

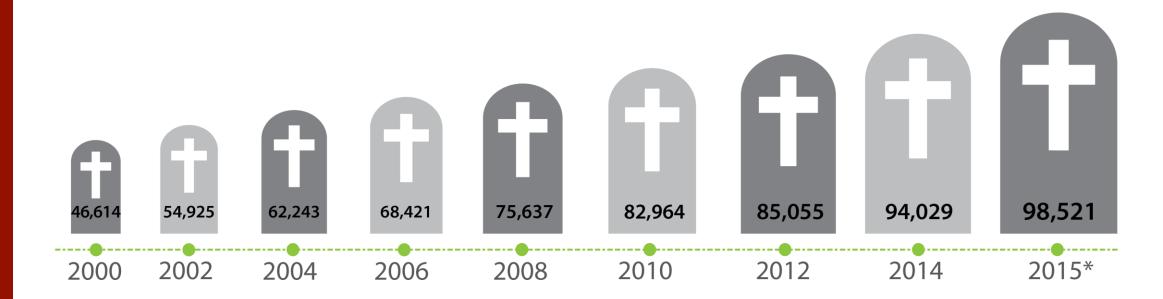
How to win a campaign for a Soda Tax: the Mexican Case

Medicus Mundi Switzerland "No more bussines-as-usual. Changing Health Care and Politics to Tackle Non-Communicable Diseases" Basel, October 2017.



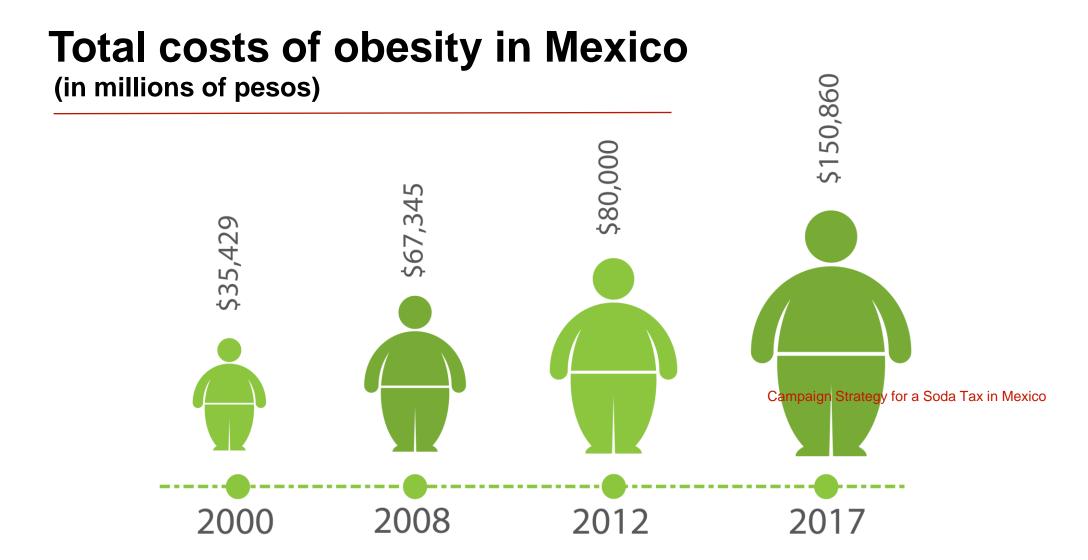
Deaths from diabetes in Mexico

The human drama



Ministry of Health of Mexico, Mortality Database.

*Most recent data on deaths from diabetes

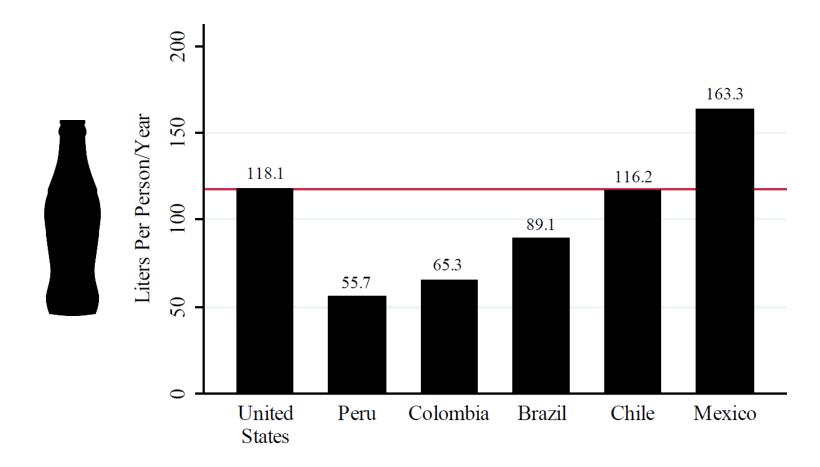


Gutiérrez C. et al. (2012) in Obesidad en México: Recomendaciones para una política de Estado, (Chapter 11, 279-288).



Campaign Strategy for a Soda Tax in Mexico

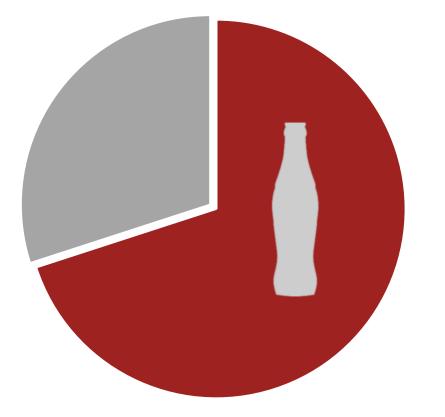
SSB consumption in Mexico



Calculation by Dr. Kelly Brownell, based on data from Datamonitor 2009, Euromonitor 2009, and Andreyeva et al 2011.



Primary source of added sugars

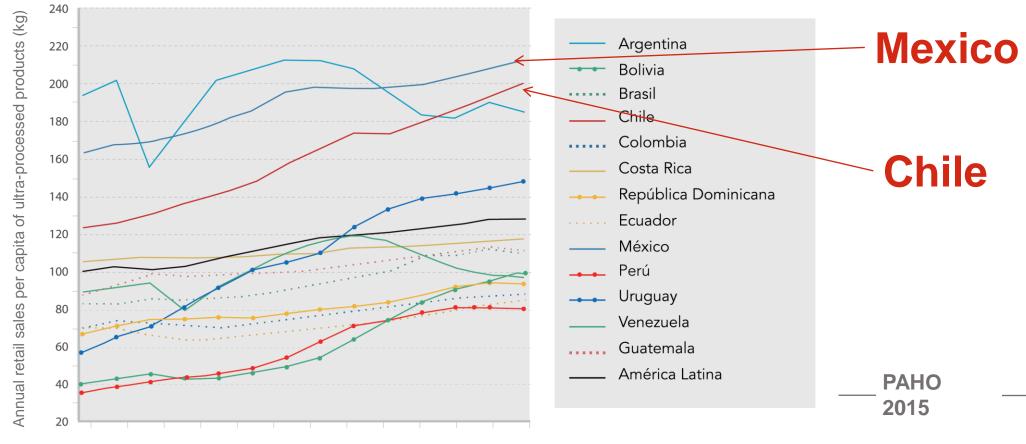


70% of added sugars in the Mexican diet come from SSBs

Sánchez-Pimienta et al. J. Nutr. (In press)

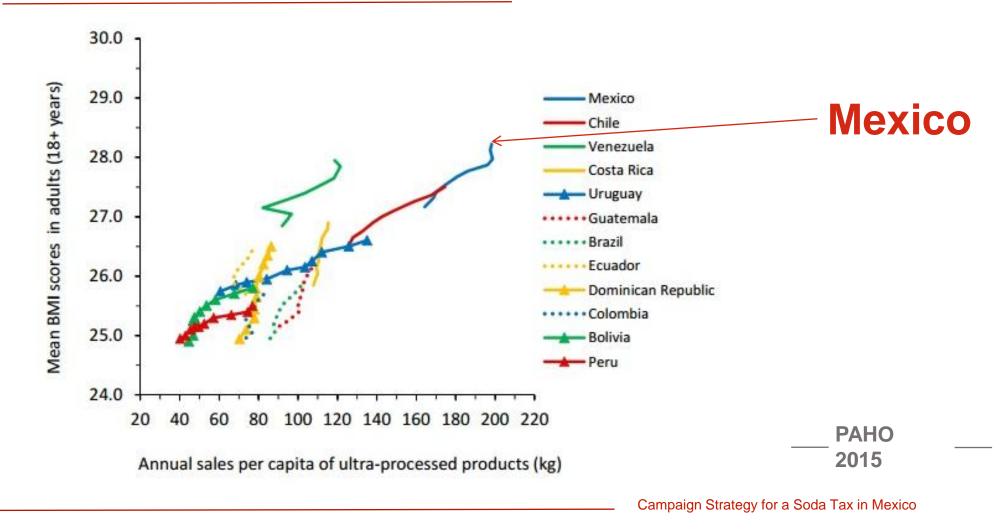


Ultraprocessed food & beverage sales in Latin America

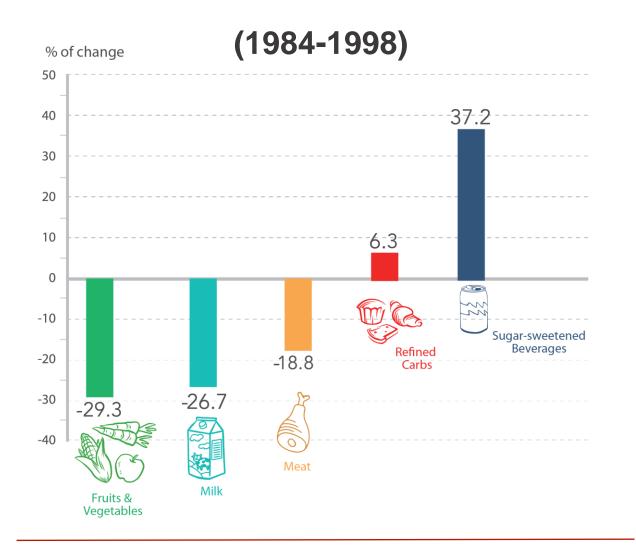


Campaign Strategy for a Soda Tax in Mexico

Ultraprocessed food & beverage sales and mean BMI



Changes in Mexican consumption



Rivera JA et al. (2002) Public Health Nutrition, 5:113-122.

Campaign Strategy for a Soda Tax in Mexico

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The strategy to advocate for a soda tax in Mexico

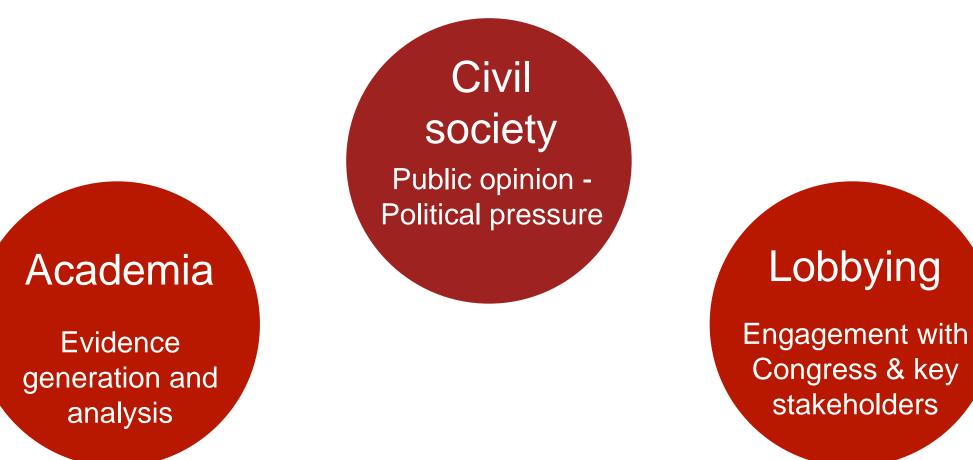


Create and raise a strong, collective voice



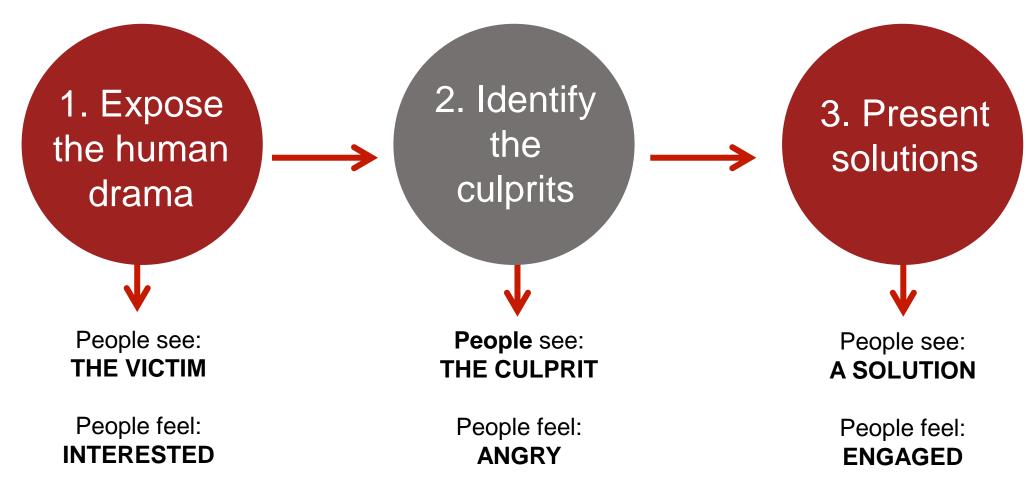


Complementary partners advocating for policy change



Campaign Strategy for a Soda Tax in Mexico

Three essential campaign steps



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Campaign Strategy for a Soda Tax in Mexico

Campaigning in public spaces

"First Came Obesity, Then Diabetes" mass media campaign

1. Human drama



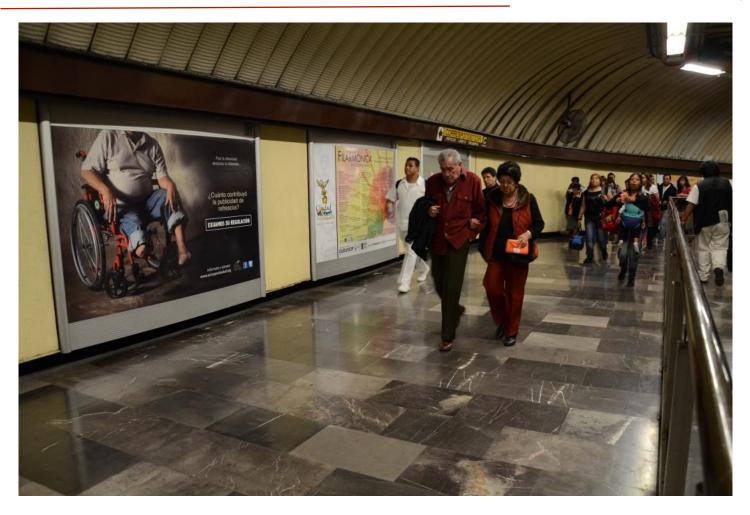
Campaign in Mexico City November 2012 to February 2013 Subway, billboards and social media

Campaign Strategy for a Soda Tax in Mexico

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Campaigning in public spaces

"First Came Obesity, Then Diabetes" mass media campaign





Public demonstrations

"500,000 deaths during the past administration" media stunt



Event in front of the Ministry of Health in Mexico City, 2012

Campaign Strategy for a Soda Tax in Mexico

Campaigning in public spaces

"12 Spoonfuls of Sugar" mass media campaign



May to August 2013 Subway, billboards, buses, radio and social media



"12 Spoonfuls of Sugar" mass media campaign

2. Culprits



Public demonstrations

"500,000 deaths during the past administration" media stunt

2. Culprits





Multiactor support soda tax

PAHO/WHO, legislator, academia and civil society

3. Solutions





Campaign Strategy for a Soda Tax in Mexico

Campaigning in public spaces

"For a Healthier Mexico" mass media campaign "With the soda tax drinking fountains in schools and public spaces"

3. Solutions



Campaign in Mexico City September to October 2013 Subway, buses, billboards, paid TV, radio, magazines and social media



Campaigning in public spaces

"For a Healthier Mexico" mass media campaign "With the soda tax drinking fountains in schools and public spaces"

3. Solutions



Campaign in Mexico City



September to October 2013 Subway, buses, billboards, paid TV, radio, magazines and social media



The industry playbook

Industry media control.

Pressure on media companies to close airways and advertising to the Alliance: All open TV stations, radio stations of a national network and 2 publishing houses

• Attack the messanger not the message:

"No to the Bloomberg tax," "We'll all pay," "Get active" and no health merit to tax

• Media strategy:

The most powerfull public relation agencies produce the narrative against soda tax through finantial columnists and reporters OpEds and paid ads in national dailies











The industry playbook

Industry campaigns:

Soda industry includes the sugar cane industry and a national association of local store owners in their campaign against soda tax .

Created "consumer associations" with campaigns against the soda tax

•Messages from the soda industry

The soda tax:

- 1. Affects the poorest families
- 2. Does not have health beneffits
- 3. Cause job losses

0

I PODER DEL CONSUMIDO









Campaign Strategy for a Soda Tax in Mexico

Aliance of Convenience



"A little bit of joy every day - Only 15 calories per spoon - Sugar is natural"

W/ SUGAR CANE PRODUCERS

Competing messages: "Sugar is good for you"

The "Let's Talk About Sugar" mass media campaign has appeared yearly in Mexico City and other main cities since the summer of 2012, weeks after the Alliance's "12 Spoonfuls of Sugar" ended. This campaign was renned untl 2015 with great investments.



Creation of Different Fronts

Engagement of a "National Association of local store owners" supported by Coca Cola with a poster campaign in 1 million places against soda tax and recollection of 1 million signatures.





Public-Private Partnerships

•Formal engagement in the National Cruzade on Hunger: PepsiCo & Nestlé

 Industry participation in the Observatory of the National Strategy to Prevent and Combat Obesity and Diabetes (OMENT)



FEMS



Industry hype: denial of science & facts

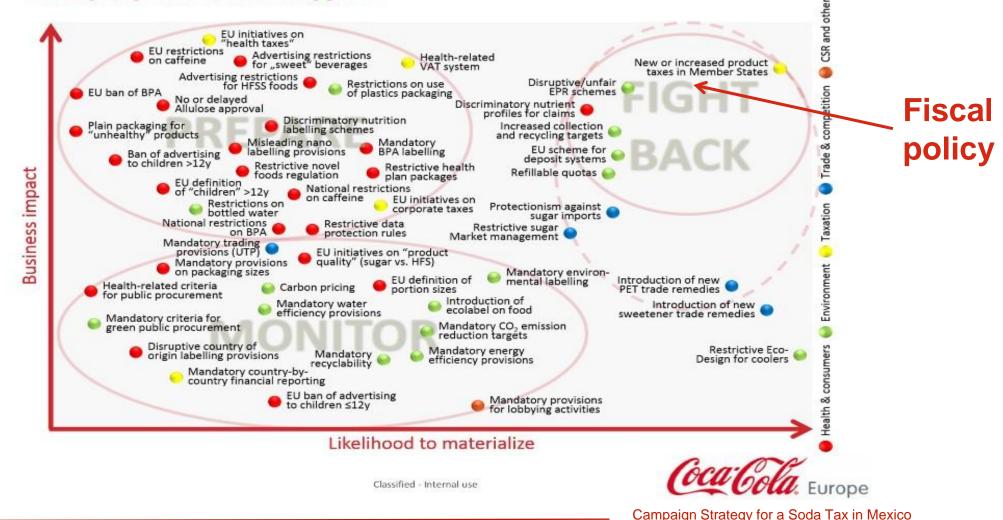
PAID MEDIA

"No health merit," "It won't fix the problem," "7 of 10 Mexicans don't agree," "We'll all pay," "No more taxes," "No to the Bloomberg tax", among others



Industry resistance to regulation

Public policy risk matrix & lobby focus

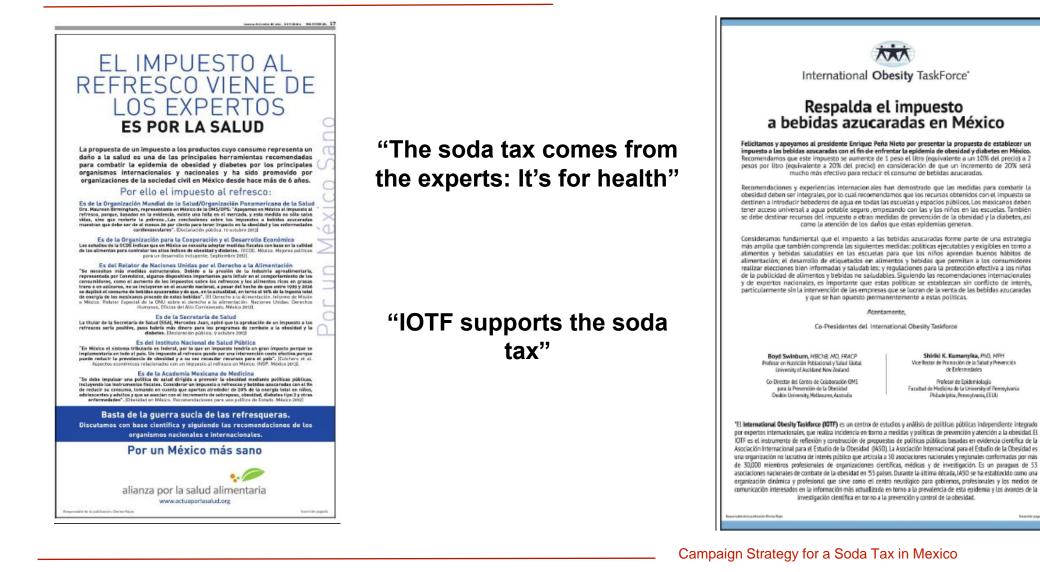




Industry resistance to regulation



Responses to the soda industry





Responses to the soda industry



"Soda industry lobbyists transmit the obesity epidemic"

"It's time for a change... Senators, you have the floor"

La epidemia de obesidad la transmiten los cabilderos de las refresqueras



Senadora, Senador: ¿Ya se dejó picar?

Proteja nuestra salud con el impuesto a las bebidas azucaradas. Vote por 2 pesos por litro

En el sexenio 2006 - 2012, murieron 500,000 personas por diabetes. ¿Cuándo vamos a actuar?

alianza por la salud alimentaria

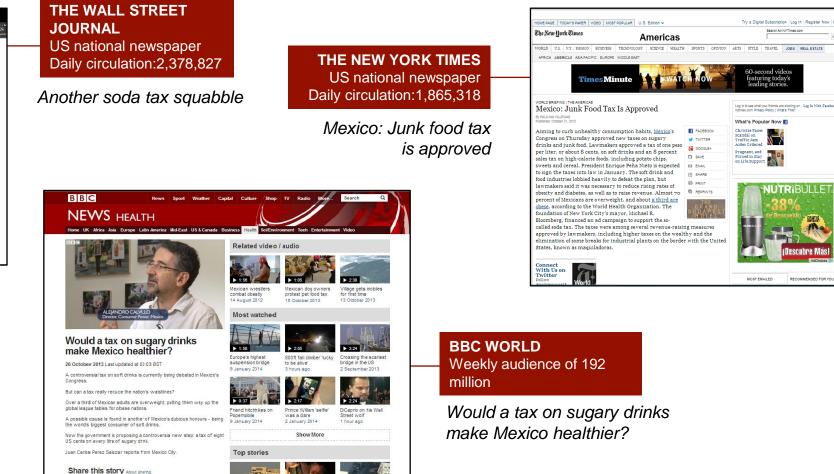
Mexico's national tax on sugar-sweetened beverages

- Passed by Mexican Congress: October 29, 2013
- Went into effect: January 1, 2014
- Type of tax: Specific excise tax (called an IEPS in Spanish)
- Amount of the tax: 1 peso (0.07 USD)* per liter.
 Approximately 10%.
- Definition of SSBs: non-alcoholic and nondairy beverages with added sugar, including sodas, energy drinks, bottled teas and coffees, and fruit drinks.



The debate attracted international media



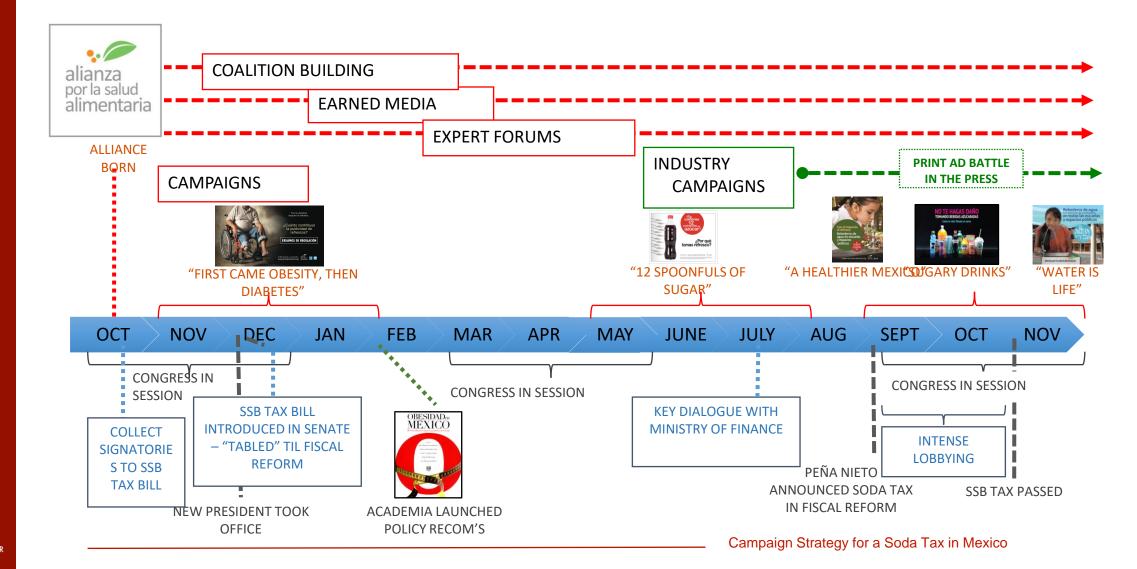


Campaign Strategy for a Soda Tax in Mexico

GBATIS

Alle

The Mexican SSB tax timeline



The tax is working

Post-tax reduction in purchases

RESEARCH

COR OPEN ACCESS

Beverage purchases from stores in Mexico under the excise tax on sugar sweetened beverages: observational study

M Arantxa Colchero,¹ Barry M Popkin,² Juan A Rivera,³ Shu Wen Ng²

What has been the effect on purchases of beverages

from stores in Mexico one year after implementation of

¹Center for Health Systems Research, Instituto Nacional de Salud Pública, Universidad No 655 Colonia Santa María Ahuacatitlán, Cuernavaca, Morelos Mexico

27516, USA

bmj.h6704

Salud Pública, Mexico

the excise tax on sugar sweetened beverages? ²Department of Nutrition and METHODS

ABSTRACT

STUDY OUESTION

Carolina Population Center. University of North Carolina at In this observational study the authors used data on Chapel Hill, Chapel Hill, NC the purchase of beverages in Mexico from January 2012 to December 2014 from an unbalanced panel of 6253 ³Nutrition and Health Research households providing 205 112 observations in 53 cities Center, Instituto Nacional de with more than 50 000 inhabitants. To test whether the post-tax trend in purchases was significantly different Correspondence to: SW Ng shuwen@unc.edudoi: 10.1136/ from the pretax trend, the authors used a difference in difference fixed effects model, which adjusts for both Accepted: 24 November 2015 macroeconomic variables that can affect the purchase of beverages over time, and pre-existing trends. The variables used in the analysis included demographic information on household composition (age and sex of household members) and socioeconomic status (low, middle, and high). The authors compared the

predicted volumes (mL/capita/day) of taxed and

untaxed beverages purchased in 2014-the observed

WHAT THIS STUDY ADDS

The tax on sugar sweetened beverages was associated with reductions in purchases of taxed beverages and increases in purchases of untaxed beverages. Continued monitoring is needed to understand purchases longer term, potential substitutions, and health implications.

FUNDING, COMPETING INTERESTS, DATA SHARING

This work was supported by grants from Bloomberg Philanthropies and the Robert Wood Johnson Foundation and by the Instituto Nacional de Salud Pública and the Carolina Population Center. The authors have no competing interests. No additional data are available.

Introduction

Myriad studies suggest that added sugar in beverages is linked with obesity and many cardiometabolic problems and have recommended that efforts to reduce consumption of sugar sweetened beverages to obtain meaningful improvement to health would require a tax that leads to price increases.17 Aside from industry

PLOS ONE

RESEARCH ARTICLE

Beverages Sales in Mexico before and after Implementation of a Sugar Sweetened **Beverage Tax**

M. A Colchero¹⁺, Carlos Manuel Guerrero-López¹, Mariana Molina¹, Juan Angel Rivera²

1 Center for Health Systems Research, Instituto Nacional de Salud Pública, Cuernavaca, Mexico, 2 Center for Research on Nutrition and Health, Instituto Nacional de Salud Pública, Cuernavaca, Mexico

* acolchero@insp.mx



SSB purchases are declining: In 2014, the first year of tax implementation, on average household purchases of taxed beverages dropped by 6% during 2014 compared to pre-tax trends. By December 2014, this reduction reached 12%. Studies indicate that the tax continued to reduce consumption by 8% in 2015.

Mexicans are drinking healthier options: Purchases of non-taxed beverages, mainly bottled water, increased on average by 4% In 2014, demonstrating an initial substitution effect.

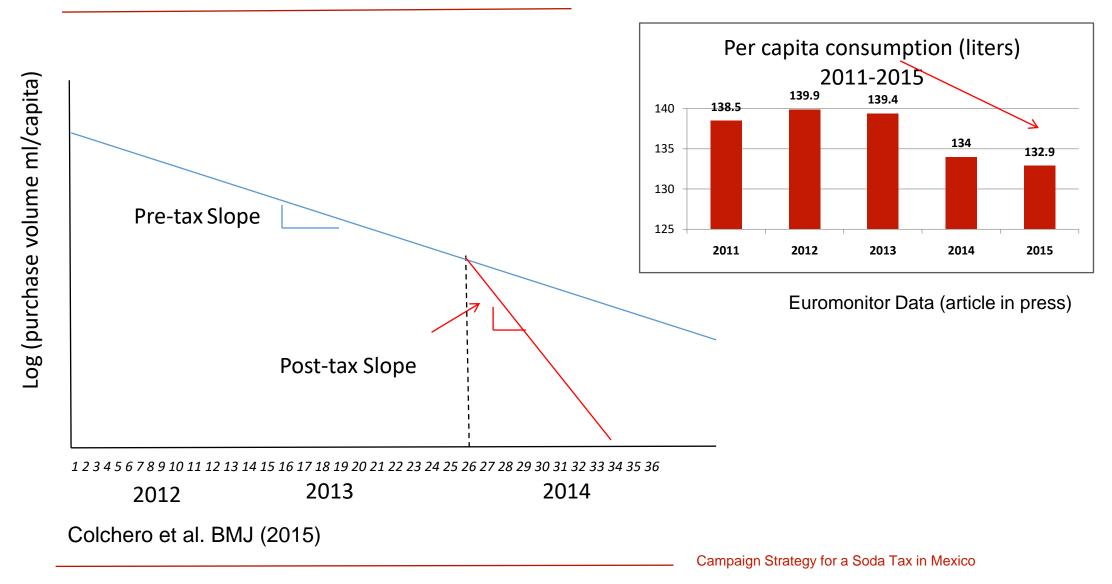
Revenue is being raised: Over 2.6 billion dollars have been raised in revenue during two years time (2014-2015). Initial allocations to obesity prevention have been made. Advocates and champion legislators are working to dedicate the revenue exclusively to obesity and NCD prevention.

Prevention efforts are being financed: The Mexican legislature has made water fountains in schools obligatory and the Mexican educational authority is rolling-out a national drinking fountain program over the current and upcoming school years, using partial revenue allocation from the tax.



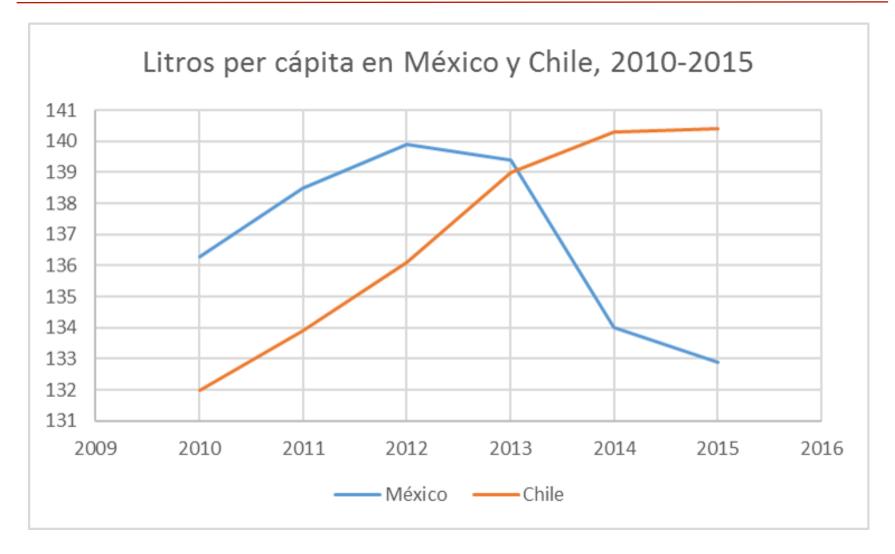
The tax is working

Post-tax reduction in purchases



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Chile overtake Mexico on SSBs consumption





Euromonitor, carbonated drinks.

The battle continues

•October 2015. Deputies tried to reduce the soda tax from 10% to 5% for beverages with 5 grams of sugar per 100 mililiters or less (An industry proposal).

•After a two week battle, Senators mantained the soda tax at 10%.

Demostration in front the Congress against the new epidemic: Big Soda mosquito lobbyist.



Campaign Strategy for a Soda Tax in Mexico



Expose conflicts of interest





Tax reduction would affect children Oct 2015

Public activity at the Senate to oposse tax reduction Oct 2015

Buying scientists, creating doubts

1. Affects the poorest families 2. Does not have health beneffits

C EL COLEGIO M DE MÉXICO

Estudios de los efectos sobre el bienestar

de la política de impuestos sobre alimentos

con alto contenido calórico

(2016).



Taxing Calories in Mexico (2016). 3. Cause job loss



El impuesto en las bebidas azucaradas y el consumo de refrescos en México (2016).

Todos muestran una reducción en el consumo de bebidas azucaradas pero desvían la atención con argumentos a favor de la industria



Campaign Strategy for a Soda Tax in Mexico

One example The ILSI case against the soda tax

International Life Sciences Institute (ILSI) of México,

Associated members: Coca Cola, Bimbo, Danone de México, Kellogg's de México, Kraft Foods de México, Mars México, Nestlé México, Monsanto Comercial y PepsiCo, entre otros.

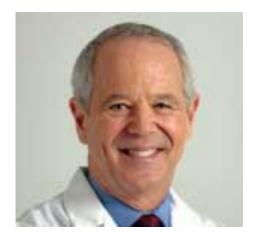
ILSI M[exico director: Raúl Portillo A. director of science from Coca Cola Mexico.

2015 ILSI Mexico organized an international academic event together with the Rippe Institut. Months before the proposal to reduce the soda tax.

Main speaker invited James Rippe. Academic event conclusions> SSB not have relation with obesity and diabetes, soda tax disdn't work and non caloric sweteeners are safe.



ILSI and Rippe Institute



James Rippe and his Rippe Institute recieved 10 million dollars from the Corns Refginery Association to develop a resarch about the relation between High Fructuose Corn Syrup consumption and cardiovascular diseases. The conclusión was not relation.

The Rippe Institue had been recibing resources from Kraft Foods, ConAgra Foods, Coca Cola, Dr. Pepper, Snapple Group, McDonald's, Kellog's and Genral Mills

The action from ILSI against the public health policy promoted by the Mexican government was so obvious



Response from ILSI INternational

International Life Sciences Institute Suspends ILSI Mexico's Charter



10 November 2015 The International Life Sciences Institute (ILSI) suspends its affilation with ILSI Mexico for Washington, DC violating ILSI's Code of Ethics and Standards of Organizational Conduct

> LSI has suspended its affiliation with LS Mexico for engaging in activities that can be construed to be policy advocacy and/or public relations efforts to influence policy. ILSI Mexico has been directed to cease all activities to this rule, and all ILSI affiliates until further notice, including the use of "ILS," "International Life Sciences Institute," and all translations or

using ILSFs logo. For 37 years, ILSI has been a leader in forging global, public-private partnerships on science with the express purpose of making the

world a safet, healthier place, ILSI assembles leading academic and government researchers who partner with their industry counterparts to anticipate questions, summarize what we know, and describe gaps in our understanding of the scientific evidence We use the funding our industry members grant us to create a neutral forum where all parties can work together on science that ultimately helps improve human and environmental health.

LSI actively seeks input from academia, government, industry, and other sectors of society in the belief that differing perspectives enrich the scientific process. Out of respect for all partners involved in our work and in the true spirit of public-private partnerships, ILSI has maintained,

since its inception, a strict policy precluding any activities related to lobbying or advocacy for/or against specific legislation or regulatory decisions. We make no exceptions worktwide must adhere to it. ILSI also has high standards of conduct

variations on those names, and to stop relating to transparency. We require researchers, speakers, and authors with whom we work to declare conflicts of financial interest and other bias. We require all financial support

for all activities to be declared.

One of ILSI's greatest strengths is our international network of affiliated branches, in which experts in a variety of disciplines can collaborate on science and health topics at the local, regional, and global level. We are proud of this network's reputation for being able to mobilize human and financial resources to study and resolve health and science concerns of common interest to all members of society in a neutral and transparent manner

We've taken the unprecedented step of suspending our affiliation with ILSI Mexico to reassure all of our supporting member companies. public trustees and scientific advisors, research partners, and the scientific community at large that this reputation is deserved.

Over the course of the next couple of months. ILSI will be working with ILSI Mexico's leadership to implement a series of steps designed to ensure ILSI Mexico's future activities conform to the principles set by ILSI Code of Ethics and embrace spirit in which they were written. The ILSI Board of Trustees will reconsider ILSI Mexico's status after monitoring progress to achieve the high standards LSI demands.

ESI bolizees researchers from the public and private sectors can and should work together on science in an open and transparent manner, For this reason, USI maintainsand enforces strict standards of conduct to ensure trust and foster milaboration

ILSI website

Code of Ethics www.lisi.org/Documents/

RESOURCES www.lisi.org/Pages/Mission.aspx

LSICodeofEthicsSofC2009.pdf

LS Mexico for engaging in activities that can be construed to be policy advocacy and/or public relations efforts to influence policy. ILSI Mexico has been directed to cease all activities until further notice, including the use of "LS." "International Life Sciences Institute," and all translations or variations on those names, and to stop using LSFs logo.

LS has suspended its affiliation with

For Press inquiries contact Michael Shimeffs, ILSI Director of Communications, at mshimeffswild.org

The International Life Sciences Institute (ILS) is a 501(303) charity established in Washington, DC, USA in 1978. It has benches in Africa: Asia/Pacific Europe and North. Central, and South America. ILSTs mission is to provide science that improves human and environmental health and safety, www.ibi.org

Campaign Strategy for a Soda Tax in Mexico



Three actors targeted by Pegasus espionage







Alejandro Calvillo Director El poder del Consumidor

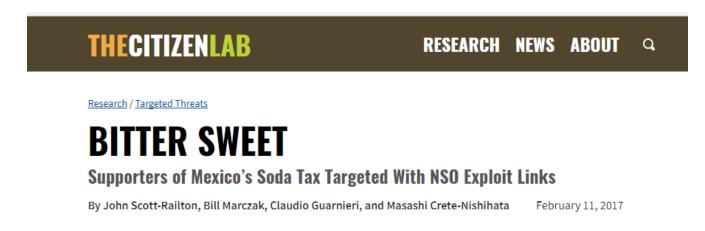
Dr. Simon Barquera National Institute of Public Health

Luis Manuel Encarnación Coordinator of Contrapeso

Campaign Strategy for a Soda Tax in Mexico



Technical report about the spyware from Citizen Lab, University of Toronto



Spyware case published in the front page of the New York Times





The need for comprehensive policy

Exemplary front of pack warning labels



CHILE

"High in sugar/calories/ saturated fats/sodium"



ECUADOR

"Traffic light" label

The need for comprehensive policy

Exemplary regulation of marketing to children



xico

EL PODER DEL CONSUMIDOR

























Our children's health is not negotiable





Thank you!

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