Canada
Chile
Colombia
China
Cuba

The Economist “Rule”
USA Exports: Macro View

- Canada: 280 billions of dollars
- Mexico: 230 billions of dollars
- China: 110 billions of dollars
- Japan: 60 billions of dollars
- UK: 50 billions of dollars
- Germany: 50 billions of dollars
- Korea: 40 billions of dollars
The US exports more goods to our NAFTA partners than the world's 13 biggest economies combined.
USA Exports

The Rest of the World vs NAFTA FTA 18

U.S. exports to NAFTA and the other 18 Free Trade Agreement countries almost equals The Rest Of World combined.
Exports Per Capita

NAFTA: $3,000
FTA-18: $600
EU/UK: $500
Japan: $500
BRI: $50
China: $50
World: $50
Chile

Three-fold increase
Colombian

“Smart Power”

Military Aid
Civil Society
Free Trade
China

Biggest trade partner in 2015

More than half of trade deficit

Playing by 1990s rules

One wall is enough
How to address it:

China
Isolation vs. Engagement

55-year unilateral embargo

Old cars, old roads
What Needs to Be Done

1) Focus on Competitiveness
2) Aggressively Defend 20 FTAs – TPA
3) Modernize Trade Rules with China
4) Engage Africa
5) Thank our Founding Fathers
MOST IMPORTANTLY: Stop Avoiding Eye Contact on Trade

America Association of Port Authorities
Bill Lane
April 4, 2017