# Business & Investment Guide

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# Nuevo Leon

The state of Nuevo Leon is located in the northeast of Mexico, bordering the south of the state of Texas, USA.

Nuevo Leon's main advantages are its geographic location, economic stability, skilled labor force, quality of its supply chain, educational expertise, industrial diversity and labor peace.

In an atmosphere of modernity and adventure, its capital city, Monterrey, is a destination that offers vast competitive advantages to companies from all around the world interested in doing business not only with Mexico, but with the whole region of North America.

*Monterrey is located at the backbone of North America, just 200 km (125 mi) from the US border.*

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# Nuevo Leon

## Connectivity from Monterrey to the World

Transportation is one of the most vital and important components for a geographic region's economic and social growth. Transportation is critical to their capacity to function and compete. With growing distances and the significance of reliability for today's enterprises, globalization has made transportation even more vital.

Transportation was usually considered as the "glue" that held complicated global supply chains together in order to capitalize on the often-extolled competitive advantages of successful supply chain management. In many corporate supply chains, globalization has raised transportation to a more strategic role.

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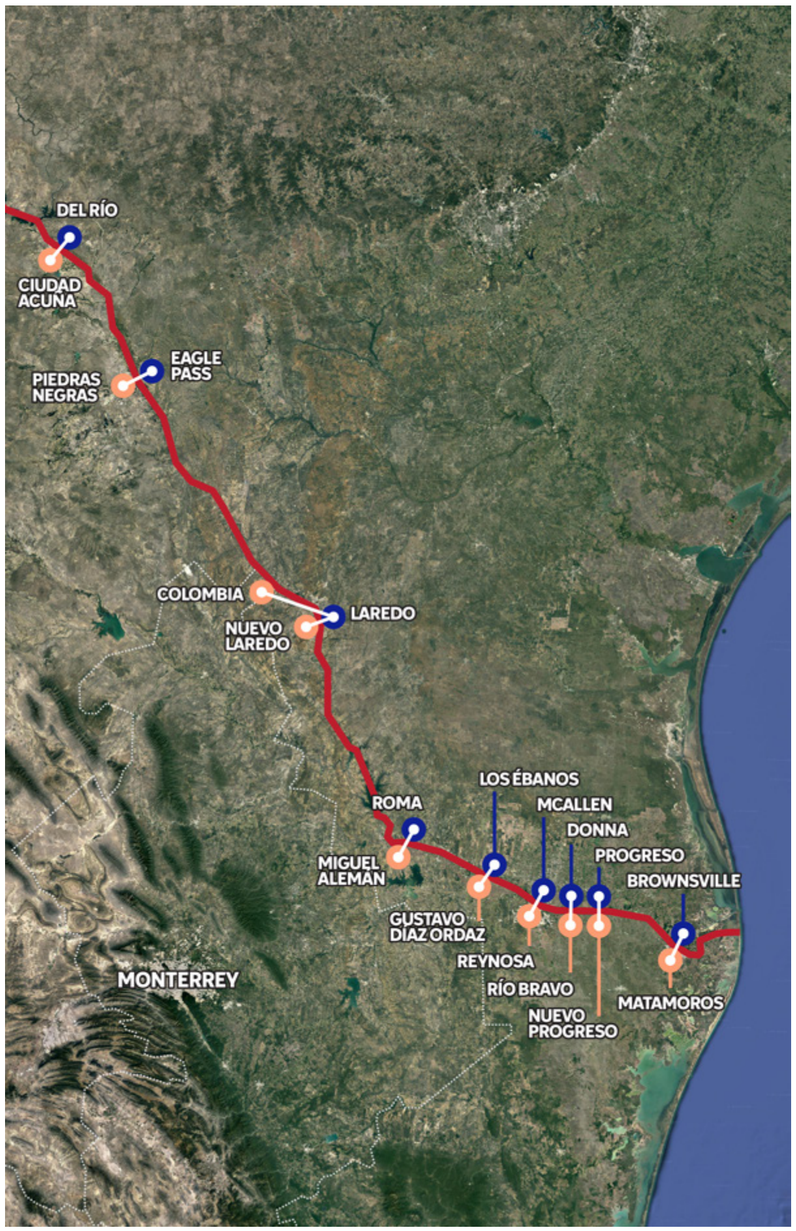
# Road Transportation

## U.S. Border cities near Nuevo Leon




| Mexico | United States |
|---|---|
| **Ciudad Acuña** *Coahuila* | **Del Río** *Texas* |
| **Piedras Negras** *Coahuila* | **Eagle Pass** *Texas* |
| **Colombia** *Nuevo Leon* | **Laredo** *Texas* |
| **Nuevo Laredo** *Tamaulipas* | **Laredo** *Texas* |
| **Miguel Alemán** *Tamaulipas* | **Roma** *Texas* |
| **Gustavo Díaz O.** *Tamaulipas* | **Los Ébanos** *Texas* |
| **Reynosa** *Tamaulipas* | **McAllen** *Texas* |
| **Rio Bravo** *Tamaulipas* | **Donna** *Texas* |
| **Nuevo Progreso** *Tamaulipas* | **Progreso** *Texas* |
| **Matamoros** *Tamaulipas* | **Brownsville** *Texas* |

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# Ocean Transportation

**Mexico's Top Ports**

According to iContainers, the capacity of Mexico's ports has expanded by more than 56%. With ocean freight transit accounting for 90% of global GDP, it's critical to know about Mexico's major seaports in order to gain a better understanding of the country's operations.

| ALTAMIRA | VERACRUZ | MANZANILLO | LÁZARO CÁRDENAS |
|---|---|---|---|
| *Distance* **483 km** | *Distance* **969 km** | *Distance* **1,081 km** | *Distance* **1,142 km** |
| *Time* **5 hrs 45 min** | *Time* **11 hrs 29 min** | *Time* **11 hrs 47 min** | *Time* **12 hrs 17 min** |

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## PORT OF ALTAMIRA

On Mexico's eastern coast, bordering the Gulf of Mexico, is the Port of Altamira. It has a total of 125 ports, the majority of which are located along the Atlantic coast. Domestically, the port's land and rail connections connect it to the country's northern and central regions, including major towns like Monterrey, Saltillo, Reynosa, Guadalajara, and Mexico City.

General, dry, and liquid bulk, petrochemicals, containers, and huge autos make up most of the port's cargo. The port's northern zones of Tamaulipas, Nuevo Leon, and Coahuila account for half of its cargo, while the central regions of San Luis Potosi, Zacatecas, Jalisco, Guanajuato, and Querétaro account for 28 percent.

## PORT OF VERACRUZ

Mexico's third largest port, the Port of Veracruz, about 500 kilometers south of the Port of Altamira. The Port of Veracruz, which is also on the country's eastern coast and has direct access to the Gulf of Mexico. The Port of Veracruz is the oldest and most historically significant port in the country today. It is also one of Mexico's most important ports because it was the first to be outfitted to accommodate automobile shipments.

The port covers all central and southern Mexico, with links as far north as Illinois in the United States, thanks to well-connected rails and highways. It also provides maritime freight services to North, Central, and South America, Europe, and Africa, because to its strategic location on the Gulf.

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## PORT OF MANZANILLO

The Port of Manzanillo is Mexico's largest port, is located along the Pacific coast in the state of Colima and handles Pacific Ocean goods for the Mexico City area. The Port of Manzanillo handles most imports headed for central Mexico, and its position makes it a key port for Asian importers and exporters.

Most of the port's exports go to nearby nations including the United States, Canada, Guatemala, and Colombia, as well as countries further away like Japan, China, India, Malaysia, and Singapore. Beer, automobiles, cement, sugar, copper, steel tubes, carbon, glucose, and resin are among its principal exports.

## PORT OF LÁZARO CÁRDENAS

The port of Lazaro Cárdenas is one of Mexico's largest seaports, it is in the Pacific Ocean. This deep-water port can handle containerized freight, dry bulk, and liquid cargo and can accept post-panamax boats. The capacity of a new semi-automated terminal, which opened in 2017, is more than 1.2 million containers per year. The port's capacity is predicted to expand from 27 million to 29 million tons as a result of this.

Because of the congestion in the US west coast ports of Long Beach and Los Angeles, the Port of Lazaro Cárdenas is planned to serve as an alternate gateway for shippers seeking to reach US markets, making it a vital container facility. The Kansas City Southern de Mexico train network connects the port to Mexico City, which is only 620 kilometers away, and the United States.

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**Annual traffic by port**

| ALTAMIRA | VERACRUZ | MANZANILLO | LÁZARO CÁRDENAS |
|---|---|---|---|
| 8,397,188 *Tons* | 11,962,665 *Tons* | 17,718,385 *Tons* | 9,306,235 *Tons* |

https://thelogisticsworld.com/historico/los-5-puertos-maritimos-mas-importantes-en-mexico/

**Capacity by port**

| ALTAMIRA | VERACRUZ | MANZANILLO | LÁZARO CÁRDENAS |
|---|---|---|---|
| 14,000,000 *Tons* | 96,000,000 *Tons* | 44,000,000 *Tons* | 47,000,000 *Tons* |

https://www.gob.mx/sct/articulos/puertos-mexicanos-con-capacidad-mundial-162214

https://www.puertoaltamira.com.mx/esps/0002128/capacidad-utilizada

**Distance and days at sea from the port of Shanghai to the main Mexican ports**

| ALTAMIRA | VERACRUZ | MANZANILLO | LÁZARO CÁRDENAS |
|---|---|---|---|
| *Distance* 15,943 nm | *Distance* 15,983 nm | *Distance* 17,778 nm | *Distance* 17,631 nm |
| *Time* 66.4 days | *Time* 66.7 days | *Time* 73.5 days | *Time* 74.1 days |

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**Standard shipping containter sizes**

| 20ft Shipping Container | 40ft Shipping Container |
|---|---|
| *Size (L x W x H)*<br>**6.1m x 2.4m x 2.6m** | *Size (L x W x H)*<br>**12.2m x 2.4m x 2.6m** |
| *Total internal volume*<br>**1,169 $ft^3$ (33.1 $m^3$)** | *Total internal volume*<br>**2,385 $ft^3$ (67.5 $m^3$)** |
| *Net shipping load*<br>**61,289 lb (28,200 kg)** | *Net shipping load*<br>**57,759 lb (26,600 kg)** |

Note: While a 40ft shipping container can often accommodate twice as much (in volume terms) as a 20ft container, due to the containers weight, it can carry less total cargo weight.

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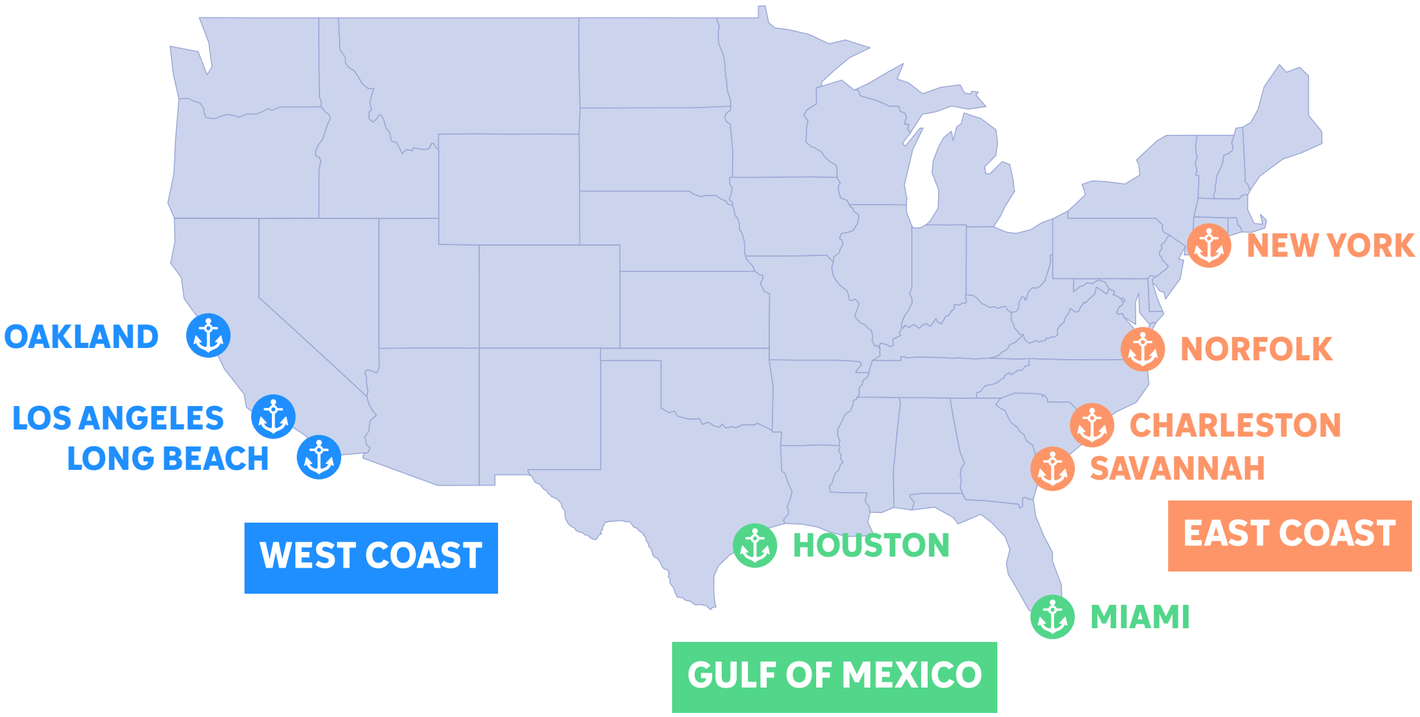
**Main Ports in the U.S.**




**Importing from Asia to Mexico, through the U.S.**

According to iContainers, the Port of Los Angeles located in the state of California, on San Pedro Bay handles most of the Trans-Pacific commerce given its strategic location. It is also known as “America’s Port,” as it covers 7,500 acres (3034.5 hectares) and has a 43-mile-long (69.2-kilometer) waterfront.

In terms of container volume, it is currently the world’s 19th busiest port. Every day, the port is anticipated to handle $1.2 billion in cargo.

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The sibling port of the Port of Los Angeles is the Port of Long Beach. Moreover, a quarter of all container trade in North America passes through the ports of Los Angeles and Long Beach. The Port of Long Beach has an annual trade flow of $180 billion and is regarded as a vital gateway for trade with Asia.

**Importing from Europe to Mexico, through the U.S.**

The Port of Houston is the busiest port in the United States and the largest on the Gulf Coast in terms of international tonnage. It runs 25 miles (40 kilometers) across the fourth largest state and is only a few hours away from the Gulf of Mexico.

It has bought new super post-Panamax cranes to suit the newly expanded Panama Canal and increased container ship traffic.

**Exporting from Monterrey to the United States, by sea**

An average cost per container from the port of Manzanillo to Los Angeles is $1,300 USD (20 ft) and $1,500 USD (40 ft).

An average cost per container from the port of Altamira to New York is $1,500 USD (20 ft) and $4,600 (40 ft).

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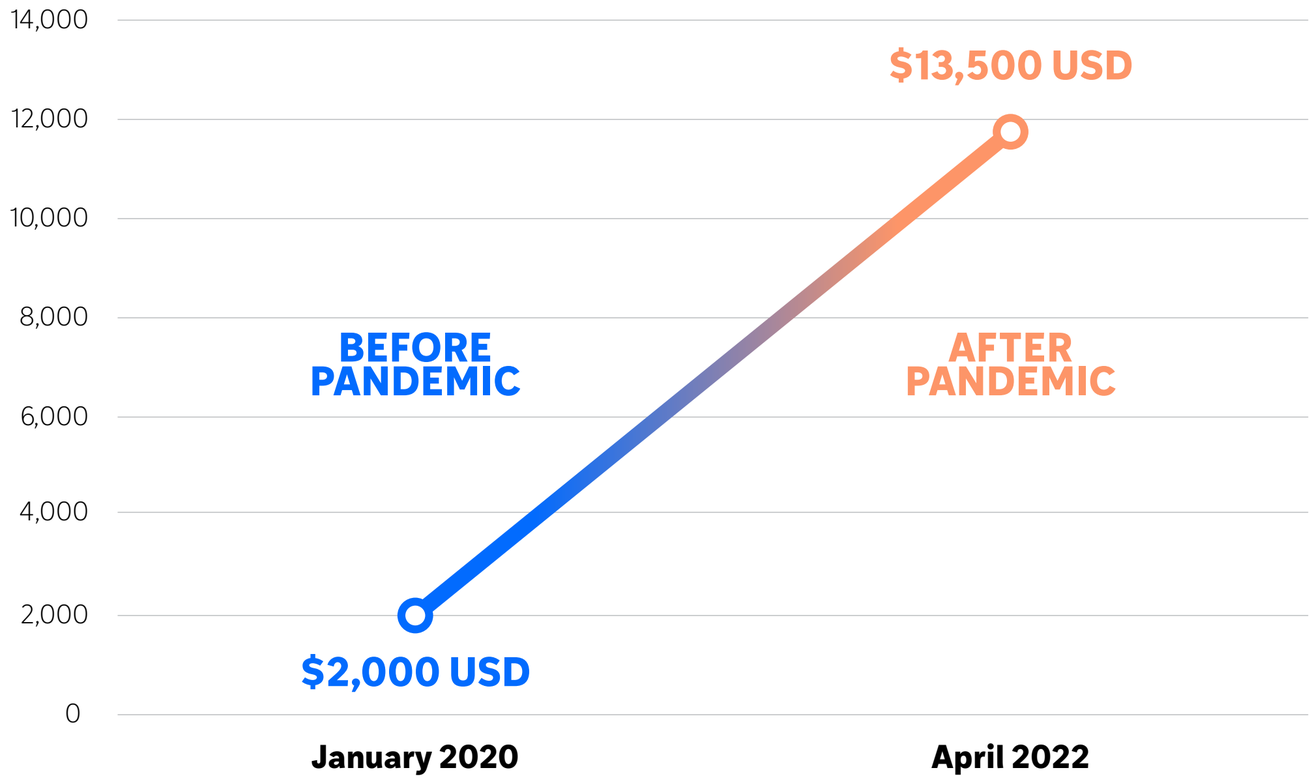
**Average cost of maritime transportation, before and after the pandemic**
According to Forbes, in January 2020, before the Covid-19 pandemic became global, the transfer of a 40ft container from the Chinese port of Shanghai to the Mexican port of Lazaro Cardenas had an average cost of $2,000 USD.

After the pandemic outburst, international shipping companies like Maersk, Hapag Lloyd and Evergreen increased significantly the cost of maritime transportation. During April 2022, the cost of shipping a 40ft container from China to Mexico averaged $13,500 USD.



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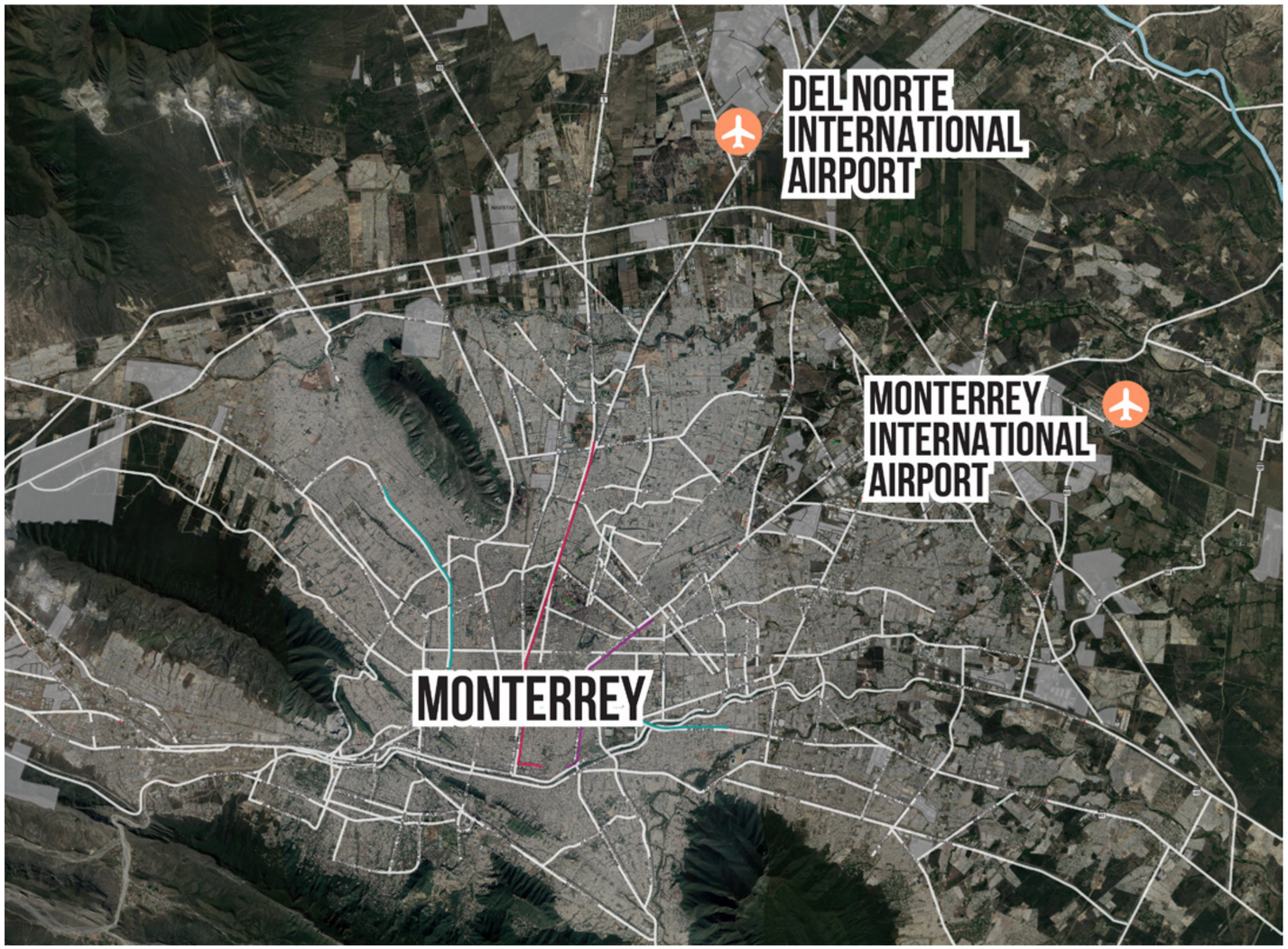
# Air Transportation

Monterrey is a city that has two airports, one that serves commercial flights and cargo and another one that is used exclusively for private flights.



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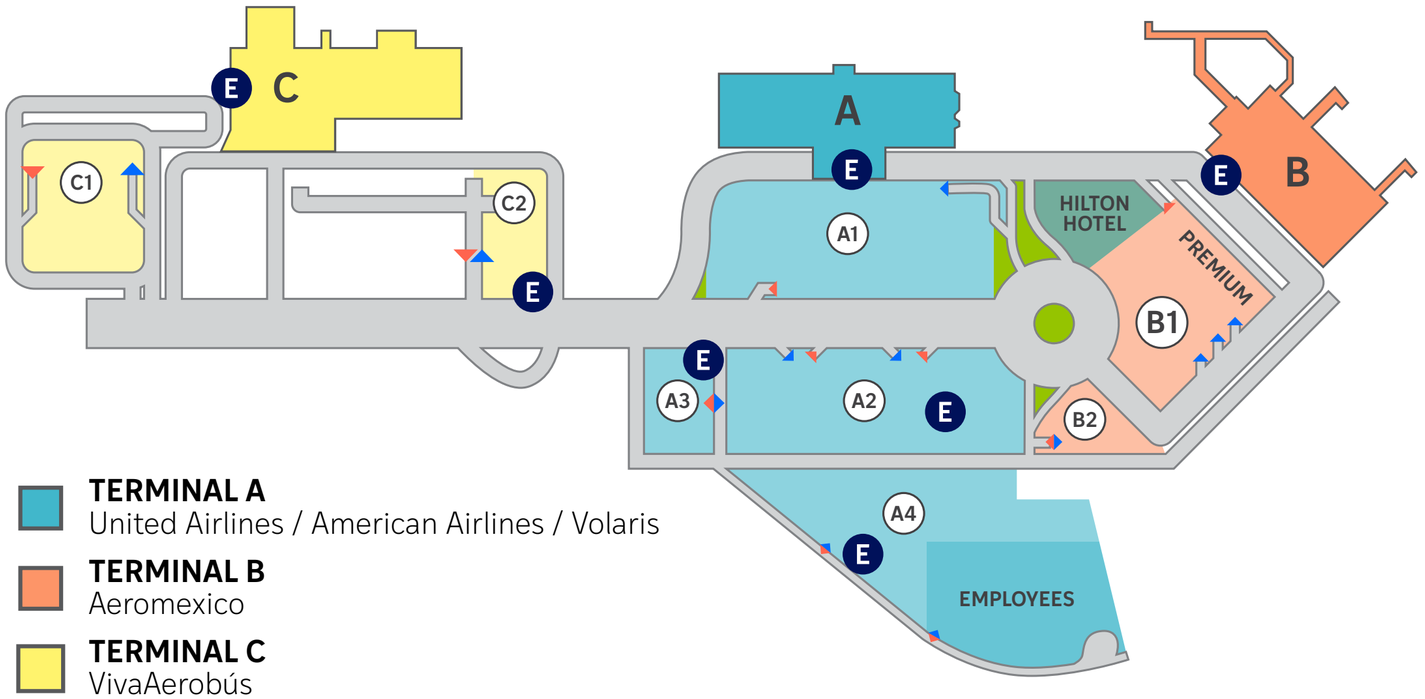
**Monterrey International Airport**
General Mariano Escobedo International Airport is also known as Monterrey International Airport. It is the hub of Aeromexico and Viva Aerobus airlines, and a strategic airport for Volaris.

**Parking Map**




**TERMINAL A**
United Airlines / American Airlines / Volaris

**TERMINAL B**
Aeromexico

**TERMINAL C**
VivaAerobús

**E** **Parking Shuttle**

**A1** **B1** **C1** **Short Stay**

**A2** **A3** **A4** **B2** **C2** **Long Stay**

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# Air Transportation

**International Flights from Monterrey**

| CITY | ESTIMATED TIME | AIRLINES |
|---|---|---|
| Madrid | 10 hrs 5 min | Aeromexico |
| McAllen | 1 hr | Aeromar |
| Dallas | 1 hr 45 min | American Airlines, Viva Aerobus |
| Miami | 3 hrs | American Airlines |
| Houston | 1 hr 30 min | United Airlines, Viva Aerobus |
| Chicago | 3 hrs 30 min | United Airlines |
| Panama | 4 hrs 10 min | Copa Airlines |
| Atlanta | 2 hrs 45 mn | Delta Airlines |
| Harlingen | 50 min | Viva Aerobus |
| San Antonio | 1 hr 10 min | Viva Aerobus |
| Las Vegas | 3 hrs 5 min | Viva Aerobus |
| Mexico City | 1 hr 35 min | Viva Aerobus, Volaris, Aeromexico |

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**International Flights from Monterrey**

| CITY | ESTIMATED TIME | AIRLINES |
|---|---|---|
| Cancun | 2 hrs 20 min | Viva Aerobus, Volaris, Magnicharter |
| Mazatlan | 1 hr 25 min | Viva Aerobus, Magnicharter |
| Puerto Vallarta | 1 hr 35 min | Viva Aerobus, Volaris, Magnicharter |
| Guadalajara | 1 hr 25 min | Viva Aerobus, Volaris |
| Tijuana | 2 hrs 45 min | Viva Aerobus, Volaris |
| Acapulco | 1 hr 45 min | Viva Aerobus |
| Ciudad Juarez | 1 hr 45 min | Viva Aerobus |
| Ciudad Obregon | 1 hr 50 min | Viva Aerobus |
| Culiacan | 1 hr 30 min | Viva Aerobus, TAR |
| Chihuahua | 1 hr 25 min | Viva Aerobus |
| Hermosillo | 2 hrs 5 min | Viva Aerobus |
| Morelia | 1 hr 20 min | Viva Aerobus |

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**International Flights from Monterrey**

| CITY | ESTIMATED TIME | AIRLINES |
|---|---|---|
| Merida | 2 hrs 5 min | Viva Aerobus, Volaris |
| Los Mochis | 1 hr 45 min | Viva Aerobus |
| Oaxaca | 1 hr 55 min | Viva Aerobus |
| San Jose del Cabo | 1 hr 55 min | Viva Aerobus, Volaris |
| Tampico | 1 hr | Viva Aerobus, TAR |
| Queretaro | 1 hr 10 min | Viva Aerobus, TAR |
| Tuxtla Gutierrez | 2 hrs 5 min | Viva Aerobus |
| Veracruz | 1 hr 35 min | Viva Aerobus |
| Puebla | 1 hr 35 min | Viva Aerobus, Volaris, Aeromexico |
| Villahermosa | 2 hrs | Viva Aerobus |
| Aguascalientes | 1 hr 15 min | TAR, Aeromar |

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**Airport cargo terminal**

The Monterrey International Airport includes the OMA Carga, which is the only airport group in Mexico that operates air cargo services with activities aimed at promoting foreign trade, developed market niches in the area of air cargo operation, in which the location, infrastructure, economic activity, and demand were the bases for establishing airports with this vocation, under the name of OMA Carga, this including DHL, FedEx and UPS.

Today, OMA Carga improves combined transportation just like air with other modes of transportation. This allows all operators in the logistics chain to work together to ensure that items arrive at their final destination in the shortest time possible. This project incorporates cutting-edge facilities and services to suit the needs of clients and users that require air transport of inputs, equipment, components, and finished goods.

OMA has different services and rates such as:

- Cargo: import, export, storage and custody of merchandise, loading and unloading.
- Logistics: import, export, storage and custody of goods, yard handling

Also, according to OMA, for enterprises interested in air transportation and transit between import and export customs in the country, Monterrey is the best alternative. Its work as a logistics center adds a lot of vitality to the variety of industrial and commercial activities it handles. With the operation of two Controlled Areas, each with its own specialization, aviation operations, and customs transit activities, Monterrey Airport is at the forefront of cargo facilities in Mexico, allowing great connection to anyplace in the world.

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**Del Norte International Airport**

Better known as the private, most user-friendly airport in Mexico. Del Norte International Airport is a private airport focused on the development of the General Aviation. The airport has excellent facilities and services for the users for operations like: designated places for the safeguard, maintenance, aircraft repair, and provision of fuel (Jet fuel, Avgas, Oil and Anti-ice additive).

Del Norte International Airport is located in Carretera a Laredo Km. 1006 in Apodaca, Nuevo Leon. Giving operations service scheduled from 7am to 12am (Available time extension if requested by the interested) 365 days of the year, with no commercial flights because of its privacy.

**Distance and time from Monterrey to the main ports, by air**

| ALTAMIRA | VERACRUZ | MANZANILLO | LÁZARO CÁRDENAS |
|---|---|---|---|
| *Distance* **436 km** | *Distance* **838 km** | *Distance* **843 km** | *Distance* **879 km** |
| *Time* **1 hrs 5 min** | *Time* **1 hrs 40 min** | *Time* **4 hrs 8 min** | *Time* **4 hrs 43 min** |

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# Rail Transportation

**Distance and Railroad operator from the main ports to Monterrey**

| ALTAMIRA | VERACRUZ | MANZANILLO | LÁZARO CÁRDENAS |
|---|---|---|---|
| *Distance* **436 km** | *Distance* **838 km** | *Distance* **843 km** | *Distance* **879 km** |
| *Time* **1 hrs 5 min** | *Time* **1 hrs 40 min** | *Time* **4 hrs 8 min** | *Time* **4 hrs 43 min** |

An average of the rail freight rate for the regular freight service, according to the railway regulatory agency of Mexico, is from 60 USD to 240 USD.

The fee is per ton at 1,000 km, depending on the product to be transported. This does not include the Value Added Tax.

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