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(1) シウダーファレスでのユーティリティ料金と設置費用

UTILITY RATES AND INSTALLATION COSTS  
Cd. Juarez, Chihuahua, Mexico

(電気料)

ELECTRICITY

Schedule 8 20 KW - 5,000 KW

Utility installation costs, outside existing service areas or costs associated with large loads where existing capacity is insufficient, will be born by the customer. (Estimate preparation required.)

All customer installation and transformer costs (must be made in Mexico) are the responsibility of the customer. Upon completion of the construction and inspection, a connection fee is charged (generally \$300 - \$500 U.S.). Charges for connection are associated with bringing power to the customers' service point from the property line.

A deposit for the estimated peak demand is required. This deposit is negotiated at not less than 60% of the connected load and is determined by multiplying the guarantee demand with the rates on Table #1 (attached).

MONTHLY ELECTRICAL CHARGES are as follows: (1ヶ月の電気料金)

(see attached Table #2 for monthly increases)

PESOS

- |  |          |         |
|--|----------|---------|
| 1 - Measured Demand  | 1,877.06 | per KW  |
| (Minimum monthly demand charges, when there is no consumption, are calculated at 10 times the monthly charge for any given month). |          |         |
| 2 - Energy Charge  | 9.39     | per KWH |
| 3 - Metering Charge  |          |         |

When connected load is greater than  
800 KW at 480 volts  
or  
400 KW at 220 volts

the metering devices are provided by the utility and there is no monthly metering charge to the customer.

When connected load is less than  
800 KW at 480 volts

or

400 KW at 220 volts

and the customer wishes to be metered in high voltage (for any reason), the customer must pay the utility for the metering devices (about \$1,000) and there is no monthly metering charge.

When connected load is less than  
800 KW at 480 volts

or

400 KW at 220 volts

and the customer has metering in low voltage, the utility provides the metering devices, charging the customer 2% of the bill per month.

4 - 15% Federal Tax

5 - Power factor adjustments will be charged to the customer when it falls below 85%.

Special Notes of Interest:

1. Permits for electrical construction are required by SECOFIN.  
(Secretary of Commerce and Industrial Development)
2. Engineering firms in Mexico offer assistance in the total process, from obtaining permits, to installation, to utility negotiation. This service may be included in total construction costs supplied by contractors/developers.

(各月のディポジット料金)

DEPOSIT RATES

Table #1

Month (1986)	<u>Pesos</u>
January	3,754.12
February	3,885.52
March	4,021.50
April	4,162.26
May	4,307.94
June	4,458.72
July	4,164.78
August	4,776.28
September	4,943.46
October	5,116.48
November	5,295.56
December	5,480.90

需要月額と料金 (キロワット・時当り)

MONTHLY DEMAND & ENERGY CHARGES

Table #2

<u>Month (1986)</u>	<u>Cost per KW</u>	<u>Cost per KWH</u>
	(pesos)	(pesos)
January	1,877.06	9.39
February	1,942.76	9.72
March	2,010.75	10.06
April	2,081.13	10.41
May	2,153.97	10.78
June	2,229.36	11.15
July	2,307.39	11.54
August	2,388.14	11.95
September	2,471.73	12.36
October	2,558.24	12.80
November	2,647.78	13.25
December	2,740.00	13.71

米国1#を373.60ペソとして検算(86年1月1日現在)

(天然ガス)

NATURAL GAS

Cost is divided into three categories:

1. Guarantee deposit
2. Installation and inspection
3. Cost per cubic meter

Guarantee deposit is calculated by multiplying \$ 600.00 pesos by the cost of a cubic meter of gas. In January 1986 the cost was \$ 40.00 pesos. The cost increases of gas are periodic and must be requested from the gas company.

$$\$ 600.00 \times \$ 40.00 = 24,000 - 378.08^* = \$63.48 \text{ U.S. Cy.}$$

\* Controlled exchange rate January 2, 1986.

Note: It is safe to assume that the daily devaluation of the peso maintains the U.S. dollar cost estimates. In other words, increases reflected in pesos do not, in the long-term, affect the cost in U.S. dollars.

Installation and inspection is approximately \$ 170,000.00 pesos or \$450.00 U.S. dollars.

Cost per cubic meter of gas is \$ 40.00 pesos or \$ .11 U.S. Currency.

<u>Estimated Cost</u>	<u>U.S. Currency</u>
Guarantee Deposit	\$ 63.48 (estimated)
Installation/Inspection	\$ 450.00 (estimated)
Cost per M3 of gas	.11 (estimated)

(水)

WATER.

Cost is divided into five categories:

1. Configuration drawings of required water lines
2. Connection cost of the water lines
3. Installation of a 2 to 3 1/2 inch line
4. Processing and signing of the contract
5. Cost per M3 of water

Configuration drawings are charged at .005 (U.S. Currency) per square meter of the total land.

Connection charges are charged at .02 (U.S. Currency) per square meter of the total land requiring water lines.

Installation of the water lines ranging from 2 to 3 1/2 inches is estimated at \$175.00 (U.S. Currency).

Processing of the contract is approximately \$40.00 (U.S. Currency).

<u>Estimated Cost</u>	<u>U.S. Currency</u>
Configuration drawing	\$ .005/sq. meter of land
Water line corrections	.02/sq. meter of land
Installation	175.00
Processing of contract	40.00

(水 - 1 立方米当り料金)

COST PER M3 OF WATER

The cost of water supply and sewerage is based on the water meter diameter and water consumed as follows:

1*		2*	3*	4*
CM.	IN.	Pesos	CM	Pesos
19.00	3/4	495.00	30	16.45
12.70	1/2	---	---	---
25.40	1	985.00	60	16.45
38.10	1 1/2	1,480.00	90	16.45
50.80	2	1,975.00	120	16.45
76.20	3	2,959.00	180	18.00
101.60	4	4,770.00	290	18.00
152.40	6	9,371.00	570	20.00

1\* Meter diameter of water line

2\* Minimum monthly charge per cubic meter

3\* Minimum monthly consumption corresponding the minimum charge

4\* Cost per M3 exceeding the minimum consumption

(電話)  
TELEPHONE.

Cost is divided in two categories:

1. Purchase of TELEFONOS DE MEXICO stock
2. Installation cost
3. Cost of telephone service

Investment in stock is required before telephone lines may be installed.

*Stock certificates	\$50,000.00 pesos	\$135.00 U.S. Cy.
Processing of contract	31,043.00 pesos	85.00 U.S. Cy.
<u>Estimated Installation cost</u>	25,844.00 pesos	70.00 U.S. Cy.
Telephone lines:		
Commercial line w/3 extensions	151,800.00 pesos	400.00 U.S. Cy.
Trunk line for switchboard	125,800.00 pesos	335.00 U.S. Cy.
Telex line	143,800.00 pesos	380.00 U.S. Cy.
Direct line to El Paso Max. 9600 bps	213,300.00 pesos	565.00 U.S. Cy.

\* 75% of the cost of the stock is recuperative. Stock value fluctuates according to the Mexican stock market.



チワワ州の建設業者とディベロパー（民間）  
Builders/Developers in State of Chihuahua, Mexico  
with IDC Membership

Grupo Bermudez  
Bill Mitchell/Victoria Perrea  
P.O. Box 455  
El Paso, TX 79943  
Juarez phone: 7-00-14

Constructora Lintel  
Federico Barrio  
P.O. Box 5723  
El Paso, TX 79955  
Juarez phone: 7-75-65 or 7-79-44

Juarez/Gema Industrial Group  
Tres Hendrix/Mario Mora  
P.O. Box 828  
El Paso, TX 79945  
Juarez phone: 3-52-52

Las Americas Industrial Parks  
Marcel Alvarez  
1155-J Larry Mahan Drive  
El Paso, TX 79925  
El Paso phone: 593-0606

Omega Group  
Sam Drake  
P.O. Box 1162  
El Paso, TX 79947  
Juarez phone: 6-50-33 or 6-08-11

チワワ州の工業団地費用  
COSTOS INDUSTRIALES ESTADO DE CHIHUAHUA

1. TERRENO Y CONSTRUCCION. (工業団地と建設)

TERRENOS INDUSTRIALES (工業団地用地)

COMPLEJO INDUSTRIAL CHIHUAHUA: 1 DÓLAR POR PIE<sup>2</sup>

EN EL PARQUE INDUSTRIAL SAUCITO: 1.25 DÓLAR POR PIE<sup>2</sup>

PARQUE INDUSTRIAL AEROPUERTO: 1.22 DÓLAR POR PIE<sup>2</sup>

PARQUE INDUSTRIAL PARRAL: 0.71 DÓLAR POR PIE<sup>2</sup>

PARQUE INDUSTRIAL CUAUHTÉMOC: 0.71 DÓLAR POR PIE<sup>2</sup>

PARQUE INDUSTRIAL PAQUIME: 0.71 DÓLAR POR PIE<sup>2</sup>

EL COSTO PROMEDIO DE CONSTRUCCION: 12.13 DÓLARES POR PIE<sup>2</sup>

2. SUELDOS Y SALARIOS: (賃金)

SALARIO GENERAL: CHIHUAHUA: 62.72; CD. JUÁREZ 77.24 (MENSUAL)

SALARIO MÍNIMO GENERAL INTEGRADO: CHIHUAHUA 1,328.26; CD.  
JUÁREZ: 1,635.55 (ANUAL).

3. SERVICIOS: (サービス)

A.- ENERGÉTICOS: (エネルギー)

ELECTRICIDAD (KWH) (電力)

Mes (月)	最大需要量 CARGO POR DEMANDA MÁXIMA (\$/KW)	電力消費量 CARGO POR CONSUMO DE ENERGÍA (\$/KW)
ENERO	3.87	0.02
FEBRERO	4.40	0.02
MARZO	4.14	0.02
ABRIL	4.29	0.02
MAYO	4.44	0.02
JUNIO	4.59	0.02
JULIO	4.75	0.02
AGOSTO	4.92	0.02
SEPTIEMBRE	5.09	0.03
OCTUBRE	5.27	0.03
NOVIEMBRE	5.45	0.03
DICIEMBRE	5.64	0.03

GAS NATURAL: (天然ガス)

Mes (月)	COSTO (DUES./1000 FT <sup>3</sup> )	料金 (\$/千立方フィート)
ENERO	1.82	
FEBRERO	1.88	
MARZO	1.95	
ABRIL	2.03	
MAYO	2.1	
JUNIO	2.18	
JULIO	2.26	

AGOSTO	2.34
SEPTIEMBRE	2.43
OCTUBRE	2.52
NOVIEMBRE	2.61
DICIEMBRE	2.71

GAS L.P. (L. P ガス)

MES (月)	\$/KG.
ENERO	0.07
FEBRERO	0.08
MARZO	0.09
ABRIL	0.10
MAYO	0.11
JUNIO	0.12

COMBUSTÓLEO: (NO INCLUYE IMPUESTO), 燃料費 (税金を含まぬ)

MES (月)	LIGERO-\$/GALÓN (軽油)	PESADO-\$/GALÓN (重油)
ENERO	0.15	0.13
FEBRERO	0.15	0.13
MARZO	0.16	0.14
ABRIL	0.16	0.14

B. AGUA, (水)

CHIHUAHUA, (チワワ州)

DIAMETRO DEL TUBO	最少の月量 VOLÚMEN MÍNIMO MENSUAL	最少の月額 COSTO MÍNIMO MENSUAL	SOBRECARGO POR M <sup>3</sup> DE ESCEDENTE
12.7 MM ½"	20 M <sup>3</sup>	0.1	0.01
19.0 MM ¾"			
25.4 MM 1"	30 M <sup>3</sup>	0.21	0.01
38.1 MM 1½"	60 M <sup>3</sup>	0.4	0.01
50.8 MM 2"	90 M <sup>3</sup>	0.59	0.01
152.4 MM 6"	570 M <sup>3</sup>	3.51	0.01

CIUDAD JUÁREZ, (シウダーファレス)

19 MM ¾"	30 M <sup>3</sup>	11.12	0.12
25.4 1	60 M <sup>3</sup>	6.8	0.12
38.1 1½"	90 M <sup>3</sup>	10.2	0.12
50.8 2	120 M <sup>3</sup>	13.59	0.14
76.2 3	180	20.39	0.14
101.6 4	290	32.85	0.14
152.4 6	570	64.57	0.15
203.2 8	1150	130.28	0.15
254.1 10	1900	215.24	0.15

DELICIAS, (水源)

INDUSTRIAL: 工業用

消費量 3531.5 フィート  
CONSUMO DE 3531,5 FT<sup>3</sup> : 2,26 D<sup>ドル</sup>LLS,  
SOBRECARGO POR FT<sup>3</sup> EN EXCESO: 0,02 D<sup>ドル</sup>LLS,  
超過 (立方フィート当り) 料

COMERCIAL: 商業用

CONSUMO DE 3531,5 FT<sup>3</sup>: 2,06 D<sup>ドル</sup>LLS,  
SOBRECARGO POR FT<sup>3</sup> EN EXCESO: 0,02 D<sup>ドル</sup>LLS,

C. FLETES: 輸送料

POR CARRETERA, (高速道路)

等級 CLASE	1 マイル当りの費用 COSTO POR DISTANCIA	+	1 トン当り費用 COSTO POR TONELADA
PRIMERA	0,03 D <sup>ドル</sup> LLS/MILE		5,30 D <sup>ドル</sup> LLS/TON.
SEGUNDA	0,02 " "		5,30 " "
TERCERA	0,02 " "		5,30 " "
CUARTA	0,02 " "		5,30 " "
QUINTA	0,02 " "		5,30 " "

EJEMPLO: 例

ARTÍCULO: AUTOPARTES                      COSTO=0.03x277x20 + 5.30x20=272.2 DLLS  
CLASE: PRIMERA                      等級                      13.61 DLLS/TONS.  
DESTINO: CIUDAD JUÁREZ                      目的地  
DISTANCIA: 375 KM, 277 MILLES,                      距離

POR FERROCARRIL: 鉄道

等級

CLASE	SERVICIOS COSTO POR TONELADA, (トン当り)	ORDINARIO COSTO POR TON-MILLA (トン一万キロ当り)	SERVICIO COSTO POR TONELADA	EXPRESS COSTOS POR TON-MILLA
PRIMERA	7.30	0.02	11.68	0.03
SEGUNDA	6.77	0.02	10.83	0.03
TERCERA	6.23	0.02	9.97	0.03
CUARTA	5.69	0.02	9.11	0.03
QUINTA	5.16	0.02	8.25	0.02

EJEMPLO: 例

ARTÍCULO AUTOPARTES:  
CLASE PRIMERA: ORDINARIO                      COSTO(7.30x15 + 0.02x15x277)=192.60 DLLS,  
12.84 DLLS/TONS.  
CLASE EXPRESS: PRIMERA                      EXPRESS(11.68x15 + 0.03x15x277)=299.85 DLS  
19.99 DLS/TONS.

PESO MÍNIMO: 15 TONS.  
DESTINO: CD. JUÁREZ  
DISTANCIA° 375 KM (277 MILLAS).

D.- COMUNICACIONES, コミュニケーション

TELEFÓNICA: EL COSTO TOTAL ES DE 442.84 DLLS. 電話料

TELEX: テレックス

NACIONAL: 国内

距離	DISTANCIA (MILLAS)	料金 COSTO (DLLS/MIN).
	HASTA 250	0.07
	250 - 500	0.09
	500 - 700	0.11
	750 - 1000	0.13
	1000 - 1250	0.15
	MÁS DE 1250	0.2

INTERNACIONAL: 国際電話

料金 (分当り) COSTO POR MINUTO

10.	ALASKA, AMÉRICA DEL SUR, CENTROAMÉRICA Y EL CARIBE EXCEPTO GUATEMALA.	3 DLLS.
20.	EUROPA Y GROENLANDIA	3.5 DLLS.
30.	AFRICA, ASÍA Y OCEANÍA	4.0 DLLS.
40.	GUATEMALA Y CANADÁ	1.5 DLLS.
50.	ESTADOS UNIDOS DE NORTEAMÉRICA	1.0 DLLS.

VALOR DEL TELEIMPRESOR: 3,464.88 DÓLARES.



(2) エルパソ工業開発公社について

THE EL PASO INDUSTRIAL DEVELOPMENT CORPORATION

The El Paso Industrial Development Corporation is a private, non-profit organization which has been actively assisting industrial relocations and expansions in the El Paso/Chihuahua region for the past twenty-five years.

The membership of the Corporation comprises the largest and most experienced pool of private sector talent for industrial development in the region. It also provides the operating funds which enables us to perform a variety of services on a no-fee basis. These include:

- a) general area information and data
- b) criteria/feasibility studies
- c) site selection analyses
- d) briefings and orientations
- e) itinerary development upon decision to visit
- f) industrial tours
- g) transportation while in El Paso/Juarez

These services, as well as other types of assistance, are provided on a confidential basis.

The El Paso Industrial Development Corporation maintains excellent, arms-length working relationships with other local/regional organizations involved in the economic development process. Among these are:

City of El Paso  
Consortium on Business & Industrial Education and Training  
El Paso Chamber of Commerce  
Foreign Trade Association of El Paso  
Manufacturers Committee of Chamber of Commerce  
Maquiladora Association of Juarez  
Renaissance 400  
State of Chihuahua Development Agency  
State of Texas  
U.S. - Mexico Chamber of Commerce

As the initial point of contact for companies evaluating the El Paso/Chihuahua region, The El Paso Industrial Development Corporation is ready to provide information and assistance in a responsible professional manner.

エルパソのユーティリティ・サービス

UTILITIES - EL PASO

(電気)

**ELECTRIC**

Electric power is provided by the El Paso Electric Company, which also supplies electricity to southern New Mexico and other points in West Texas. El Paso Electric has insured availability of electricity to its customers through the procurement of 15% of Arizona's Palo Verde Nuclear Generation Station, as well as coal generated power from New Mexico.

Schedule No. 25  
"Large Power Service Rate"

(#料金)

MONTHLY RATE:

Customer Charge -- \$ 437.15  
Demand Charge -- \$ 16.66 per kilowatt  
Energy Charge -- \$ 0.00531 per kwh

Minimum Demand -- 300 kilowatts

Point of Delivery -- designated by the Electric Company

Type of service -- power will be delivered at one of the Electric Company's standard types of service.

The billing demand will be the highest of:

- (a) 300 kilowatts
- (b) the maximum demand (highest measured 30 minute average kilowatt load)
- (c) 75 percent of the highest billing demand established during the previous 12-month period.

Source: El Paso Electric Company  
December, 1985

(天然ガス)

NATURAL GAS

Natural gas is distributed by the Southern Union Gas Company which is regulated by the Federal Power Commission and the Texas Railroad Commission. The company uses interstate gas, intrastate gas, or a mixture of the two. In spite of the priority given to residential customers, there has been no shortage of supply to industrial users.

RATE INFORMATION  
(as of November 26, 1986)

ガス料金

TOTAL COST OF GAS PER CCF: \$ 0.2038 \*

	<u>Base Rate</u> <u>Per CCF</u>		<u>Cost of Gas</u> <u>Per CCF</u>		<u>Total Rate</u> <u>Per CCF</u>
<u>RESIDENTIAL RATE</u>					
"Rate Code 10"					
Customer Charge = \$ 1.5000					
0 - 100 CCF	\$0.1204	+	\$0.2038	=	\$0.3242
101 - 500 CCF	\$0.1004	+	\$0.2038	=	\$0.3042
501 - Plus CCF	\$0.0904	+	\$0.2038	=	\$0.2942

COMMERCIAL RATE

"Rate Code 20"

Customer Charge = \$ 1.7500

0 - 100 CCF	\$0.1207	+	\$0.2038	=	\$0.3245
101 - 500 CCF	\$0.1007	+	\$0.2038	=	\$0.3045
501 - 3000 CCF	\$0.0857	+	\$0.2038	=	\$0.2895
3001 - Plus CCF	\$0.0557	+	\$0.2038	=	\$0.2595

INDUSTRIAL RATE

"Rate Code 40"

Customer Charge = \$ 1.7500

0 - 100 CCF	\$0.1227	+	\$0.2038	=	\$0.3265
101 - 500 CCF	\$0.0977	+	\$0.2038	=	\$0.3015
501 - 3000 CCF	\$0.0877	+	\$0.2038	=	\$0.2915
3001 - Plus CCF	\$0.0577	+	\$0.2038	=	\$0.2615

\* Reflects \$0.0064 increase per CCF from previous month

Source: Southern Union Gas Company  
September, 1986

(水)

WATER UTILITIES

Water supply and sewage are administered by the El Paso Public Service Board. Although current water supplies are adequate for the anticipated growth of the city into the 21st Century, the Public Service Board is implementing a detailed planning program aimed at providing a reliable supply of fresh water for the next 100 years.

Water Rates:

The monthly charge consists of a minimum charge (based on size of meter) plus a commodity charge for water used in excess of the volume allowed in the minimum. The following charges will apply:

Minimum Monthly Charges

<u>Meter Size</u>	<u>Minimum Mo. Bill</u>	<u>Volume Allowed in Minimum</u>
Less than 1"	\$ 3.13	4 CCF
1"	\$ 3.48	4 CCF
1 1/2"	\$ 4.08	4 CCF
2"	\$ 5.15	4 CCF
3"	\$ 7.47	4 CCF
4"	\$10.73	4 CCF
6"	\$18.68	4 CCF
8"	\$43.38	4 CCF
10"	\$58.33	4 CCF

Commodity Charge -- A charge of \$ 0.46 per CCF will be levied on all water used in excess of 4 CCF in any month in which the volume does not exceed that of the "previous" February's bill. Customers who do not have a "previous" February bill shall be billed at \$ 0.46 per CCF for the volume of water used in their first full month of service. This shall be considered as the "previous" February base until the customer actually establishes a February base.

The volume used in any month in excess of said February volume but not more than 150% of said February's base use shall be charged at \$ 0.55 per CCF. The charge for the volume used in any month in excess of 150% of the February base use shall be \$ 0.65 per CCF.

Standby Fire Protection:

A monthly standby charge will be assessed based on the size of the service as follows:

<u>Size of Service</u>	<u>Monthly Charge</u>
1 1/2 "	\$ 3.47
2"	4.83
3"	6.88
4"	8.93
6"	12.39
8"	20.63
10"	34.39

(下水料金)

Sewerage Rates:

The sewer service charge consists of a minimum monthly charge based on the water usage as measured by the water meter serving the property or as otherwise provided herein. The following schedule of charges shall apply:

<u>Meter Size</u>	<u>Minimum Mo. Bill</u>	<u>Volume Allowed in Minimum</u>
Less than 1"	\$ 4.12	4 CCF
1"	\$ 4.74	4 CCF
1 1/2"	\$ 5.98	4 CCF
2"	\$ 7.18	4 CCF
3"	\$ 8.42	4 CCF
4"	\$ 9.66	4 CCF
6"	\$ 12.14	4 CCF
8"	\$ 14.62	4 CCF
10"	\$ 17.10	4 CCF

Commodity Charge -- The sewer charge for water used in excess of the allowance included in the minimum monthly charges shall be \$ 0.43 per CCF of water based on the metered water usage.

Source: El Paso Water Utilities Board  
December, 1985

(エルパソのユーティリティーサービス会社)

UTILITIES - EL PASO

For information concerning the El Paso area utilities, please feel free to contact the following:

(上・下水)

Water & Sewerage

John Hickerson  
Chairman of the Board  
El Paso Water Utilities  
320 South Campbell  
El Paso, Texas 79901  
(915) 533-9701

(ガス)

Gas

Bud Quimbey  
Community Relations Representative  
Southern Union Gas Company  
420 East San Antonio  
El Paso, Texas 79901  
(915) 544-6300

(電気)

Electric

Denise Higgins  
El Paso Electric Company, Area Development  
c/o El Paso Industrial Development Corp.  
#9 Civic Center Plaza  
El Paso, Texas 79901  
(915) 532-8281

エルパソ建設業者/ディベロパー (民間)  
EL PASO BUILDERS/DEVELOPERS  
(Members El Paso Industrial Development Corporation)

Condell Construction	Carol Lewis	778-6656
Cullers & Associates	John Cullers	584-5600
Foster-Schwartz Development	Mickey Schwartz	592-0290
KASCO Ventures, Inc.	Nancy DeHaro	775-1411
Ron Martin & Assoc.	Ron Martin	779-6353
Sierra Properties	Kenneth Farah	533-5994
Texas Builders	Katherine Alday	858-1087

エルパソ工業団地名

EL PASO INDUSTRIAL REAL ESTATE  
BROKERS WITH S.I.R. DESIGNATION  
(Members of El Paso Industrial Development Corporation)

Best Real Estate	John Best	533-4901
Sonny Brown Associates	Sonny Brown	584-5511
James A. Keller Realtors	Jim Keller	533-1478
Recon Real Estate Conslts.	Gary Mann	533-5414



エルパソ工業団地名

EL PASO COMMERCIAL/INDUSTRIAL REAL ESTATE  
BROKERS WITHOUT S.I.R. DESIGNATION  
(Members of El Paso Industrial Development Corporation)

James A. Lyle Associates	James (Flip) Lyle	592-5875
McKinstry, Inc.	Fred McKinstry	581-1141
Rogers & Belding	Jimmy Rogers, Jr.	544-3111

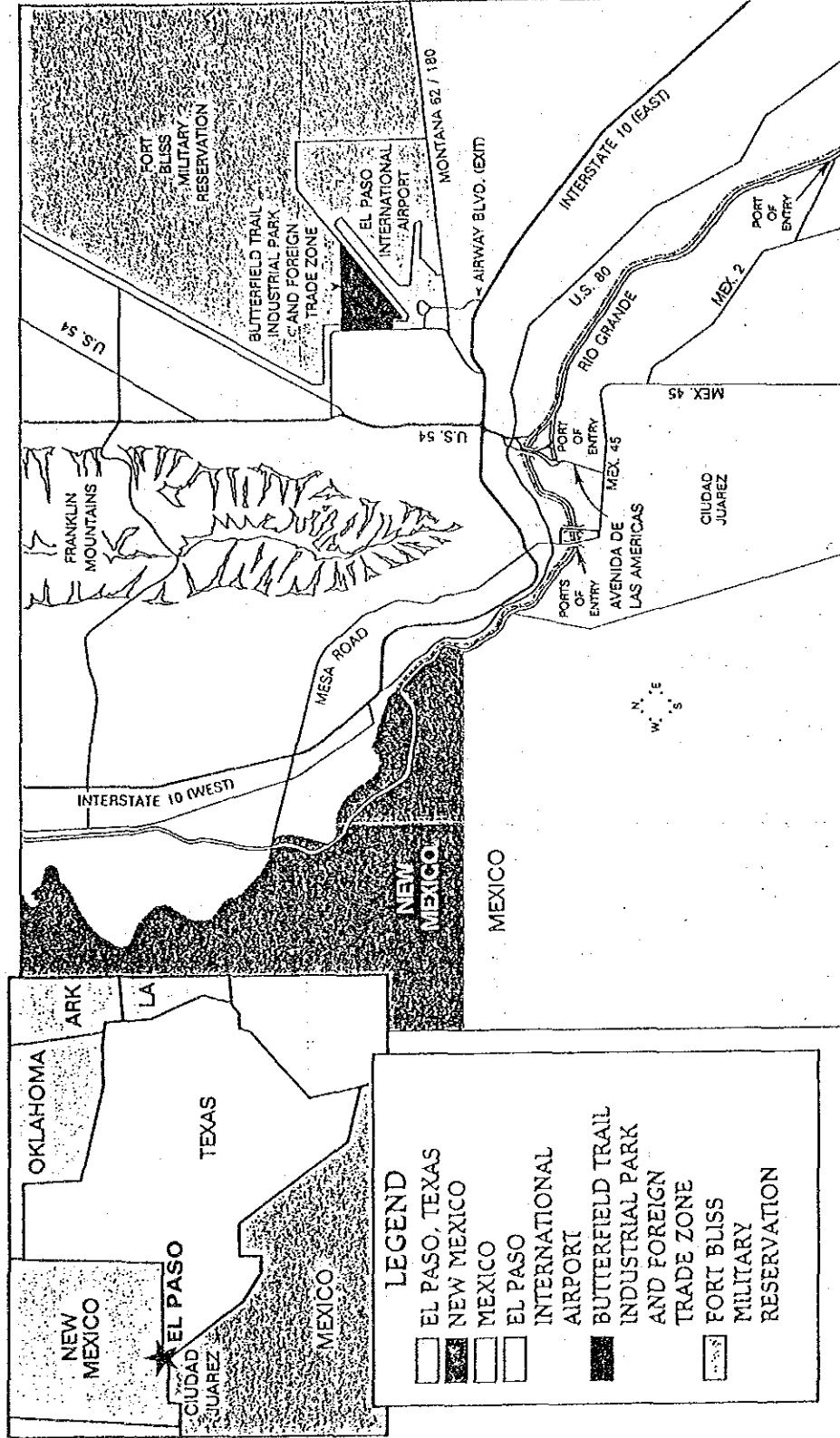
## エルパソの教育概要

### OVERVIEW OF EDUCATION IN THE EL PASO AREA

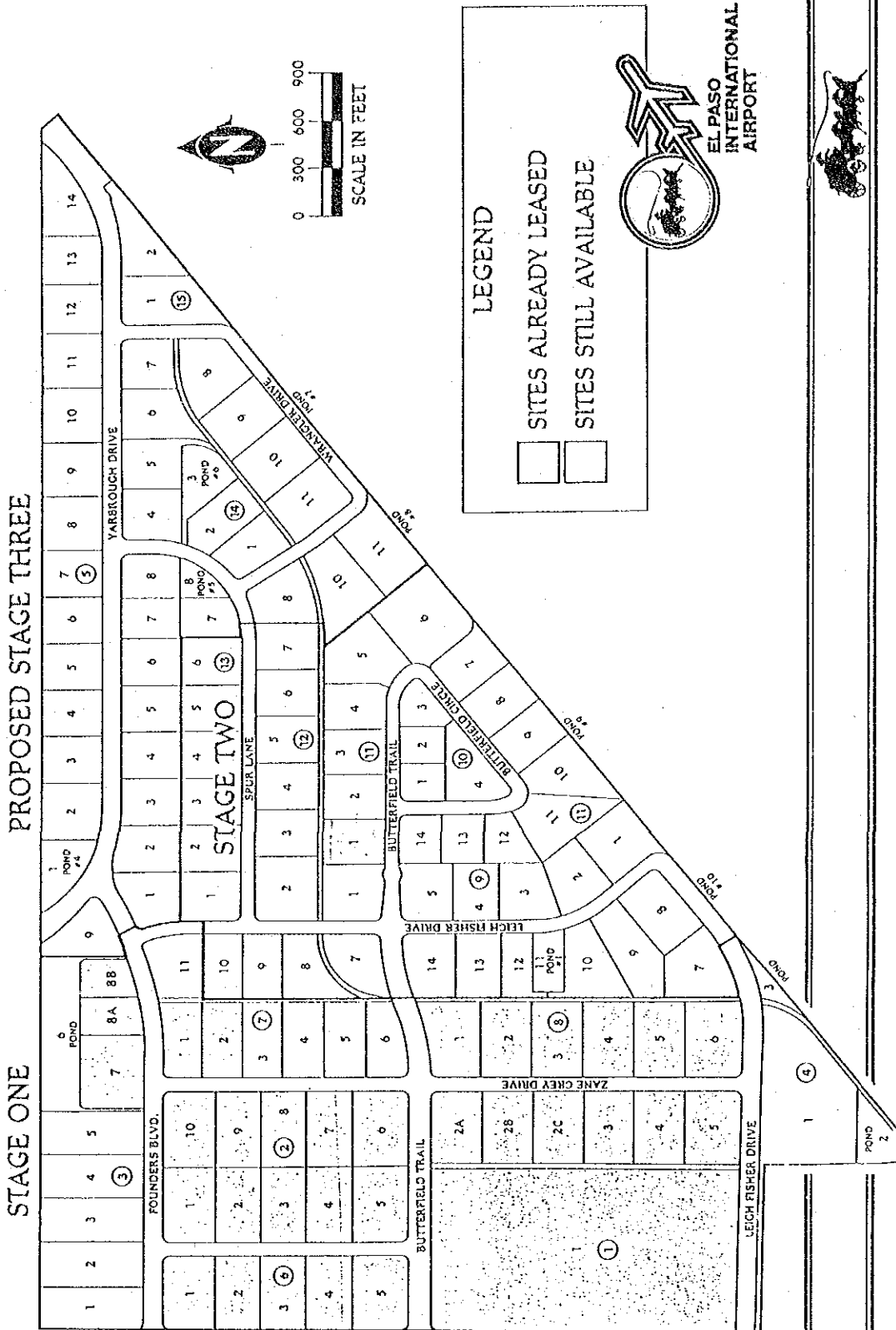
- Over 140 public primary and secondary schools, and approximately 34 private and parochial schools;
- The University of Texas at El Paso offers Bachelor, Master and Doctoral degrees in over 96 disciplines;
- New Mexico State University, in nearby Las Cruces, offers Doctoral degrees in fourteen fields, Masters in 41 fields, Bachelors in 95 fields and Associates degrees in 17 fields;
- The El Paso Community College, a two-year institution, offers Associate degrees in 98 subjects that support local industry;
- Texas Tech University's Medical School;
- A research center operated by Texas A & M University supports the local agricultural industry;
- Four business and secretarial schools;
- Ten Industrial, Technical and Trade schools, offering Electronics, Computer Technology, Welding, AC/Refrig/Heating, Auto Mechanics, Medical Assistant, Cosmetology and Real Estate courses.

エルパソ空港団地の価格表

PROXIMITY MAP



# SITE PLAN



	Land Area		Estimated Market Value	Annual Lease Rate	
	Sq. Ft.	Acres		Total	Per Sq. Ft.
<b>BLOCK 1</b>					
Lot 2A	166,336	3.82	\$182,970	\$14,637.57	8.8
Lot 2B	157,451	3.62	165,324	13,225.88	8.4
Lot 2C	157,451	3.60	164,312	13,225.88	8.4
Lot 3	156,488	3.60	164,312	13,144.99	8.4
Lot 4	156,488	3.60	164,312	13,144.99	8.4
Lot 5	175,694	4.00	210,833	16,866.62	9.6
<b>BLOCK 2</b>					
Lot 1	176,787	4.06	\$212,144	\$16,971.52	9.6
Lot 2	150,000	3.44	157,500	12,600.00	8.4
Lot 3	150,000	3.44	157,500	12,600.00	8.4
Lot 4	150,000	3.44	157,500	12,600.00	8.4
Lot 5	179,737	4.13	224,671	17,973.70	10.0
Lot 6	179,737	4.13	224,671	17,973.70	10.0
Lot 7	150,000	3.44	157,500	12,600.00	8.4
Lot 8	150,000	3.44	157,500	12,600.00	8.4
Lot 9	150,000	3.44	157,500	12,600.00	8.4
Lot 10	177,253	4.07	212,704	17,016.29	9.6
<b>BLOCK 3</b>					
Lot 1	134,169	3.08	\$402,507	\$32,200.56	2.4
Lot 2	204,000	4.68	295,800	23,664.00	11.6
Lot 3	197,200	4.53	285,940	22,875.20	11.6
Lot 4	197,200	4.53	285,940	22,875.20	11.6
Lot 5	193,793	4.45	280,999	22,479.99	11.6
Lot 7	203,496	4.67	203,496	16,279.68	8.0
Lot 8A	59,343	1.36	53,400	4,272.70	7.2
Lot 8B	87,130	2.00	171,297	6,273.36	7.2

	Land Area		Estimated Market Value	Annual Lease Rate	
	Sq. Ft.	Acres		Total	Per Sq. Ft.
<b>BLOCK 6</b>					
Lot 1	169,999	3.90	\$203,999	\$16,319.90	9.6
Lot 2	144,750	3.32	151,982	12,159.00	8.4
Lot 3	144,971	3.32	152,219	12,177.56	8.4
Lot 4	145,769	3.35	153,057	12,244.60	8.4
Lot 5	175,635	4.03	219,544	17,563.50	10.0
<b>BLOCK 7</b>					
Lot 1	132,147	3.03	\$186,327	\$14,932.61	11.3
Lot 2	135,000	3.10	170,100	13,635.00	10.1
Lot 3	135,000	3.10	189,000	15,120.00	11.2
Lot 4	135,000	3.10	189,000	15,120.00	11.2
Lot 5	135,000	3.10	189,100	15,120.00	11.2
Lot 6	120,638	2.77	162,861	13,028.90	10.8
Lot 11	141,560	3.25	219,418	17,553.49	12.4
<b>BLOCK 8</b>					
Lot 1	179,306	4.10	\$261,787	\$20,978.80	11.7
Lot 2	165,000	3.79	207,900	16,665.00	10.1
Lot 3	165,000	3.79	207,900	16,665.00	10.1
Lot 4	165,000	3.79	207,900	16,665.00	10.1
Lot 5	165,000	3.79	207,900	16,665.00	10.1
Lot 6	187,157	4.30	263,891	21,148.74	11.3

\*Leased



# LEASE RATES / STAGE TWO DEVELOPMENT

	Land Area		Estimated Market Value	Annual Lease Rate	
	Sq. Ft.	Acres		Sq. Ft.	Per Sq. Ft.
<b>BLOCK 7</b>					
Lot 7	130,645	2.999	\$195,968	\$13,664.50	12.0
Lot 8	136,036	3.123	176,847	14,174.74	10.4
Lot 9	109,200	2.507	152,880	12,230.40	11.2
Lot 10	109,200	2.507	152,880	12,230.40	11.2
<b>BLOCK 8</b>					
Lot 7	163,480	2.753	\$220,698	\$17,655.84	10.8
Lot 8	165,464	3.799	223,376	17,870.11	10.8
Lot 9	173,101	2.974	225,031	18,002.50	10.4
Lot 10	125,346	2.878	169,217	13,537.37	10.8
Lot 12	83,850	1.925	117,390	9,391.20	11.2
Lot 13	111,375	2.557	155,925	12,474.00	11.2
Lot 14	128,029	2.939	198,445	15,895.60	12.4
<b>BLOCK 9</b>					
Lot 1	162,061	3.720	\$194,473	\$15,557.86	9.6
Lot 2	145,062	3.330	174,074	13,925.95	9.6
Lot 3	117,564	2.699	146,955	11,756.40	10.0
Lot 4	111,516	2.560	139,395	11,151.60	10.0
Lot 5	123,788	2.842	173,303	13,864.26	11.2
<b>BLOCK 10</b>					
Lot 1	79,737	1.831	\$115,619	\$ 9,249.49	11.6
Lot 2	80,000	1.837	104,000	8,320.00	10.4
Lot 3	88,865	2.040	124,411	9,952.88	11.2
Lot 4	151,177	3.471	204,089	16,327.12	10.8
<b>BLOCK 11</b>					
Lot 1	119,907	2.753	\$167,870	\$13,429.58	11.2
Lot 2	119,762	2.749	167,667	13,413.34	11.2
Lot 3	119,762	2.749	167,667	13,413.34	11.2
*Leased					

	Land Area		Estimated Market Value	Annual Lease Rate	
	Sq. Ft.	Acres		Sq. Ft.	Per Sq. Ft.
<b>BLOCK 11 CONTINUED</b>					
Lot 4	120,428	2.765	\$168,599	\$13,487.94	11.2
Lot 5	186,716	4.286	242,731	19,418.46	10.4
Lot 6	262,853	4.252	302,281	24,182.48	9.2
Lot 7	121,789	2.796	152,236	12,178.90	10.0
Lot 8	120,000	2.755	150,000	12,000.00	10.0
Lot 9	120,000	2.755	150,000	12,000.00	10.0
Lot 10	154,281	3.542	185,137	15,428.10	8.8
Lot 11	137,684	3.161	151,452	12,116.19	8.8
Lot 12	124,138	2.850	148,966	11,917.25	9.6
Lot 13	98,761	2.267	123,451	9,876.10	10.0
Lot 14	98,426	2.260	137,796	11,023.71	11.2
<b>BLOCK 12</b>					
Lot 1	145,356	3.337	\$218,034	\$17,442.72	12.0
Lot 3	133,537	3.066	186,952	14,956.14	11.2
Lot 4	125,907	2.890	176,270	14,101.58	11.2
Lot 5	125,907	2.890	176,270	14,101.58	11.2
Lot 6	125,907	2.890	176,270	14,101.58	11.2
Lot 7	132,675	3.040	185,745	14,859.60	11.2
<b>BLOCK 13</b>					
Lot 1	129,630	2.976	\$181,482	\$14,518.56	11.2
Lot 2	124,000	2.847	155,000	12,400.00	10.0
Lot 3	124,000	2.847	155,000	12,400.00	10.0
Lot 4	124,000	2.847	155,000	12,400.00	10.0
Lot 5	124,000	2.847	155,000	12,400.00	10.0
Lot 6	124,000	2.847	155,000	12,400.00	10.0

The 90' utility and access easement which contains approximately 1.778 acres has not been included in Lot 6, Block 11 and was subtracted from the total 6.034 acres. The lessee of Lot 6, Block 11, will be required to landscape and maintain the 1.778 acre access easement until a street is constructed on that Right-of-Way.



(3) バハ・カリフォルニア州  
インフラストラクチャー指標

単位 バハ・カリフォルニア州 メキシコ合衆国 全国比

CONCEPTO UNIDAD BAJA CALIFORNIA REPUBLICA MEXICANA %DEL PAIS

C. SERVICIOS MEDICOS(1978)

女 医 数	1.Unidades medicas en - servicio:		46	5 843	08
病 床 数	2.Camas		2 449*	66 067	37
民 間 医 者 数	3.Personal medico		1 605*	48 680	33
病 床 数 (人口千人当り)	4.Camas por 1 000 habi - tantes		2.0*	1.0	
医 療 数 (人口千人当り)	5.Medicos. por 1 000 ha - bitantes		13*	1.4	

<インフラストラクチャー指標>

IV. INDICADORES ECONOMICOS

A. Infraestructura (インフラストラクチャー)

(運輸通信)	1.Comunicaciones y --- transportes				
道 路 延 長	a) Longitud de caminos	km	3 396	211 246	16
車 台 数 (78)	b) Numero de vehiculos de motor 1978	Unidad	322 609	4 712 164	68
鉄 道 延 長	c) Longitud de las vias terreas	km	200	25 510	08
道 路 率 (1万人当り)	d) Cominos por 10 000 Habitantes	"	27.7	31	
車 台 数 ( " )	e) Vehiculos por 10 000 Habitantes	Unidad	2 632	716	
電 話 設 備 数	f) Numero de aparatos te lefonicos	"	56 240	5 024 161	10
郵便局数 (79)	g) Oficinas de correo 1979	"	695	13 252	52
ラジオ局数 (80)	h) Estaciones de radio 1980	"	40	854	47
電 力	2.Energia Electrica				
発 電 力	a) Generacion	kwh		59 953 145	
か ん が い	3.Irrigacion				
か ん が い 利 用 面 積	a) Superficie beneficia- da por obras de irri- gacion	Has	162 197	3 765 861	43

北バハ・カリフォルニア州工業団地諸コスト

CUESTIONARIO SOBRE COSTOS INDUSTRIALES DEL ESTADO

Terreno y construccion (工業地と建設)

Terrenos Industriales (m <sup>2</sup> ) (工業団地, 地価)	2,000.00
Construccion (m <sup>2</sup> ) ( " 建設費)	40,000.00

Materiales de construccion (建設材料)

-Cemento (tons) セメント	43,000.00
-Varilla (tons) 鉄筋	3/8=260,325.00 1/2=347,270.00
-Ladrillo (millar) 練瓦(千個)	33,000.00
-Grava (tons) 砂利/パラス	5,000.00
-Arena (tons) 砂	3,250.00
-Mano de obra 工賃	3,015 X dia.
-Otros その他	- 0 -

Sueldos y salarios (俸給)

Salario minimo por zona (diario) (1日の最低賃金)	2,065
Salario minimo incluyendo presta (保障金)	
Ciones (anual) (年報)	755,790 mas prestaciones.
Sueldo y Salarios del Mercado	
-Mano de Obra no calificada (非技能者賃金)	2,675
-Mano de Obra Calificada (技能者賃金)	3,175

Servicios (ユーティリティ・サービス)

A. -Energeticos (エネルギー)

Electricidad (kilowatt/hora) (電気)	19.34 + .5075 incremento X mes.
Gas natural (m <sup>3</sup> ) (天然ガス)	84.66
Gas LP (kg) (LPガス)	60.00
Combustoleo (m <sup>3</sup> )	

B. -Agua (m<sup>3</sup>) (水)

Principales Ciudades

C. -Fletes (運輸/運賃)

Por carretera (ton) (高速道路)	Varia segun el producto aparece publicado en el D. O. de la Fed. 11-04-86
Por ferrocarril (ton) (鉄道)	
Por via area (kg) (陸上輸送)	279.00 X kg
Por via maritima, en su caso (海上輸送)	No procede

Comunicaciones (通信)

-Telefonica (contratacion de servicio) (電話)	200,000.00
-Telex (minuto/nacional e internacional) (テレックス)	650,000
-Servicio de correo expeditos (gramo) (郵便)	20 Grs. X 65.00 Internacional 20 Grs. X 40.00 Nacional.
-Otros Telegrafos = por palabra 13 ordinario, 26 urgente de (その他) 1 a 10 palabras en 140.00 Ordinario o 280.00 Urgente.	

puestos locales, incentivos y estímulos estatales.



メヒカリ・バハカリフォルニア州

(メヒカリの工業団地)

INDUSTRIAL SITES

Site selection in Mexicali is no different from other communities, there are different areas zoned for industrial purpose which can be reviewed through the Mexicali Industrial Development Commission, acting as liaison between the developer or property owner and the interested company, land or building will be presented to interested companies upon request.

Presently there are two industrial parks in Mexicali, and others are in the planning stages.

The El Vigia Industrial Park, located in the southeastern part of Mexicali, and the Mexicali Industrial Park, on the north, designed for light industry. Both parks offer complete building services, inventory buildings and build to suit construction, ranging from 20,000 to 50,000 square feet.

Some companies established in these parks are: Prince Graphite Inc., Libbey-Owens-Ford, American Phamaseal, Emerson Electric, Airesearch Aviation, McDonnell Douglas, Garrett General Aviation Service Co., etc.

Cost and specific information of these industrial parks can be obtained by contacting:

工業団地へのコンタクト先：エルビヒア工業団地

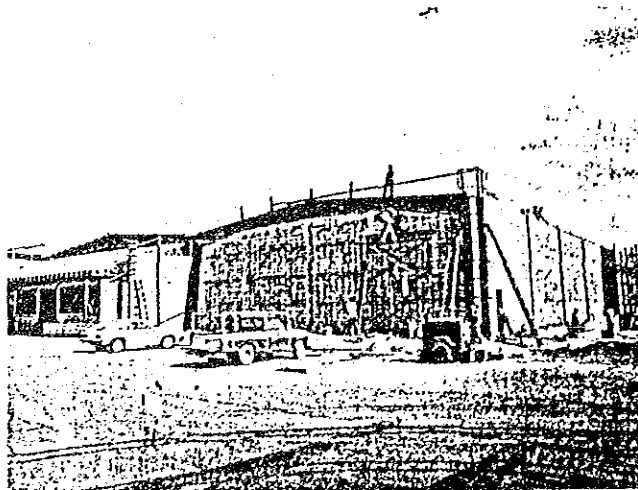
EL VIGIA INDUSTRIAL PARK  
Km. 12.5 Carretera a San Luis  
Telephone: 1(706)561-8737  
Telex: 569618 MEMME

MEXICALI INDUSTRIAL PARK メヒカリ工業団地  
Galaxia 18-B  
Parque Industrial  
Telephone: 1(706)566-5237  
Telex: 569706 PIMXME

U.S. MAILING ADDRESS:  
233 Paulin Ave., Box 5376  
Calexico, California 92231

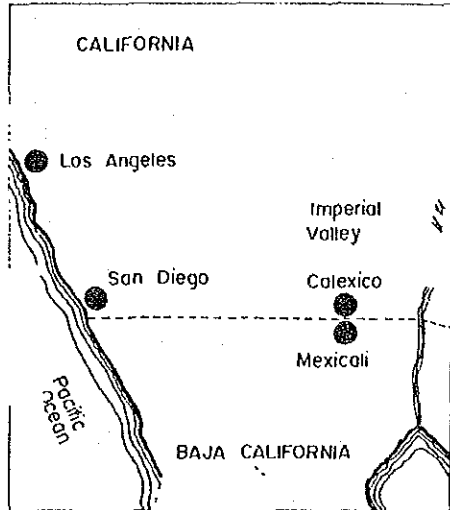
U.S. MAILING ADDRESS:  
P.O. Box 423  
Calexico, California 92231

THE MEXICALI INDUSTRIAL DEVELOPMENT COMMISSION will be more than happy to help you select and obtain a site or building to meet your very special needs.



XI

GENERAL INFORMATION  
MEXICALI, BAJA CALIFORNIA



- \*\*POPULATION: 800,000
- \*\*LOCATION: State of Baja California, A Free Trade Zone.
- \*\*CLIMATE: Hot summers, beautiful springs and autumns, mild winters. Air conditioning a must from late May to late September.
- \*\*AVERAGE RAINFALL: 3 Inches
- \*\*AVERAGE SUMMER MAX. TEMPERATURE: 106°F
- \*\*AVERAGE WINTER MIN. TEMPERATURE: 46°F

バハ・カリフォルニア・メヒカリ市の高等教育機関

INSTITUTIONS OF HIGHER LEARNING:

- \*University of Baja California: Multi-campus, public institution with colleges of engineering, business, law, medicine, education, political science, agriculture, nursing and languages.  
(Mexicali Campus) Enrollment: 8,764
- \*Centro de Enseñanza Tecnica y Superior: A private institution with schools of business, engineering, (mechanical, computer science, industrial, production, systems) and College Prep High School.  
(Mexicali Campus) Enrollment: 2,373
- \*Instituto Tecnologico de Mexicali: A public engineering school (electronics, electrical, industrial, chemical, mechanical).  
Enrollment: 703

INSTITUTIONS OF HIGHER EDUCATION (CONTINUED):

VOCATIONAL SCHOOLS: 職訓学校

\*Centro de Capacitación No. 21

Automotive mechanics, industrial sewing, machining and tools, electricity, welding, industrial drawing, electronics, english (language lab), special courses (specialized intensive training), Enrollment: 2,449

Courses are designed and taught to the special requirements of a given manufacturing plant as to time, place and needs.

OBJECTIVES:

\*To provide the student the theoretical knowledge and practical skills necessary for his immediate participation in a productive industrial field.

\*Education and practical training under the same conditions and systems prevailing in Industry.

\*Centro de Bachilleres Tecnológico Industrial y de Servicio No. 21

Technical training in refrigeration, electrical assembly, electronics, chemical laboratory operations, bookkeeping and automotive technology. Enrollment: 1,553

\*Colegio Nacional de Educación Profesional Técnica, Plantel Mexicali I

Production techniques, refrigeration, electronics, and air conditioning. Enrollment: 650

\*Centro de Capacitación No. 84

Refrigeration, automotive mechanics, electronics, industrial sewing, tooling and machining. Enrollment: 699

\*Colegio Nacional de Educación Profesional Técnica, Plantel Mexicali II

Business, accounting and industrial techniques. Enrollment: 419

GENERAL INFORMATION

MEXICALI, BAJA CALIFORNIA

メヒカリの交通機関

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TRANSPORTATION

- \*\*AIR SERVICE:** Daily by Mexicana Airlines to Hermosillo  
Guadalajara, Mexico City.  
Charter Flights: Provided by Aviones y  
Servicios, S.A.
- \*\*RAILROAD:** Daily Service by Ferrocarril Sonora-Baja  
California to all points south to Mexico  
City. Interconnects with Santa  
Fe-Southern Pacific at Calexico, California.
- \*\*BUS SERVICE:** Daily Service by Transportes Del Pacifico,  
Transportes Norte de Sonora, Transportes  
Tres Estrellas De Oro. Interconnects with  
Greyhound and Trailways to the United  
States.
- \*\*TRUCKING:** Many firms maintain fleets of modern  
equipment.
- \*\*LOCAL BUS  
SERVICE:** Available to all points including the  
city's industrial areas.
- \*\*FOREIGN  
AIR SERVICE:** Provided by SkyWest from Imperial County  
Airport, Imperial, California. Call  
800-472-4392 for reservations. Passengers  
can make connections in San Diego,  
Los Angeles, or Phoenix.
-

## XII

### カリフォルニア インペリアルバレー工業団地 IMPERIAL VALLEY, CALIFORNIA

Imperial Valley, California, with a population of 101,000 labor force of 48,760, and 15,000 additional commuting workers from Mexicali, has an unique location to offer business and industry. It is adjacent to the Mexican border and Mexicali.

Because of its proximity to this industrial city, its four industrial parks are a prime location for final assembly plants when combined with the high productivity of Mexican labor, using incentives provided by both countries for implementation of the Twin-Plant Concept. Under this concept capital-intensive operations are established in the Imperial Valley and labor-intensive operations are established in Mexicali. No environmental reports are necessary for firms building in the four Industrial Parks.

Extensive Federal/State Programs are available to train United States residents to employer requirements. This predominately agricultural area has a high unemployment rate, therefore, offers special opportunities to new industries.

#### UTILITIES (ユーティリティ)

Electric power is supplied by the Imperial Irrigation District, a consumer-owned utility.

Water supply is plentiful with a pumping capacity of 10 million gallons per day and a 52 lb. average pressure throughout the four industrial parks. The minimum rate is \$9.00 for the first thousand cubic feet, \$.52 cents per hundred thereafter.

Sewage is treated by modern treatment plants with a capacity of 1.3 million gallons per day.

Telephone service is supplied by Pacific Bell. Natural gas is supplied by Southern Gas Company at an average pressure of 25 lbs.

#### PRIVATE INDUSTRY COUNCIL OF IMPERIAL COUNTY, INC.

The Private Industry Council of Imperial County works closely with

インペリアル・バレーノメヒカリ工業プログラムへの連絡先：

the Imperial/Mexicali Industrialization program to promote the TWIN-PLANT CONCEPT. The Council, in partnership with the local government of Imperial County, develops overall policy and oversees local training programs and activities. The Council, also, is generally recognized as the positive catalyst for the significant economic development strides and increased job opportunities in the private sector for unemployed persons. For information please call or write:

Private Industry Council of Imperial County, Inc.  
770 Main Street, Suite B  
El Centro, CA: 92243  
Phone: (619)353-5050  
Att'n.: Bill R. Plaster, Executive Director



XIII

実施コスト

OPERATING COSTS

The outstanding advantage of locating an In-Bond manufacturing plant in Mexicali are low labor and production costs. The following information presents in more detail HOW LOW THESE COSTS REALLY ARE when compared with the United States. Please note that the dollar value of these costs were calculated with an estimated exchange rate of \$373.60 Pesos to One Dollar, as of January 1, 1986.

UNSKILLED PRODUCTION LABOR RATE:

\*\*\$.86 CENTS PER HOUR (includes all fringe benefits)

UTILITIES ユーティリティ

(電気料)\*\*ELECTRIC POWER RATES: The cost of the KWH in Mexicali varies from \$.027 Dollars to \$.066 Dollars per KWH.

When compared with typical California rates of \$.075 to \$.093 Dollars, Mexicali Electrical Power Rates are 2/3 less. It should be noted that the cost per KWH depends on the total amount of power used and the efficiency of use.

(電話料)\*\*TELEPHONE RATES: The monthly charge for telephone service is \$2.05 Dollars for 250 local calls or \$.008 Dollars per call.

Long Distance charges (3 minutes calls) between 7:00 A.M. to 7:00 P.M. from Mexicali to the following cities are:

TO:	By Operator	Direct Dialing
SAN DIEGO	\$3.45	\$1.41
LOS ANGELES	3.71	1.62
SAN FRANCISCO	4.08	1.95
NEW YORK CITY	4.40	2.06

INSTALLATION CHARGE IS \$285.20. Please note that if a selected site does not have a telephone system connection, additional charges must be incurred.

TO CALL MEXICALI FROM THE UNITED STATES, PLEASE DIAL:

1 (7065)-(SIX LOCAL DIGIT NUMBERS)

1tax not included.

(燃料)

FUEL

\*\*The cost of fuels is less when compared with cities like Los Angeles;

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COST PER GALLON IN DOLLARS

FUEL	MEXICALI	LOS ANGELES
Gasoline (leaded)	.87	1.12
Gasoline (unleaded)	1.09	1.18
*Diesel	.68	1.15
L.P. GAS	.30	.92

Cost estimated at controlled exchange rate of \$373.60 Pesos to One Dollar as of January 1st., 1986.

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(運送貨物)

FREIGHT RATES

\*\*Rates are difficult to estimate, each trucking company has different rate structures for different areas. Special tariffs can be obtained from P.V.C. or I.C.C.

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FREIGHT COST PER HUNDRED WEIGHT, ESTIMATED  
FROM CALEXICO, CA. (\*LTL)

PRODUCT: ELECTRICAL COMPONENTS

TO:

SAN DIEGO	14.74
LOS ANGELES	15.98
SAN FRANCISCO	20.24
PHOENIX	19.97
DALLAS	46.98
ATLANTA	113.43

\* Diesel: Cost estimated at controlled exchange rate of 373.60 pesos to one Dollar as of January 1st., 1986. It will have a monthly increase of 2.25% approximately



(貨物料金)

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FREIGHT COST BASED ON FULL LOAD USE  
Per Hundred Weight (Estimated)  
45,000 LBS-Double Trailers  
FROM CALEXICO, CA.

PRODUCTS: FURNITURE, ALUMINUM DOORS, WINDOWS, IRON  
CASTINGS

TO:

SAN DIEGO	\$ 1.82
LOS ANGELES	2.32
SAN FRANCISCO	4.05
PHOENIX	5.43
DALLAS	15.56
ATLANTA	19.82

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FREIGHT CHARGES FROM THE UNITED STATES BORDER TO MEXICALI

\*\*Although United States Licensed trailers are permitted to enter Mexico, tractors are not, therefore, it is necessary to hire a Mexican licensed tractor to pull the tractor from the border to the Plant in Mexicali. The charge is \$56 round trip loaded.

If a Mexican-built tractor licensed to operate in both countries is used, there is no need to incur the \$56 charge for the Mexican tractor.

UNITED STATES CUSTOMS BROKER'S FEES

\*\*United States Broker's fee per trailer is from \$5 to \$10 Dollars for export and \$40 to \$60 dollars for import. The fee will vary with the number of different items in each particular shipment. It will also vary if freight forwarding is necessary.

UNITED STATES CUSTOMS BOND

\*\*A Bond is required by United States Customs to guarantee the maximum value of imports into the United States in one trailer. Cost of bonds is \$10 dollars per 1000.00 dollars of bond per year.

Source on Freight Rates: Yellow Freight System, System 99,  
G.I. Trucking & Consolidated Freight-  
ways

年間諸経費	ペソ
<u>OTHER EXPENSES (ANNUAL)</u>	<u>MEXICAN PESOS</u>
(A) Tools	\$ 4'004,640
(B) Office and Shop Supplies	10'500,000
(C) Travel Expenses	1'854,000
Conferences	200,000
Subscriptions	100,000
(D) Outside Services	2'000,000
(E) Building Maintenance	4'000,000
(F) Telephone and Mail	7'785,000
(G) Utilities	6'000,000
(H) Insurance	3'708,000
(I) Building	23'471,640
(J) Chamber of Industry Membership	150,000
(K) Mexican Customs Brokers Fees	2'704,000
(L) Freight (Border to Plant)	1'955,200
TOTAL	\$68'432,480

諸経費の計算

NOTES

(A) Assuming \$36.00 Dollars per direct employee and two sets per year

$$= \$36.00 \times 150 \times 2 = \$10,800 \text{ Dollars per year} \\ \times 370.80 \text{ Pesos/Dollars}$$

\$4'004,640 Pesos

( You can import all the tools you need, duty-free.)

(B) Office And Shop Supplies:

- Office Supplies are 40 to 60% cheaper in Mexico than in the United States.

- Shop Supplies: lubricants, gloves, etc.

(C) Travel Expenses:

20 trips per year at \$250.00 Dollar each

$$20 \times 250 = \$5,000.00 \text{ Dollars}$$

$$\times 370.80 \text{ Pesos}$$

\$1'854,000 Pesos

(D) Outside Services: Attorney, CPA, Others.

(E) Building Maintenance: Will vary with condition of building.

(F) Telephone and mail: Will vary with degree of coordination needed.

(G) Utilities:

Electricity bills are about 1/3 of your United States bills.

(H) Insurance: Assuming \$200,000.00 Dollars of Building,  
\$4'000,000.00 Dollars of equipment and  
\$500,000.00 of materials.

= \$10,000.00 Dollars per year x 370.80

= \$3'708,000.00 Pesos

(I) Building Lease: Assuming 100 sq. ft. per employee and  
\$4.22 Dollars per sq. ft. per year

= 150 employees x 100 sq. ft. employees  
x \$4.22 Dollars per sq. ft.

= \$63,300.00 Dollars

= \$23'471,640.00 Pesos

(J) Chamber of Industry Membership \$150,000.00 Pesos

(K) Mexican Customs Broker's Fee:

Import Fees \$ 14,000.00 Per trailer

Export Fees \$ 12,000.00 Per trailer

26,000.00 Pesos x 2 trailers  
Per week x 52 weeks

\$2'704,000.00 Pesos

(L) Freight (Border to Plant): \$18,800 Pesos per round  
movement x 2 trailers per week  
x 52 weeks = \$1'955,200.00 Pesos

\*United States Licensed Tractors are not allowed to enter into  
Mexico. This fee is for round trip of hauling a trailer  
from the border to a plant in Mexicali.

(4) アメリカ関税法特典及び一般特惠物質 (GSP) について

By William J. Rohman (Grambling & Mounce,  
El Paso)

A. Item 807.00, a duty exemption

The Customs laws provide that all merchandise imported into the Customs territory of the United States is subject to the payment of duty upon its full appraised value, unless otherwise exempted. Item 807.00, TSUS, provides such an exemption. The item applies to articles which have been assembled abroad, in whole or in part, of fabricated components which are products of the United States. Where the requirements of the Tariff Schedules and related Customs Regulations are met, item 807 provides an exemption from Customs duties for the value of qualified United States components. Duties are determined based upon the appraised value of the imported article, as an entirety, less the cost or value of the qualified United States components which appear in the article. The rate of duty which applies to the merchandise under item 807 is the same rate which would otherwise be applied to the article in the absence of item 807. Contrary to popular expression, item 807 is not a "value added" provision.

B. U.S. origin requirements

Item 807 is not limited by its terms to articles which have been assembled entirely of components of United States origin; components of foreign origin may appear in the assembled article. However, foreign-made components are not entitled to the item 807 duty exemption, even though they may have been previously imported into the United States with the payment of full duties. Those foreign articles which, subsequent to importation into the United States and prior to their exportation for purposes of assembly, have been "substantially transformed" are considered to be of United States origin for item 807 purposes. A foreign-made article is substantially transformed when, due to a manufacturing process, it becomes a new and different article, having a distinctive name, character or use. By way of example, the use of imported ingots to produce a cast metal housing for a valve in the United States would result in a substantial transformation of the foreign ingots. The resulting metal housing would be considered a product of the United States. However, the mere finishing or modification of a partially or nearly complete foreign article in the United States will not result in the substantial transformation of such an article.

Because the benefits of item 807 are applicable solely to fabricated components of United States origin, the Customs Service requires a detailed listing of all components which

appear in the assembled article. The country of origin of all components must be identified. Purchase orders, invoices and, in some instances, the affidavits of manufacturers and suppliers will be essential to establishing the origin of United States components.

C. U.S. components which do not qualify

Certain components, although fabricated in the United States, do not qualify for the item 807 exemption. Such components include any article which has been exported from the United States:

a) from continuous Customs custody with remission, abatement, or refund of duty;

b) with benefit of drawback;

c) to comply with any law of the United States or regulation of any Federal agency requiring exportation; or

d) after manufacture or production in the United States pursuant to temporary importation under bond (item 864.05, TSUS).

It is also important to note that the item 807 exemption is not available to any component which has been previously imported with the benefits of items 806.20, 806.30 or 807.00, TSUS. By law, such articles are considered to be of foreign origin.

D. Assembly

The assembly process may consist of any method used to join solid components together, such as welding, soldering, riveting, force fitting, gluing, laminating, sewing or the use of fasteners. The mixing or combining of liquids, gases, chemicals, food ingredients, and amorphous solids with each other or with solid components is not regarded as assembly. Appropriate assembly operations may be preceded, accompanied or followed by operations which are incidental to assembly, but further fabrication of components is not permitted.

E. Basic requirements of item 807

The requirements of item 807 with respect to components of United States origin are several. Such components must:

- a) have been exported in condition ready for assembly without further fabrication;
- b) have not lost their physical identity in the imported article by change in form, shape, or otherwise; and
- c) have not been advanced in value or improved in condition abroad except by being assembled and except by operations incidental to the assembly process such as cleaning, lubricating, and painting.

The foregoing qualifications do not apply to foreign components which appear in the assembled article, since, as previously noted, foreign components cannot qualify for the



duty exemption of item 807. Of course, where foreign articles which have been "substantially transformed" into products of the United States are then employed as components in an assembled article, all of the requirements of item 807 are applicable.

It is important to note that item 807 involves the separate consideration of each United States component which has been incorporated into the assembled article. Hence, although one or more such components may not qualify for the duty exemption, due to a failure to comply with the requirements of item 807, other components which have been incorporated into the assembled article and which do comply with the requirements will be permitted the exemption. Clearly, item 807 is not an "all or nothing" provision.

#### F. Fabricated components

Under item 807, it is "fabricated components" which must be assembled. Essentially, the component must be a manufactured article, not a raw material, which is ready for assembly as exported, except for operations which are incidental to the assembly process. The Customs Regulations provide examples of fabricated components, which include "articles identifiable in their exported condition as components or parts of the article into which they will be assembled, such as transistors, diodes, integrated circuits, machinery parts, or precut wearing

apparel." Materials which are undefined in final dimensions and shapes and which are cut into specific shapes or patterns abroad are not considered fabricated components.

Several factors are considered for purposes of determining whether a particular component has been subjected to further fabrication. These factors include the primary reason for which the components were exported, i.e., assembly or the use of inexpensive foreign labor for manufacturing purposes; the amount of work performed on individual components in order to prepare them for assembly; whether it is practical to perform a particular operation with respect to a component prior to exportation; the degree to which a change in the physical, chemical or electrical properties of a component has resulted from a particular operation; and the cost of the operation in question, as compared with the cost of all of the operations performed abroad. Generally, operations which substantially change a component or which are unrelated to assembly will be considered further fabrication.

#### G. Operations incidental to assembly

Although further fabrication will disqualify a particular component from item 807 treatment, operations which are incidental to assembly are permitted. The Customs Service views incidental operations as minor operations which must be performed in conjunction with assembly. The Customs

Regulations provide an insight. Operations which are incidental to the assembly process are said to include: cleaning; removal of preservative coatings; application of preservative coatings or protective encapsulation; trimming or cutting of small amounts of excess materials; adjustments in the shape or form of a component to the extent required by the assembly process; cutting to length of products exported in continuous length, such as wire; and final calibration and testing of assembled articles. The foregoing examples are not exhaustive and the regulations, together with Customs rulings and court decisions, should be consulted for purposes of determining whether a proposed non-assembly operation may be considered to be incidental to assembly. It is clear, however, that any significant process or treatment, other than assembly, the primary purpose of which is the fabrication, completion, physical or chemical improvement of a component, or which is not related to the assembly process, is not considered incidental to assembly and will preclude application of item 807 to the component involved.

#### H. Alternative tariff provisions

Not all products which have been processed abroad from United States materials or components will qualify for treatment under item 807. Under such circumstances, other provisions of part 1, schedule 8 of the Tarriff Schedules, such as items 806.20 and 806.30, should be considered.

Item 806.20 covers articles which are returned to the United States after having been exported for repairs or alterations. This item is available where the processing performed abroad will have advanced the articles in value or improved them in condition, so that the duty-free provisions of item 800.00 are not applicable. Under the "repairs or alterations" provision of item 806.20, foreign processing which results in changes and additions to the article, which do not destroy its identity or result in a new and different article, are permissible. For purposes of item 806.20, duty is assessed on the cost or value of the repairs or alterations and not upon the appraised value of the article being returned.

Item 806.30 covers any article of metal (except precious metal) which has been manufactured in the United States or which has been subjected to a process of manufacture in the United States and which has been exported for further processing, if the article as processed abroad is returned to the United States for further processing. The requirement that the returned metal article be subjected to a further processing in the United States is satisfied by a process of manufacture, which may include such operations as machining, grinding, drilling, tapping, cutting, forming, galvanizing, and other processing which is necessary to complete the article. Where the returned article is a finished or completed article of commerce and the processing to which it will be subjected in

the United States is merely intended to prepare it for a final use, such as assembly or installation with other articles, application of item 806.30 will be denied. Further processing must be performed by the importer or for its account. Duty is assessed against item 806.30 articles on the basis of the cost or value of the processing performed outside of the United States and not on the basis of an appraised value of the article.

I. Generalized System of Preferences (GSP).

Under the Generalized System of Preferences, eligible articles are provided duty-free treatment, if imported from a designated beneficiary developing country. GSP is intended to promote industrial and economic development in less-developed countries and to that end certain temporary tariff preferences have been created which cover a broad range of products. Eligible articles are designated in the Tariff Schedules of the United States by the symbol "A" or "A\*" preceding the item number and tariff description to which it applies. Where the symbol "A" appears, the article is entitled to GSP treatment from any designated beneficiary developing country. The appearance of the symbol "A\*" indicates that the article is not entitled to GSP treatment as to certain beneficiary developing countries, which are set-forth, by TSUS item number, in General Headnote 3(c) of the Tariff Schedules. The temporary period of

the Generalized System of Preferences has been renewed by the Trade and Tariff Act of 1984 to July 4, 1993.

The list of designated beneficiary developing countries is broad and includes many South and Central American countries; many Caribbean countries; Mexico; most countries of Africa and Southeast Asia; enumerated non-independent countries and territories and certain communist countries, such as Romania and Yugoslavia. Certain developed industrialized nations are excluded.

Although the range of products to which GSP may be extended is broad, certain classes of merchandise may not be afforded such treatment. The denied classes of merchandise include:

1) textile articles and apparel articles subject to textile agreements; 2) watches; 3) import-sensitive electronic articles; 4) import-sensitive steel articles; 5) certain footwear, luggage, handbags, flat goods, work gloves, and leather wearing apparel; 6) import-sensitive semi-manufactured and manufactured glass products; and 7) other classes of merchandise which may be determined to be import-sensitive. It is important to note that under certain competitive needs limitations, GSP treatment must be withdrawn from an otherwise eligible article from any specific country.

There are certain eligibility requirements which must be satisfied before a product will be entitled to receive GSP benefits. The first requirement is a direct import

requirement. This means that the eligible article must be imported directly from the beneficiary developing country of its origin. However, mere trans-shipment through a third country will not preclude GSP treatment, if the articles have not entered the commerce of that country. Secondly, merchandise which is the growth, product, manufacture or assembly of a beneficiary developing country may qualify for GSP only if the sum of the cost or value of the materials produced in that country, plus the direct costs of processing operations performed in that country, is not less than 35 percent of the appraised value of the article. Where merchandise is wholly the growth, product, or manufacture of the beneficiary developing country and where manufactured products consist of materials produced only in such country, it is normally presumed that the 35 percent requirement has been satisfied.

GSP treatment may be claimed at the time of importation on the entry documents. The TSUS item number on the entry must be prefixed by the symbol "A" and a completed and certified Certificate of Origin Form A should be submitted. In the event that the Form A is not available at the time of entry, a bond will be accepted. Under such circumstances, a properly completed and certified Form A must be submitted within 60 days of the date of entry. GSP may also be claimed subsequent to entry by submitting a completed and certified Form A at any time prior to final liquidation of the entry.

The completed Form A must be provided to the importer by the exporter after it has been certified by a designated official of the country from which the merchandise was directly imported.











JICA