



REUTERS/Edgard Garrido

## THE BIG PICTURE

# Global trade war: Renegotiating NAFTA



How Trump's son-in-law helped salvage the North American trade zone >>



How Trump split Mexico and Canada in NAFTA talks >>



Trade spat with Mexico speeds U.S. decline as global wheat supplier >>



Mexico-U.S. deal includes Mexican auto export cap: sources >>



Exclusive: Mexico studies tariffs on billions of dollars of U.S. corn, soy >>

The administration of U.S. President Donald Trump reached deals with Mexico and Canada to revise the terms of trade between the three countries on September 30. The agreement, which replaces the North American Free Trade Agreement (NAFTA), marked the most important deal yet for Trump as he pushes for more favorable trade terms for the United States. Reuters was ahead throughout – from the points of contention, to the breakthroughs in negotiations, to the agreement and the relationships that made it all happen. See how Reuters led the way in coverage.



# THE BIG PICTURE

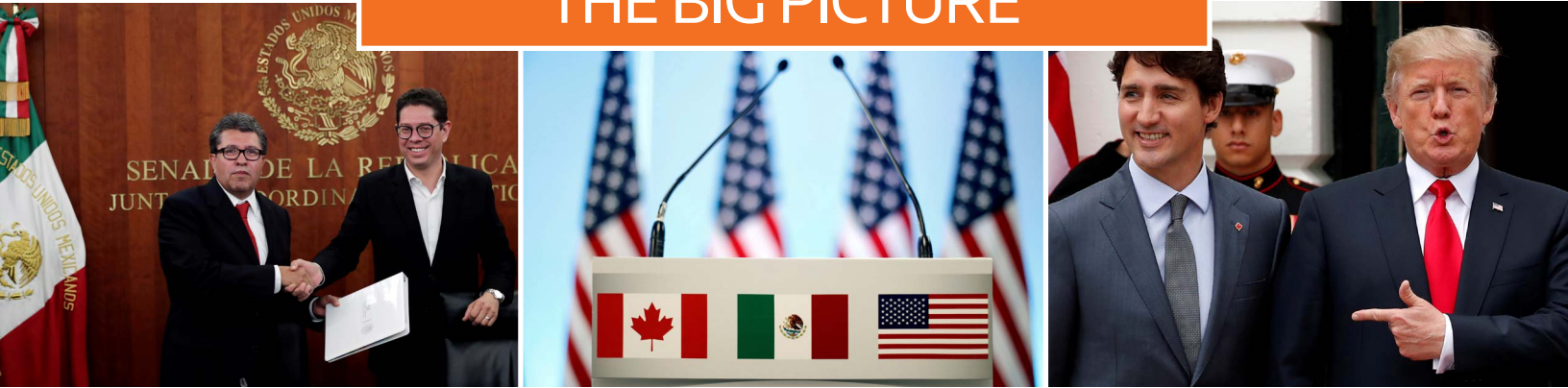


Photo credits (from l to r): REUTERS/Henry Romero; REUTERS/Edgard Garrido; REUTERS/Jonathan Ernst

## EXCLUSIVE NEWS

- Reuters broke the story on the **bilateral deal between Mexico and the U.S.** including a **cap on the number of autos** Mexico can export to its northern neighbor.
- Reuters was first to report that Mexico, the top buyer of U.S. corn, was considering **taxing imports of corn and soy in retaliation** for U.S. imports on global steel and aluminum.
- Reuters exclusively reported that Mexico planned a **tariff on U.S. pork imports**.
- In an exclusive interview with Reuters, **Canadian Prime Minister Justin Trudeau criticized a move by the U.S.** to consider tariffs on auto imports on national security grounds, saying it was based on “flimsy logic” and was part of Washington’s effort to pressure its partners in the NAFTA negotiations.
- Reuters exclusively reported **Mexico’s Economy Minister Ildefonso Guajardo said he would not allow the U.S. to use planned tariffs** on steel and aluminum imports to pressure the country in ongoing NAFTA talks.
- Reuters exclusively reported **U.S. and Mexican unions formally complained to the U.S. Labor Department** that Mexico continues to violate NAFTA’s weak labor standards.
- In an exclusive interview, **U.S. President Donald Trump told Reuters that terminating NAFTA would result in the “best deal”** to revamp the 24-year-old trade pact with Canada and Mexico in favor of U.S. interests.
- Reuters revealed **Canada was increasingly convinced that President Donald Trump would announce** the U.S. intended to pull out of NAFTA.
- Reuters exclusively reported the **U.S. sought to include steel and aluminum** in NAFTA auto rules.
- Reuters reported exclusively that the **U.S. and Mexico reached a deal in a dispute over trade in sugar**, averting steep U.S. duties and retaliation by Mexico on imports of American high-fructose corn syrup ahead of the renegotiation of NAFTA.

## EYE ON THE STORY

- Reuters offered dynamic video to our Agency customers and via Reuters TV, including how the **U.S.-Mexico deal eased trade war fears**, how Canada and the U.S. **tried to salvage** a deal by their deadline, and how the two countries then **agreed on a deal to replace NAFTA**.



REUTERS/Aly Song

## STAY WITH REUTERS: THE BIG PICTURE - GLOBAL TRADE WAR SERIES

TO FIND MORE EXCLUSIVE NEWS AND INSIGHT ON THE CHANGING LANDSCAPE OF GLOBAL TRADE AND HOW IT IS IMPACTING INDUSTRIES AND POLICIES ACROSS THE GLOBE.



# THE BIG PICTURE

## DISCOVER

Part 1 of The Big Picture's Global trade war series: Impact on agriculture

## UNPARALLELED INSIGHT

- Reuters provided insight into how **U.S. dairy farmers were getting little help** from the Canada trade deal.
- A Reuters analysis showed how the new trade pact leaves **most U.S. industry operating in Mexico at mercy of Mexico's courts**.
- Reuters offered an insightful look at **how Trump's son-in-law Jared Kushner played a key role** in the conclusion of negotiations between the U.S. and Canada, ending a deadlock between the top negotiators.
- In an insightful report, Reuters called the moment that the U.S. split Mexico and Canada, who had been working together to counter U.S. influence in NAFTA negotiations.
- Reuters showed how a worsening relationship between Mexico and the U.S. during the NAFTA

negotiations **accelerated Mexico's shift toward buying more from other suppliers** of wheat.

- In an in-depth analysis, Reuters detailed how **Trump was running out of time** to deliver a revamp of NAFTA that he promised for 2018.
- A Reuters analysis showed **how an end to NAFTA could hit the U.S. poultry industry hard**.
- In an in-depth analysis, Reuters showed how an **exit of the deal** by the Trump administration could hurt U.S. businesses and communities more than the 1994 NAFTA trade pact had.
- Reuters revealed **Mexico and Canada were bolstering their defenses** of the NAFTA regional trade pact.

## TRUSTED VIEWS

Reuters **Breakingviews** offered unmatched agenda-setting commentary. Highlights include:

- NAFTA is dead – long live NAFTA
- Congress is too close to crying wolf on trade
- NAFTA survival rests on Ottawa showmanship
- U.S.-Mexico deal is only start of tough NAFTA road
- Canada will be biggest loser in U.S. trade spats
- Trump's hardline NAFTA stance could benefit Asia

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