

# CONATRAM

Confederación Nacional de Transportistas Mexicanos, A.C.

Mexico City, March 22nd, 2018.

Mr. Michael F. Dolan  
Legislative Representative

Mr. Dave Cooper  
National Representative  
Phil Benson

Friends members of the Teamsters Union, first of all I appreciate the opportunity to have met, especially in our beloved Mexico.

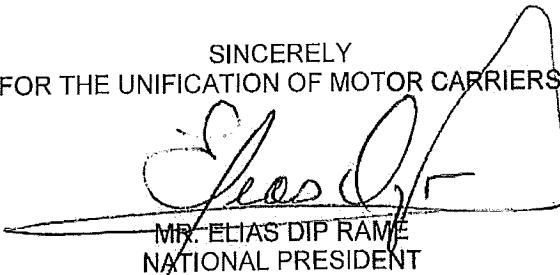
Regarding the talk we had about the issues that could happen in the Rounds of the Free Trade Agreement in the area of International Transport between the 3 countries, Canada, USA and Mexico, I will comment the following position, on behalf of our organization: Confederacion Nacional de Transportes Mexicanos, AC, CONATRAM, making clear that, if necessary, we can make an agreement between the 2 organizations, referring to the sovereignty of both countries, regarding transport.

CONATRAM for 22 years, has spoken out against the opening of international transport beyond the border zone, although we have maintained a respectful position with our government of the agreements committed during the signing of the original NAFTA, this never meant that we agreed that it would work. Time gave us the reason, and the fact is that the few Mexican companies that are currently authorized to make these crossings, speak of the infeasibility and lack of interest of Mexican motor carriers.

That is why, in the context of the NAFTA renegotiations, we consider that cross-border motor carrier services should only be used to cross the border at a short distance, and each local carrier must move the merchandise beyond the border zone, without allowing long-haul crossings, as has been done for almost 50 years, that is Mexico for Mexicans, this rules should be like a mirror among the members of the NAFTA on transport.

In addition, we reaffirm our interest that freight transportation within Mexican territory is only carried out by a Mexican motor carriers, with vehicles registered in Mexico and Mexican drivers, as it operates in the United States.

Regarding the concessions that have already been granted in Mexico to international parcel and courier companies, which with 100% foreign investment, can move goods in Mexican territory, we demand reciprocity, and that we be granted the same privileges in equal circumstances , and that companies with 100% Mexican investment can move parcels and courier services in the United States and Canada.

SINCERELY  
"FOR THE UNIFICATION OF MOTOR CARRIERS"  
  
MR. ELIAS DIP RAMÍREZ  
NATIONAL PRESIDENT

Av. Paseo de la Reforma No.104, 1er. piso, Col. Juárez, Tels.: 01 (55) 5703-1414, 5703-3559,  
Fax: 5535-6565. C.P. 06600, Del. Cuauhtémoc, Cd. de México.

**www.conatram.mx**



## Owner-Operator Independent Drivers Association

National Headquarters: 1 NW OOIDA Drive, Grain Valley, MO 64029  
Tel: (816) 229-5791 Fax: (816) 427-4468

Washington Office: 1100 New Jersey Ave. SE, Washington, DC 20001  
Tel: (202) 347-2007 Fax: (202) 347-2008

4 de abril de 2018

El Honorable Elías Dip Ramé  
Presidente de CONATRAM

Estimado Sr. Dip Ramé:

Los camioneros independientes en América del Norte están representados por dos organizaciones, CONATRAM y OOIDA. Nos ponemos en contacto con usted en nombre de nuestros 160.000 miembros en los Estados Unidos y Canadá porque nuestros miembros y sus miembros comparten el conocimiento y la experiencia del transporte de larga distancia en camiones, así como nuestro compromiso con la seguridad vial, la soberanía económica y la solidaridad en nombre de todos los camioneros.

Nuestros miembros, como los suyos, dependen del comercio para su subsistencia. Mientras más comercio haya, mejor: tanto las exportaciones como las importaciones por igual son transportadas en camiones, desde los puertos y hacia los puertos, mediante el transporte aéreo y ferroviario, y a través de las fronteras de los tres países del TLCAN. Por lo tanto, apoyamos el TLCAN en la medida en que apoye a los camioneros y sus familias; y nos alegra saber que está siendo renegociado.

El propósito de esta carta es expresar nuestro agradecimiento por su permanente oposición al transporte transfronterizo de larga distancia en camiones bajo el TLCAN original. Los conductores de camiones que son miembros de OOIDA, especialmente a lo largo de la frontera entre México y los Estados Unidos, desean transferir los cargamentos y contenedores internacionales de larga distancia cerca de la frontera, en modernos centros intermodales de mercancías que el TLCAN debe alentar. La interacción en estos centros de transferencia comercial en las fronteras internacionales con los miembros de CONATRAM promoverá las buenas relaciones basadas en el respeto mutuo y la profesionalidad.

Estamos de acuerdo con CONATRAM en todas estas cuestiones que son importantes para los camioneros, los camiones y las carreteras seguras, los buenos salarios, y la soberanía de nuestras industrias para competir en nuestros propios mercados. Como usted sabe, el sindicato de los Teamsters en los Estados Unidos y Canadá ya es un aliado nuestro en la cuestión del transporte transfronterizo, y esperamos trabajar con usted en estas cuestiones a medida que se resuelvan durante la modernización del TLCAN y después.

Quedan de Ud. muy atentamente,

Todd Spencer  
Presidente y director general interino  
OOIDA

Johanne Couture  
Conductor profesional  
Miembro de la Junta Directiva de  
OOIDA de Canadá



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April 4, 2018

The Honorable Elías Dip Ramé  
President, CONATRAM

Dear Mr. Dip Ramé:

Independent truck drivers in North America are represented by two organizations, CONATRAM and OOIDA. We are contacting you on behalf of our 160,000 members in the United States and Canada because our members and your members share the knowledge and experience of long distance trucking as well as our commitments to highway safety, economic sovereignty and solidarity on behalf of all drivers.

Our members, like yours, depend on trade for their livelihoods. The more trade the better: both imports and exports alike are hauled by trucks, in and out of the ports, air freight and rail interchanges, and across the borders of the three NAFTA countries. Therefore, we support the NAFTA to the extent that it supports truck drivers and their families; and we are glad that it is getting renegotiated.

The purpose of this letter is to express our appreciation for your long standing opposition to cross-border long haul trucking under the original NAFTA. The truck drivers who are members of OOIDA, especially along the US-Mexico border, want to transfer international long haul cargo and containers near the border, at modern intermodal freight hubs that the NAFTA should encourage. Interaction at these international border commercial transfer hubs with CONATRAM members will promote good relations based on mutual respect and professionalism.

We agree with CONATRAM on all the issues that are important to truck drivers, safe trucks and highways, good wages, and the sovereignty of our industries to compete in our own markets. The Teamsters union in the US and Canada is already an ally of ours on the issue of cross-border trucking, as you know, and we hope to work with you as well on these issues as they are resolved during the modernization of the NAFTA and after.

Sincerely,

Todd Spencer  
Acting President & CEO  
OOIDA

Johanne Couture  
Professional Driver  
Canadian OOIDA Board Member



3 de abril 2018

El Honorable Elías Dip Ramé  
Presidente, CONATRAM

Estimado Sr. Dip Ramé:

Muchas gracias por su carta del 22 de marzo y especialmente por el maravilloso almuerzo y conversación que disfrutamos con usted durante la séptima ronda de negociaciones del TLCAN en la Ciudad de México. Como explicamos cuando nos reunimos, trabajamos en estrecha colaboración con otra organización que es la CONATRAM de los EE.UU. y Canadá – se trata de la Owner Operator Independent Drivers Association (OOIDA). El mes pasado, les informamos a ellos acerca de nuestra reunión con usted – y usted recibirá una carta del presidente de esa organización.

Juntos, hemos comunicado a los negociadores del TLCAN de ambos países que queremos que el nuevo acuerdo respete la soberanía de nuestras respectivas economías, especialmente cuando se trata de servicios transfronterizos, como el transporte de larga distancia. Les hemos pedido que enmienden el TLCAN con el fin de satisfacer esta expectativa. Afortunadamente, después de siete rondas de conversaciones, parece que el nuevo TLCAN va a ser mejor que el acuerdo original para los conductores de camiones.

Estamos muy contentos de que la posición de CONATRAM no haya cambiado con respecto a este controvertido tema. Compartimos su opinión de que la carga en México debe ser transportada por conductores mexicanos, muchos de los cuales son sus miembros, y que las cargas en los EE.UU. y Canadá deberán ser transportadas por conductores con licencia en nuestras jurisdicciones, muchos de los cuales son nuestros miembros.

Como organizaciones hermanas que tienen como prioridad los intereses de nuestros miembros, las divisiones de carga de los Teamsters están de acuerdo con usted de que nuestra coalición de conductores de camiones de América del Norte debe hacer un acuerdo que describa explícitamente nuestra solidaridad. Como las negociaciones del TLCAN están por concluir, los negociadores principales de los tres países deben escuchar las opiniones de todos nosotros.

Esperando que haya disfrutado de una Pascua muy feliz con su familia y esperando que podamos continuar nuestra relación profesional, seguimos,

En solidaridad,

Dave Cooper

Phil Benson

CC: François Laporte  
John McCann  
Mike Dolan

2540, Daniel-Johnson, Suite 804, Laval (Québec) H7T 2S3      T (450) 682-5521      F (450) 681-2244      [teamsters.ca](http://teamsters.ca)

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TEAMSTERS CANADA  
(Translation)

The Honorable Elías Dip Ramé  
President, CONATRAM

Dear Mr. Dip Ramé:

Thank you for your letter of March 22<sup>nd</sup> and especially for the wonderful lunch and conversation that we enjoyed with you during the seventh round of NAFTA negotiations in Mexico City. As we explained when we met, we work closely with another organization that is like the CONATRAM of the US and Canada – they are the Owner Operator Independent Drivers Association (OOIDA). Last month, we told them about our meeting with you -- you should expect a letter from the president of that organization.

Together, we have said to the NAFTA negotiators for both countries that we want the new agreement to respect the sovereignty of our respective economies, especially when it comes to cross-border services, like long-haul trucking. We have asked them to fix NAFTA to meet this expectation. Fortunately, after seven rounds of talks, it seems like the new NAFTA will be better than the original agreement for truck drivers.

We are very happy that the position of CONATRAM has not changed on this controversial issue. We share your opinion that cargo in Mexico should be carried by Mexican drivers, many of them who are your members; and that cargo in the US and Canada should be carried by drivers licensed in our jurisdictions, many of whom are our members.

As brother organizations who have the interests of our members foremost, the Teamsters' freight divisions agree with you that our coalition of North American truck drivers should make an agreement that explicitly describes our solidarity. As the NAFTA negotiations conclude, the lead negotiators from all three countries should hear from all of us.

Hoping that you enjoyed a very happy Easter with your family and looking forward to continuing our professional relationship, we remain,

In Solidarity,

Dave Cooper

Phil Benson

CC: Francois Laporte  
John McCann  
Mike Dolan