as Colombia, Peru, Ecuador, Chile, and Uruguay. This is likely to arise from other important trade factors, such as geographical proximity and regional integration processes. Another aspect worth noting is that Brazil does not display a high frequency of two-way trade and is only significant in flows with Argentina and, to a lesser extent, Uruguay. This result reflects one aspect of the striking asymmetries in scale and complexity between South American countries' production structures and the resulting pattern of specialization that favors integration: Brazil mainly exports manufactured goods to the region's economies, and imports natural resource-based products from its partners.

As mentioned above, another contribution of this study is its identification of two-way flows in activities based on natural resources and their derivatives. Intraindustrial trade in this type of goods would suggest the existence of certain regional value chains. Examples include trade in cocoa and chocolate between Ecuador and Colombia, or in oil and fuels between Peru and Chile, as well as the regional development of the pulp industry, and paper and cardboard, also associated with foreign direct investment flows.



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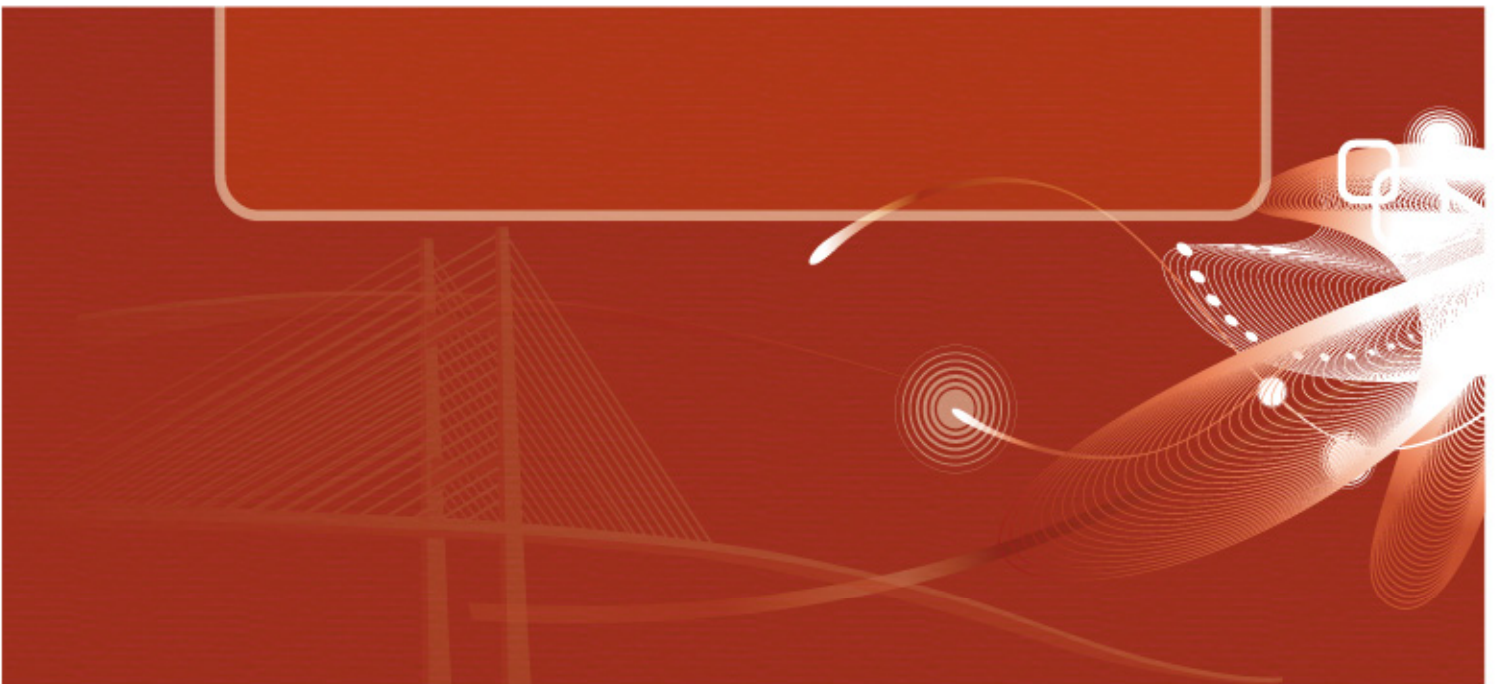
[1] Reduction in unit cost as production increases.

[2] When a firm's production depends not just on the production factors it deploys, but also on the level of production and utilization of the factors by the other firms (Scitovsky 1954).

[3] See Lucángeli (2007).



Integration Blocs







The Caribbean

Meeting of CARIFORUM Council of Ministers

The Council of Ministers of the Caribbean Forum of African, Caribbean, and Pacific States (CARIFORUM)[1] met in St. George, Grenada, October 31.

The meeting focused on the program for the 11th [European Development Fund \(EDF\)](#) 2013 of the Economic Complementation Agreement (ECA) signed October 15, 2008, by the European Union (EU) and its Member States on the one hand and the [African, Caribbean, and Pacific Group of States \(ACP\)](#) on the other. The meeting discussed the Caribbean's priority financing needs that the EDF resources would be used for.

The EDF is the instrument of the development cooperation aid that the EU provides to ACP states, to Overseas Countries and Territories (OCTS) of the United Kingdom and the Netherlands, which have the status of observers, and to French Overseas Departments (DOM), with the aim of providing technical and financial assistance. EDF resources for the Caribbean region are managed by the CARICOM Secretariat, based in Guyana. The successive Funds are agreed for five-year cycles and are composed of resources from the EU Member States, without these forming part of the community budget.

This new Fund would incorporate innovations in the way programs' are implemented, with two or more ECA Member States sharing a project that would qualify as a Regional Program. While the resources of the EDF's Regional Indicative Program have risen from €165 to 300 million, the number of development programs at the national level has fallen, a source of concern for the Caribbean States. One point under discussion is the European Council's proposal to provide assistance on the basis of national economic growth indicators. This criterion, according to the CARIFORUM countries, does not allow for poverty levels and would mean a reduction in development aid funding of over 7%, as against the European Commission's scheme.

Background to the CARIFORUM-EU ECA

The ECA signed in 2008 replaced the Generalized System of Preferences (GSP) in force under the trade component of the Lomé IV Convention and its successor,[2] the [Cotonou Agreement](#), signed in Benin, June 23, 2000, for a 20-year period, which created the ACP-EU ECA.

Under this new agreement, the EU and its Member States waive customs duties for the ACP countries on certain products, while the ACP countries pledge to apply most-favored-nation (MFN) treatment to EU products. The ECA also establishes a system of financial and technical cooperation, channeled through the EDF.

Replacing the temporary nature of the regime of preferences under the Cotonou Agreement[3], the EU committed, through the ECA, to automatically eliminate all tariffs and quotas across the board on exports from CARIFORUM ACP member countries, with the exception of **sugar, rice and bananas**. The duties on these products would gradually be eliminated until they reached zero, as was the case with bananas in 2006, sugar in July 2009, and rice September 2009.

The ECA entailed a move toward **reciprocity and nondiscrimination** between the two regions, through the elimination of all unilateral provisions offered by the EU to CARIFORUM ACP Member States. It contains many of the principles and obligations of the Cotonou Agreement, but was also a step forward in the incorporation of economic development and poverty reduction (CRNM, 2008, pp. 10-11).

For the twelve years that the ACP-EU ECA (2008) and the Cotonou Agreement (2000-2020) will coexist, the latter will continue as a forum for political dialog and biregional cooperation. The importance of signing the ECA in 2008 was to ensure that access of ACP products to European markets would be compatible with WTO rules and so ensure their permanence. Consistency with WTO rules implied the creation of a free trade area covering a substantive part of the two regions' trade.

More information at the following links: [\[1\]](#), [\[2\]](#), [\[3\]](#), [\[4\]](#), [\[5\]](#).

Related articles

- IDB-INTAL. "[CARIFORUM-EU Agreement negotiations completed](#)," in: *INTAL Monthly Newsletter No. 137*, December 2007.
- IDB-INTAL. "[Globalization. Everything but Arms. The EPA and Economic Development](#)," in: *INTAL Monthly Newsletter No. 152*, March 2009.
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[1] Established in 1992, CARIFORUM is composed of the Caribbean States of the ACP Group. It comprises all members of CARICOM (except Montserrat), making a total of 16 countries. All, with the exception of Cuba, are signatories both of the Cotonou Agreement between ACP countries and the EU, and the CARIFORUM-EU Economic Complementation Agreement (ECA) signed in 2008. CARIFORUM's aim is to promote and coordinate political dialog, cooperation, and regional integration between the Caribbean region and the EU.

[2] The Lomé (Togo) Convention was the legal instrument that regulated trading between the European Union and the ACP countries between 1975 and 1995. For further information concerning the historical background of the Lomé Convention suggested view [here](#).

[3] Under the WTO decision of November 14, 2001, ([WT/MIN\(01\)/15](#)), the Parties under the Cotonou Agreement agreed to maintain until December 31, 2007, the EU's concession of preferential tariff treatment for products originating in ACP States.



Central America

Central American internal and external integration agenda

Customs Union: Second round of the semester

The second round of the Central American customs union was held in October, in line with the six-month plan of Panama's *Pro Tempore* Presidency. The main results are available [here](#).

A meeting of the Council of Ministers for Central American Economic Integration (COMIECO) was also held to assess the progress in the implementation of Panama's Accession Protocol and the Association Agreement with the European Union.

For more information, click [here](#).

Negotiations with the Caribbean

In early October, [Panama signed a Partial Scope Agreement \(PSA\) with Trinidad & Tobago](#), negotiated in 2011. The PSA will allow tariff-free access for 40% of tariff lines, the most relevant in agricultural products.

As mentioned in the [INTAL Monthly Newsletter No. 206](#), El Salvador is also negotiating a PSA with Trinidad & Tobago, the first negotiating round being held in October.

According to [El Salvador's Economy Ministry](#), the Caribbean market's importance stems from the potential to export manufactured goods such as plastics, medicines, and furniture.

The first meeting discussed several aspects of the regulatory framework of the agreement, such as market access, rules of origin, and sanitary and phytosanitary measures.

In addition to the PSA, the countries negotiated a Cooperative Agreement for the Tourism Sector and a Bilateral Investment Agreement.



Panama steps up negotiations with Mexico

In the framework of Panama's application to join the Pacific Alliance, the country is negotiating a Free Trade Agreement (FTA) with Mexico, the only economy in the bloc with which it has no trade agreement. The two countries' representatives agreed to sign the FTA before the end of the year and highlighted Mexico's role as an investor in Panama.

For more information, click [here](#).



Renewable energy in Central America

[The energy directors of the member countries of the Central American Integration System \(SICA\) met](#) in October to discuss two points on the energy agenda: regional self-sufficiency and renewable sources.

The Isthmus's main project being implemented in this field is the [Central American Electrical Interconnection System \(SIEPAC\)](#), which seeks to connect the six Central American countries, Mexico and Colombia via an 1800km electrical grid that will bring down generation and transportation costs.

SIEPAC is also considering investing in renewable energy, an area on which the Central America countries are hard at work. According to data from [Climatescope 2013](#), a study by the Inter-American Development Bank (IDB), supported by Bloomberg Energy Finance and funded by the Multilateral Investment Fund (MIF), [Nicaragua](#) has the third highest renewable energy penetration in Latin America and the Caribbean. Costa Rica, on the other hand, has one of the region's greenest energy matrices, with 44% of the total. In almost all the Isthmus's economies, there is clean energy generation from a variety of sources, including hydroelectric, wind, biomass, and geothermal. The IDB research assesses the 26 countries' capacities to attract investments in clean energy and low carbon technologies according to selected parameters, such as: the existence of a suitable regulatory framework; the scale of investment by source, type of financial institution, and clean energy financing cost; clean energy value chains; and greenhouse gas management activities, including any relevant compensation mechanisms and corporate strategies.

.....Central America fights backagainst coffee rust

At the start of 2013, the Central American region was hit by a severe outbreak of rust, a fungus that affects the quality and volume of the coffee harvest. As mentioned in [*INTAL Monthly Newsletter No. 199*](#), rust caused losses of around 20% of total coffee production, and the consequences will be even more severe in the next two harvests.

In response to this situation, the countries have taken immediate measures at the national and [regional](#) levels in the form of subsidies for fumigation and pest control, as well as training to prevent the spread of the fungus.


Governments are also working together, with support from several international organizations, including the Inter-American Development Bank (IDB), to develop long-term strategies to reduce the chance of further outbreaks. The [Multilateral Investment Fund \(MIF\)](#), together with other partners, is also designing initiatives to tackle climate, market access, financing and local capacity building.

The [coffee rust early warning system](#) was set up in October as part of the Integrated Coffee Leaf Rust Control Program, although it should be noted that the system will also provide monitoring and alerts about associated pests and diseases. The early warning systems are there to alert industry and society at large regarding potential natural threats, so that mitigation measures can be implemented and any socioeconomic impact minimized.

The project will be coordinated by the [Regional Cooperative Program for the Technological Development and Modernization of Coffee \(PROMECAFE\)](#) and the Inter-American Institute for Cooperation on Agriculture (IICA). It will be implemented through national coffee institutions and key players in the value chain.

Lines of research and innovation were also identified to modernize the sector and recover the affected plantations.

Given that that almost all Central American coffee is exported to the advanced countries, the steps taken to counteract the rust outbreak have to allow for those markets' sanitary and phytosanitary measures (SPS). In general, SPS measures are necessary to "to protect human, animal or plant life or health"[1] and seek not just to avoid the spread of pests and diseases, but also include the control of toxic substances that have an impact on health or the environment, such as pesticides and their residues. Fungicides to control rust are applied on the plant and are therefore considered to be of minimal risk in the accumulation of waste, as the layers of the fruit form a natural protection. It is, however, necessary to ensure the fungicide's proper application in terms of dosage and timing to ensure its safety.[2]



Countries have become increasingly concerned about food safety in recent years, and this concern is reflected in the case of coffee in the tightening of rules in relation to the ochratoxin A (a chemical compound produced when coffee grains are incorrectly dried) and pesticide residues.

[1] [The WTO Agreement on the Application of Sanitary and Phytosanitary Measures \(SPS Agreement\)](#).

[2] Guatemalan National Coffee Association (NACAFÉ): “[Calidad e inocuidad en el café](#),” and Regional International Organization for. Plant Protection and Animal Health (OIRSA), “[Situación actual de la roya del cafeto](#),” November 14, 2013.



Andean Community

Andean trade negotiations

Progress has been made over the last month Andean countries' international trade negotiations. On one hand, **Peru** opened talks with [Turkey](#) and concluded negotiations for a free trade agreement (FTA) with [Thailand](#), with which it already had a series of [protocols](#) to speed up trade liberalization and trade facilitation. On another, there was a third round of negotiations on an economic partnership agreement (EPA) between **Colombia** and [Japan](#), which saw progress in market access, rules of origin, sanitary and phytosanitary measures, technical barriers to trade, public procurement, improved business environment, trade and sustainable development, cooperation, and legal and institutional matters.

Related Articles

- IDB-INTAL. "[Colombia and Peru in 2012: Progress in external trade agenda](#)," in: *INTAL Monthly Newsletter No. 197*, January 2013.
- IDB-INTAL. "[Latin American ties with Asia-Pacific](#)," in: *INTAL Monthly Newsletter No.*, November 2013.

MERCOSUR foreign ministers meet

The foreign ministers of Uruguay, Argentina, Bolivia, Brazil, and Venezuela met in Caracas and issued [communiqués](#) on the following topics:

1. Dialog with the member countries of the Bolivarian Alliance for the Peoples of Our America (ALBA), Petrocaribe, and the Caribbean Community and Common Market (CARICOM) for the building of a complementary regional economic zone.
2. Submission of trade liberalization offers in the framework of the MERCOSUR-EU negotiation: they reiterated their interest in an agreement acknowledging the differences in development between the two blocs.
3. IT security.



Itaipú-Villa Hayes transmission line opened

The president of Brazil, Dilma Rousseff, and the president of Paraguay, Horacio Cartes, [inaugurated](#) the high voltage transmission line connecting the Itaipú binational hydroelectric power plant with Villa Hayes in the metropolitan area of Asuncion. Costing approximately US\$320 million, this is the largest single project ever funded by the MERCOSUR Structural Convergence Fund (FOCEM).

Related articles

- IDB-INTAL. [MERCOSUR Report No.15](#). Subregional Integration Reports. IDB-INTAL, February 2011.
- IDB-INTAL. [“FOCEM may finance Itaipú-Villa Hayes \(Paraguay\) electrical transmission line,”](#) in: *INTAL Monthly Newsletter No. 165*, May 2010.



Trade measures in Brazil

Brazil continues to apply trade policy measures, including:

1. [Tariff cuts](#) on the importation of over a hundred capital, and IT and telecommunications goods not produced in the country, as permitted under MERCOSUR rules.[1]
2. The [extension of the tariff quota on extrazone wheat imports](#): the quota, which will be introduced with a 0% rather than a 10% tariff, will be extended from 1 million to 3.3 million tonnes.[2]
3. The implementation of new antidumping duties on [seamless tubing](#) from China and [ethanolamines](#) (chemicals used in the preparation of various goods in the cosmetics, petroleum, cleaning products, construction, and other industries) from Germany and United States.

[1] See CMC Decisions Nos. 33/03, 39/05, 13/06, 27/06, 61/07, 58/08, 56/10, and 57/10.

[2] This measure is one of the national exceptions to the common external tariff (CET). See CMC Decision No. 58/10.

UNASUR General Secretariat and Suriname seek institutional strengthening

At a meeting in Quito, Ecuador, November 1-2, a delegation from Suriname's *Pro Tempore* Presidency (PPT) and officials from the General Secretariat of the Union of South American Nations (UNASUR) coordinated mechanisms to communicate smoothly and work synchronously toward the objective of [UNASUR's institutional strengthening](#). The PPT's potential cooperation with Ministerial and Sectoral Councils, and Working Groups was also considered, as was their coordination with the General Secretariat's Communications and Information Center (CCI).

In Article 13 of the [Declaration of Paramaribo](#), August 30, 2013, the UNASUR's Council of Heads of State and Government had requested the Secretary General to move forward in the institutional strengthening of the Secretariat in order to ensure consistency in the integration process and implement the mandates entrusted to it by UNASUR bodies.



UNASUR to map natural disaster hotspots

Representatives of the South American Defense Council (CDS) of the Union of South American Nations (UNASUR) met in Lima, Peru, October 23-24, to develop a [natural disaster hotspot map](#). This is intended to give the region's countries the wherewithal to anticipate, prepare for, and respond to natural hazards, such as earthquakes, tsunamis, hurricanes, and storm surges. Solidarity among the regional body's member countries when faced such events was also encouraged. The meeting was attended by specialists from the twelve UNASUR countries, who exchanged experiences and discussed the different geographical areas' phenomenologies in order to develop a joint plan of action that follows the working rules of the Health Councils (CSS) and the South American Infrastructure and Planning Council (COSIPLAN).[1]

One recent [report](#) from the United Nations International Strategy for Disaster Reduction (UNISDR) on 16 Latin American countries[2] counted over 83,000 natural disasters of various magnitudes in the period 1990-2011, with 121 million people being directly affected. The report points out that the frequency and intensity of extreme weather events will continue to rise.

[1] The CSS' Risk Management and Disaster Mitigation Network, and the COSIPLAN's Executive Technical Group on Risk and Disaster Management are both working on this area.

[2] Bolivia, Chile, Costa Rica, Colombia, Ecuador, El Salvador, Guatemala, Guyana, Honduras, Jamaica, Mexico, Nicaragua, Panama, Peru, Uruguay, and Venezuela.



Regional And Global Overview





EU and Canada close FTA

The European Union (EU) and Canada successfully concluded the negotiations of the Canada-European Union Comprehensive Economic and Trade Agreement (CETA) October 18, after four years of negotiations.[1]

The CETA is the EU's first pact with a G-8 country and should be viewed as a part of the current trend toward [mega-agreements](#), analyzed in *INTAL Monthly Newsletter No. 204*. Canada becomes the only G-8 country with preferential access to the EU and United States (USA).

The CETA eliminates over 99% of tariffs, improves market access in goods and services, and provides new investment opportunities. The agreement covers virtually all sectors and aspects of trade between Canada and the EU. It has yet to be ratified by the EU member countries and the Canadian provinces, and it is estimated that it will come into force by 2015.

In 2012, the EU was Canada's second largest trading partner after United States, while Canada was the twelfth most important destination of EU exports. The value of bilateral trade in goods was €61.8 billion and the main products traded are machinery, transportation equipment, and chemicals. A [joint study by Ottawa and Brussels](#), carried out in October 2008, suggests that bilateral trade in goods and services could rise by 23% (€26 billion)[2] with the implementation of the agreement.

The Canadian Government coincides with Europe about the CETA being a historic milestone for transatlantic trade relations. It may even be more comprehensive and deeper in its scope than the North American Free Trade Agreement (NAFTA). For the first time, procurement at all levels of the Canadian government is open to European suppliers and investment.

It should be stressed that the Canadian Government has been working since the start of negotiations to ensure the agreement will serve the interests of all provinces and territories in the country. To do this it has made public consultations in all aspects of the negotiation with city halls, industry, workers and small businesses, parliamentarians, and ordinary citizens.

Below is a detailed description of the latest and most relevant aspects of trade in goods and services, and investment, and the main benefits to the parties.

Trade in goods

The liberalization of trade in goods covers a wide variety of branches, such as advanced manufacturing, automobiles, chemicals and plastics, processed foods, and fish products.

Where agriculture is concerned, the CETA is a precedent for future EU negotiations, representing a balance between the interests of the parties, who have committed themselves to liberalizing 92.8% of Canadian agricultural trade lines and 93.5% of European ones after a transition period.

Regarding sensitive products (dairy produce for Canada; beef and pork, and corn for the United States), new market access in the form of tariff quotas has been agreed. These represent 1% and an additional 1.9% of tariff lines for Canada and the EU respectively.[3]



Trade in services

In 2012, trade in transport, travel, insurance, and communications services between Canada and the EU was estimated at €26.800 billion. The CETA opens up trade in services and reduces or eliminates certain barriers to the movement of temporary staff and business people to gain market access more easily, predictably, and safely. The agreement also provides a framework for any future mutual recognition of diplomas.

Canada currently is one of the biggest exporters of services in the world and sells research and development, architecture, engineering, and other technical services to Europe. It is hoped the agreement will benefit information and communication, environmental and other professional services. It should be remembered, however, that Canadian construction companies now face European competition when it comes to government procurement.

For the EU, half of the anticipated benefits in the agreement are linked to trade in services, such as finance, telecommunications, energy, and maritime transport.

Investments

In 2011, European investors invested over €221.6 billion in Canada, while Canadians invested nearly £137,600 million in the old continent. The agreement horizontally removes barriers to investment in specific sectors, increasing stability, transparency, and legal certainty.

The European Commission has also negotiated provisions to protect European investors in Canada, while ensuring fair, equitable, and nondiscriminatory treatment, as well as adequate compensation in the event of expropriation.

Benefits to Canada

The CETA became a priority for the Canadian Government in order to create new jobs and opportunities across the country. The sectors most favored are beef and pork producers, the poultry and dairy industries (with the exception of cheese producers), and fisheries. 96% of European tariffs on Canadian fish and sea products are to be eliminated, while the remaining 4% will be duty-free 7 years after their entry into force.[4] While the Government admitted that, in the short term, some sensitive sectors could be affected, it has made provisions for compensation to deal with any adverse effects.

Benefits to the EU

Winners include processed agricultural produce, which will be liberalized as soon as the agreement comes into force. Given the relevance of their exports, wines and spirits should see significant benefits.[5] Certain European designations of origin will also be protected. On the other hand, European concessions in agriculture will be offset by exports of automobiles and pharmaceuticals, and access to public markets. In the automotive sector, for example, Canada will recognize a list of the bloc's automobile standards and will consider recognizing new ones. This will be an especially advantageous for the high-end sector.

To learn more about the benefits of the CETA for the EU click [here](#).


In conclusion, this agreement could serve as a model for some EU countries negotiating with United States and Japan, for example.[6] Drawing a parallel between the Canadian and certain Latin American economies, in terms of the development of the primary and particularly the agricultural sectors, the CETA could also set interesting precedents for the region's countries when it comes to negotiating with the EU. The agreement also highlights the importance of transatlantic agreements, as well as recent advances in Pacific links.

Related article

- IDB-INTAL. "[Mega-agreement negotiations: how will they influence Latin America?](#)," in: *INTAL Monthly Newsletter No. 204*, August 2013.

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[1] The EU and Canada began formally negotiating the CETA at the bilateral summit in Prague, May 6, 2009.

[2] Of this sum, €19 billion were accounted for in an expansion of bilateral trade in goods and €7 billion in cross-border trade in services.

[3] For Canada, the maximum tariff will be maintained up to a quota of 15,000 tonnes for frozen beef, 35,000 tonnes for fresh meat, 75,000 tons for pork, and 8,000 tonnes for corn, at which time they will enter the EU with zero tariffs. In the meantime, the EU's cheese quota has been raised from 11,000 to 29,500 tonnes.

[4] Currently just 13.1% is tax-free.

[5] Around half of Canadian imports of these products are from the EU.

[6] For the state of negotiations of all EU trade agreements, see European Commission (2013b).

Latin American ties with Asia-Pacific

The Asia-Pacific Economic Cooperation Forum (APEC) took place in Bali, Indonesia, October 7-8. APEC brings together the leaders of 21 economies, including Mexico, Chile, and Peru. The heads of state issued the [Bali Declaration](#), pledging to deepen economic integration in the Asia-Pacific region by eliminating trade barriers and promoting physical and institutional connectivity, among other goals.

Several APEC countries have free trade agreements with each other or negotiations under way to that end. This is Peru and Chile's case with Thailand: Peru [announced](#) the end of the negotiations of a Free Trade Agreement (FTA), while Chile [signed the agreement negotiated in 2012](#). Both countries have a trade deficit with Thailand: Peru's exports are concentrated in liquefied natural gas and Chile's are in copper, while their imports from Thailand consist mainly of goods transport vehicles. The [FTA between Peru and Thailand](#) entails liberalizing approximately 75% of the two countries' tariff subheadings. Chile's FTA with Thailand, on the other hand, gives it immediate preferential access to more than 90% of products and includes a section on cooperation to strengthen relations and joins the already long list of 22 [agreements](#) signed or in force that Chile has with 60 countries. After a first stage of agreements with its main regional partners, Chile has focused on Asia-Pacific. China, India, Japan, and Korea received 43.1% of external sales from Chile in 2012. In the 2002-2012 period, Chilean exports to this group of countries grew faster (23.6%) than to the rest of the world (12.8%), while growth rates for imports were 25.2% and 16.1% respectively. Chilean sales to this group of countries are concentrated in copper, while its purchases are more diversified, including phones, vehicles, and computers.

Progress in the Pacific Alliance

The [13th Round of the Technical Groups](#) of the Pacific Alliance (PA) met October 23-25, with negotiations focusing on cooperation, movement of people and migration facilitation, communication strategy, tourism, institutional affairs, and regulatory improvement. The Round also saw the incorporation of new Technical Groups on Small and Medium Enterprises (SMEs) and Foreign Relations. Against this background, November 2, the PA countries admitted [five new Observer States](#) to the integration mechanism: Germany, Italy, Netherlands, the United Kingdom, and Switzerland.



23rd Ibero-American Summit: reform proposals

The Ibero-American Conference came into being in Guadalajara, Mexico, in 1991, and its 23rd Summit was held in October this year, attended by the Portuguese- and Spanish-speaking States of America and Europe. The holding of annual summits and other meetings in various areas is aimed at furthering political, economic, social, and cultural cooperation.

The Ibero-American General Secretary, Enrique Iglesias, who left his post after the Summit,[1] pointed out that the major objective is to modernize the consultation mechanism's process, prioritizing four areas: culture, social cohesion, economic knowledge, and innovation.

For more information, click [here](#).

[1] His successor should be announced by early 2014.



Integration and Trade Sector







ADB, IDB Presidents discuss interregional partnership and shared challenges

Asian Development Bank (ADB) President Takehiko Nakao and Inter-American Development Bank (IDB) President Luis Alberto Moreno met today to discuss how the two regions can step up joint efforts to tackle shared opportunities and challenges, such as increased economic integration, private sector development, rising inequality, and a lack of opportunities for the poor ([link](#)).



Latin American companies learn from innovative Japanese firms at Japan-LAC Business Forum in Tokyo

More than 400 businesspeople and government officials from Japan and Latin America and the Caribbean gathered Nov 7-8 in Tokyo for the Japan-LAC Business Forum, where they discussed ways that both regions can boost growth by engaging in greater trade, investment and knowledge sharing ([link](#)).



INTAL Documentation Center








Reviews

ECLAC. Building SME competitiveness in the European Union and Latin America and the Caribbean. Policy proposals by the private sector. January 2013.

This publication compiles and systematizes certain actions needed to improve the performance of SMEs in line with the vision of the private sector, based on the results of a survey of 50 Latin American and European entrepreneurs. The aim of this work is to stimulate thinking about how to help SMEs to overcome the productivity gap, improve their competitiveness, and internationalize. The document, produced by the Economic Commission for Latin America and the Caribbean (ECLAC) and the Association of European Chambers of Commerce and Industry (Eurochambres) in the framework of the AL-INVEST Program, was presented at the 4th Community of Latin American and Caribbean States (CELAC)-EU Business Summit in Santiago, Chile, in January 2013. The paper argues that integration in global value chains (GVCs) is no easy task for SMEs, since they have to overcome deficiencies in productivity and competitive barriers by incorporating technology, innovation, and knowledge in their products and promoting improvements in management. It also highlights the benefits of participating in external markets, such as risk diversification (lessening dependence on domestic markets), technology transfer and assimilation, and access to quality standards, certification, and frontline support services. Entrepreneurs from both regions suggest that support policies should move forward in four interrelated areas: (a) innovation for strengthening production and management capacities; (b) market access; (c) integration of production and cooperation between companies; and (d) access to financing. Regarding **innovation**, while European entrepreneurs tend to value human resources training, Latin Americans prioritize improvements in the quality of products and services. Actions aimed at extending **market access** are valued particularly highly by European entrepreneurs adapted to extended, competitive markets as a result of the EU's construction process. On the third point, the European private sector places far more value on support for **business cooperation** than its Latin American counterparts.



On the subject of obstacles to the internationalization of SMEs, entrepreneurs pointed to the lack of information regarding markets and business opportunities, low levels of integration, both vertical (in value chains) and horizontal (cooperation and associativity with pairs), the shortage of human resources for process management, and financing problems. While European entrepreneurs highlight difficulties associated with human resources, Latin Americans stress the lack of partnership culture between SMEs in the region.

To overcome these barriers employers are agreed on two policy proposals: (i) SME training and awareness raising over the need to internationalize, and (ii) promoting production chains and identifying business opportunities with transnational corporations and GVCs.

The work points out that to ensure the success of SME support policies public institutions and business organizations need to participate jointly in their formulation, implementation, monitoring, and evaluation. Specific actions, such as business opportunities exchange, explorations of potential markets, and promotion of schemes for intrafirm complementarity are also suggested.

Last, the report points up the need to move forward in the production of relevant quantitative, consistent, and comparable information on SMEs in Latin America and the Caribbean, as well as improving the visibility and dissemination of actions, programs, and policies in support of these firms.

The paper's contribution lies in the way it gathers the opinions of entrepreneurs themselves regarding the actions needed to promote the internationalization of SMEs. Although the text does not state clearly what type of entrepreneurs have taken part in the survey or which of the regions' sectors and countries they come from, we can infer from the responses submitted on national programs that they probably include entrepreneurs from Chile, Mexico, Brazil, Guatemala, Nicaragua, and other countries.

This kind of interview is an extremely useful tool for policymakers, as it gives an insight into the minds of the potential beneficiaries, which is complemented by knowledge of the subject generated by academia and specialist institutions. The research stresses that the private sector should be included in the any policymaking. As lack of information or poor visibility of programs is one of the barriers faced by SMEs, such participation may help them capture any potential benefits.

Como mejorar la competitividad de las pymes en la Unión Europea y América Latina y el Caribe = Building SME competitiveness in the European Union and Latin America and the Caribbean = Como melhorar a competitividade das PME na Uniao Europeia e na America Latina e Caribe. (2013). Santiago de Chile: ECLAC ([link](#)).



Bibliographic alert

This weekly alert disseminates information on the highlighted documents recently uploaded in the INTAL Documentation Center Data Base (CDI). It also provides links to open access bulletins and journals in Spanish, Portuguese and English. Click [here](#)

Monthly Highlights

***Giordano, P., coord. (2013). Trade and Integration Monitor 2013 : After the Boom : Prospects for Latin America and the Caribbean in South-South Trade. Washington: BID.**



Autor:Giordano, Paolo, coord.

Título:Trade and Integration Monitor 2013 : After the Boom : Prospects for Latin America and the Caribbean in South-South Trade

Otros responsables:Estevadeordal, Antoni, prol.; Harris, Jeremy; Ramos, Alejandro; Ramos, Barbara; Eklund, Niklas; Evenett, Simon; Gayá, Romina; Iannuzzi, Patricia; Li, Kun; Michalczewsky, Kathia; An, Kyungjo; Solano, Cristian; Skinner, Martha; Barreto, Carolina; Osorio, Carolina


Edición:Washington: BID, Septiembre de 2013 [319 p.]

Serie:Trade and Integration Monitor

Temas:<INTEGRACION ECONOMICA><DESARROLLO ECONOMICO><ECONOMIAS REGIONALES><INVERSIONES><COMERCIO INTERNACIONAL><INDICADORES ECONOMICOS><ESTADISTICAS><RELACIONES SUR - SUR>

Geográficos:<AMERICA LATINA><CARIBE>

Resumen:In recent decades the developing countries of the South have grown at a faster pace than those of the North, changing the pattern of global growth. For countries in Latin American and the Caribbean (LAC), this has translated into relatively lower demand in traditional export destinations, and an unprecedented opportunity to break into new markets and expand trade with emerging economies. These long-term trends and their impact on the region are documented and analyzed by the IDB in the Trade and Integration Monitor 2013, an annual series of reports that study the evolution of LAC integration in the global trading system, based on data available in INTrade, the IDB's information system on



trade and integration. The report includes detailed indicators of recent trade performance for the 26 borrowing members of the IDB, profiles of free trade agreements in force in the region, and a statistical annex with data for each country. The report projects that exports from developing countries will exceed 50 percent of global trade within a few years. Furthermore, South-South trade has grown more rapidly than total trade, and already exceeds South-North exports. This has been the case for LAC, where nearly all countries of the region have seen their exports to the South grow faster than to the North, and have a more diverse composition and a greater share of manufactures ...

Nota de contenido:

Prologue

- Shifting Patterns in Global Trade
- The Rise of South-South Trade
- The Strategic Value of Intra-LAC Trade
- Policy Obstacles to South-South Trade
- Private Sector Opportunities in South-South Trade

Conclusion

References

Country Profiles

Agreement Profiles

Data Sources and Methodological Notes

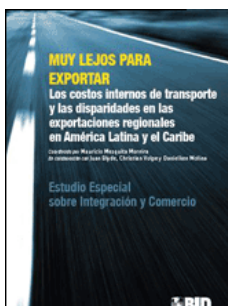
Annex. Country Tables

Accesos al documento: HM BID-INTRADE.BID [2013] Documento Electrónico

Version with annex ([texto completo](#)). Si no pudo acceder haga click [aqui](#)

Version without annex ([texto completo](#)). Si no pudo acceder haga click [aqui](#)

*Mesquita Moreira, M., coord.; Blyde, J.; Volpe Martincus, C. y Molina, D. (2013). **Muy lejos para exportar : Los costos internos de transporte y las disparidades en las exportaciones regionales en América Latina y el Caribe = Too Far to Export: Domestic Transport Costs and Regional Export Disparities in Latin America and the Caribbean = Longe demais para exportar: Custos internos de transporte e disparidades regionais das exportações na América Latina e Caribe.** Washington: BID.



Autor: Mesquita Moreira, Mauricio, coord.; Blyde, Juan S.; Volpe Martincus, Christian; Molina, Danielken

Título: Muy lejos para exportar : Los costos internos de transporte y las disparidades en las exportaciones regionales en América Latina y el Caribe = Too Far to Export: Domestic Transport Costs and Regional Export Disparities in Latin America and the Caribbean = Longe demais para exportar: Custos internos de transporte e disparidades regionais das exportações na América Latina e Caribe

Edición: Washington: BID, October 2013 [279 p.]

Temas: <TRANSPORTE><DESARROLLO ECONOMICO><REGIONALISMO><INFRAESTRUCTURA><INFRAESTRUCTURA DEL TRANSPORTE>

Geográficos: <AMERICA LATINA><BRASIL><COLOMBIA><MEXICO><CHILE>

Resumen: Con la reducción de los aranceles de importación, la precaria infraestructura y la creciente especialización en bienes intensivos en logística, podría decirse que los costos de transporte son hoy el obstáculo más formidable para el comercio exterior en América Latina y el Caribe (ALC). Sin embargo, es poco lo que se sabe sobre los impactos de estos costos en la región, tanto dentro como fuera de las fronteras. En este estudio, el cual hace parte de un esfuerzo más amplio de investigación del BID por llenar este vacío de información, se evalúa el papel que desempeñan los costos internos de transporte ("de la fábrica al puerto") en determinar el nivel y diversificación de las exportaciones tanto a escala nacional como subnacional. La dimensión subnacional es particularmente importante, dado que las exportaciones de ALC se encuentran excesivamente concentradas en unos pocos municipios. Utilizando una serie de estrategias empíricas y una base de datos novedosa-que abarca el origen y destino, así como los costos internos de transporte de las exportaciones municipales en cinco de los países más grandes de la región (Brasil, Chile, Colombia, México y Perú)--, el estudio revela que una

disminución en esos costos puede tener un impacto significativo en las exportaciones, particularmente en aquellos municipios que menos exportan...

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Agradecimientos [p. xix]

CAPITULO 1: Visión panorámica [p. 1]

CAPITULO 2: Afrontar lo obvio: el costo de transporte interno y las disparidades regionales en las exportaciones de Brasil [p. 29]

CAPITULO 3: Los costos internos de transporte: un reto para las exportaciones a la luz del caso de Chile [p. 83]

CAPITULO 4: La incidencia de la distancia y el terreno en el desempeño del comercio: el caso colombiano [p. 111]

CAPITULO 5: Costos internos de transporte y la distribución regional de las exportaciones mexicanas [p. 143]

CAPITULO 6: Perú: Infraestructura vial y exportaciones regionales en una geografía difícil [p. 195]

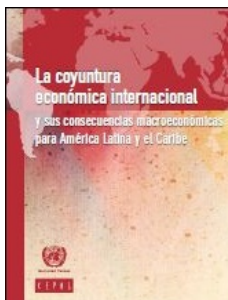
Accesos al documento: 332.135 / MES-MUY / 2013 Documento

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English version ([texto completo](#)). Si no pudo acceder haga click [aquí](#)

Português versao ([texto completo](#)). Si no pudo acceder haga click [aquí](#)

***La coyuntura económica internacional y sus consecuencias macroeconómicas para América Latina y el Caribe. (2013). Santiago de Chile: CEPAL.**



Título:La coyuntura económica internacional y sus consecuencias macroeconómicas para América Latina y el Caribe
Edición:Santiago de Chile: CEPAL, Octubre 2013 [51 p.]
Temas:<COYUNTURA ECONOMICA><MACROECONOMIA><COMERCIO INTERNACIONAL><CRECIMIENTO ECONOMICO><POLITICA FISCAL><POLITICA MONETARIA>
Geográficos:<AMERICA LATINA><CARIBE>

Resumen:En este documento se identifican los principales rasgos de la actual coyuntura económica internacional y cuáles serían las consecuencias más importantes que tendrían para el desempeño macroeconómico de América Latina. Entre los principales rasgos de la actual coyuntura económica internacional se destacan indicios preliminares de que se ha detenido el deterioro del crecimiento económico mundial, lo cual se estaría reflejando en cierta estabilización del crecimiento del comercio internacional, aunque todavía no se vislumbra con certeza un dinamismo significativo ni del crecimiento del PIB mundial ni del comercio internacional. Como parte de este panorama internacional potencialmente positivo pero aún incierto, se combinan dos tendencias: una vinculada a los efectos de las políticas fiscales aplicadas en los países más afectados por la crisis financiera mundial que estalló en 2008 y otra relacionada con las repercusiones de las políticas monetarias adoptadas por estos mismos países.

Nota de contenido:

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Capítulo I: El contexto internacional [p. 9]

Capítulo II: Repercusiones en América Latina y el Caribe [p. 21]

Capítulo III: Los desafíos de América Latina y el Caribe ante la actual coyuntura económica internacional [p. 41]

Accesos al documento: 338 / CEPAL-COY / 2013
Documento Electrónico

[texto completo](#). Si no pudo acceder haga click [aquí](#)

*International Trade Statistics 2013. (2013). Ginebra: OMC.



Título:International Trade Statistics 2013

Otros responsables:Organización Mundial del Comercio, OMC

Edición:Ginebra: OMC, 2013 [208 p.]

Serie:International Trade Statistics = Estadísticas del Comercio Internacional

Temas:<COMERCIO INTERNACIONAL><ESTADISTICAS><COMERCIO DE SERVICIOS><MERCADO DE PRODUCTOS MANUFACTURADOS><COMERCIO DE SERVICIOS><CADENAS DE VALOR>

Resumen:El informe 'Estadísticas del comercio internacional 2013' ofrece un panorama completo de los acontecimientos más recientes ocurridos en la esfera del comercio mundial e incluye detalles del comercio de mercancías por productos y del comercio de servicios comerciales por categorías. Cada capítulo comienza con una sección de aspectos destacados en la que se señalan las tendencias más notables, que se ilustran con numerosos gráficos y mapas. La publicación contiene también un capítulo metodológico en el que se explican los conceptos y definiciones fundamentales utilizados para recopilar las estadísticas, y un apéndice con datos detallados sobre el comercio hasta 2012 por regiones.

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- 3: Entender las estadísticas del comercio internacional [p. 4]
- 4.1: Miembros y observadores de la OMC [p. 6]
- 4.2: Composición de las regiones [p. 7]
- 5.1: Economías según la magnitud del comercio de mercancías, 2012 [p. 8]
- 5.2: Economías según la magnitud del comercio de servicios comerciales, 2012 [p. 9]
- 6: Siglas y abreviaturas, signos y unidades [p. 10]
- I: Evolución del comercio mundial [p. 11]
- II: Comercio de mercancías [p. 47]
- III: Comercio de servicios comerciales [p. 133]
- IV: El comercio en cadenas de valor mundiales [p. 181]

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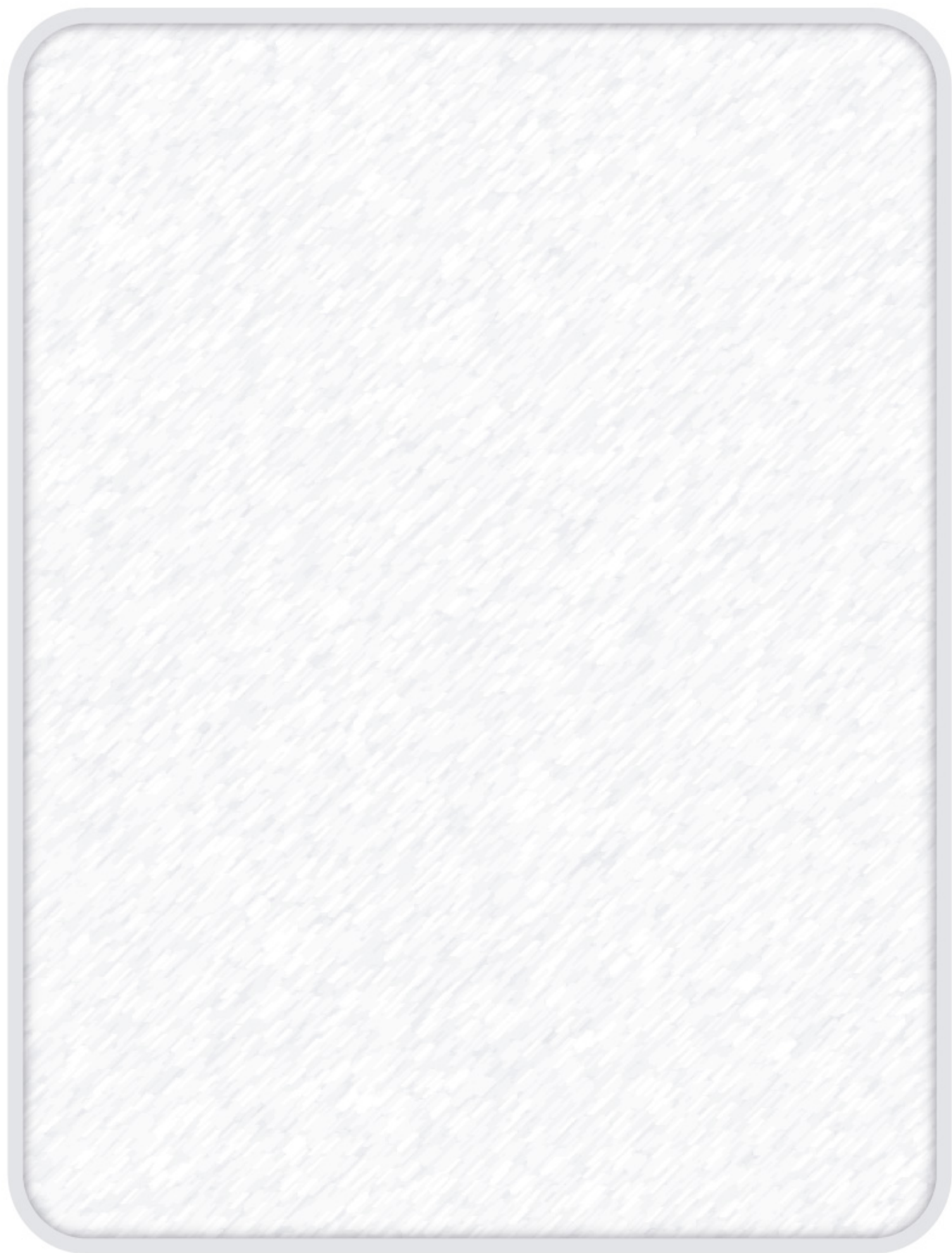
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