

# **AGENDA**

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# KEY BENEFITS: WHY BUSINESSES SHOULD CARE









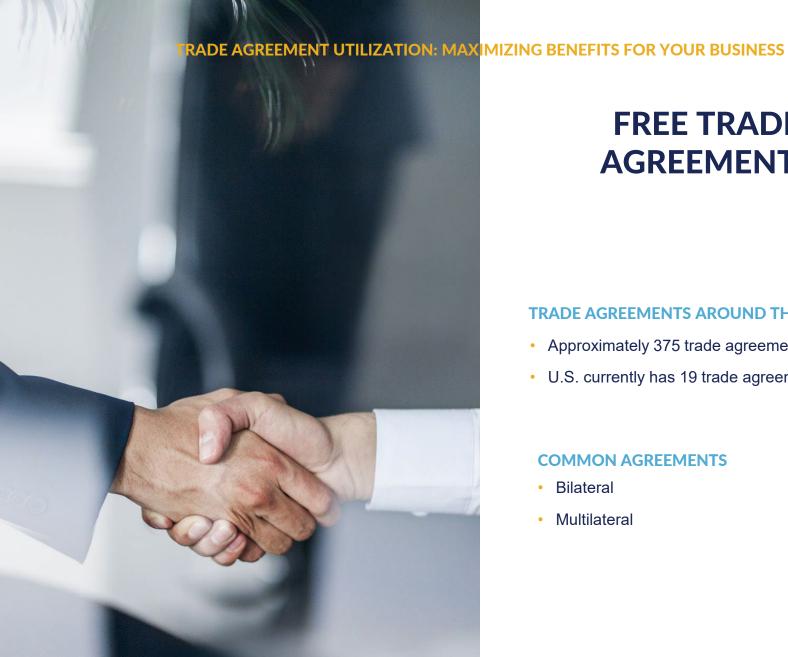
**COST SAVINGS** 

**IMPROVED MARKET ACCESS** 

**COMPETITIVE ADVANTAGE** 

**FINANCIAL BENEFITS** 





# **FREE TRADE AGREEMENTS**

## TRADE AGREEMENTS AROUND THE WORLD

- Approximately 375 trade agreements
- U.S. currently has 19 trade agreements

## **COMMON AGREEMENTS**

- Bilateral
- Multilateral

# FREE TRADE AGREEMENTS



**TARIFFS & DUTIES** 



LABOR & ENVIRONMENTAL PROTECTIONS



**MARKET ACCESS** 



**INVESTMENT RULES** 



INTELLECTUAL PROPERTY
PROTECTION



**DIGITAL TRADE & E-COMMERCE** 



DISPUTE RESOLUTION MECHANISMS



# RULES OF ORIGIN: DETERMINING ELIGIBILITY FOR AN FTA

WHOLLY OBTAINED OR
PRODUCED ENTIRELY IN THE
TERRITORY OF THE U.S. AND
PARTICIPATING FTA COUNTRIES.

TARIFF SHIFT (FOLLOWING SPECIFIC RULE OF ORIGIN)

REGIONAL VALUE CONTENT (RVC)



# **DOCUMENTATION & RECORDKEEPING**



**CERTIFICATES OF ORIGIN** 



**SUPPLIER CERTIFICATIONS** 





**COMMERCIAL INVOICES** 



**BILLS OF MATERIAL** 

DOCUMENTATION SHOULD BE AUDIT READY





# **COMMON CHALLENGES AND MISTAKES**

- Misinterpreting origin requirements
- Incorrect HS Classification
- **Expired or Missing Certificates**
- Missing Supplier Data
- Incorrect costing or outdated bills of material

# **AUDIT RISK**





CUSTOMS AUDITS INCREASINGLY
DATA DRIVEN

PENALTIES INCLUDE RETROACTIVE DUTIES





**PRACTICAL STEPS & BEST PRACTICES** 

**ESTABLISH YOUR BASELINE** 

**ALIGN TEAMS** 

**LEVERAGE TECHNOLOGY** 

**PARTNER FOR EXPERTISE** 

**FORMALIZE YOUR PROGRAM** 

**EDUCATE AND EMPOWER** 

# **USMCA 2026 REVIEW & RENEGOTIATION OVERVIEW**

Mandatory 6-year join review

All three parties: U.S., Canada, and Mexico

- Decision to be made
- Be affirmed for another 16 years, or
  - Enter formal renegotiation discussions

Public comments closed Nov 3rd, Private sector input expected to influence positions

Politics will drive outcome

Expect uncertainty



## WHAT COULD CHANGE?

- Rules of Origin adjustments (especially auto & steel content)
- Forced labor bans & Supply chain security

Labor & Wage enforcement provisions

Restrictions on Chinese companies in North
America

Digital trade & E-Commerce updates

Non-trade issues border security, illegal migration, and fentanyl trafficking



## **BEST PRACTICES FOR 2026 USMCA REVIEW**

**VALIDATE** 

Validate current USMCA eligibility

**IMPROVE** 

Improve FTA documentation processes

**MAP** 

Map country of origin and content exposure

**MONITOR** 

Monitor regulatory announcements

**IDENTIFY** 

Identify backup sourcing options



# **SUMMARY AND KEY TAKEAWAYS**

#### FTAS = COMPETITIVE ADVANTAGE

Reduce costs, improve market access, strengthen margins

#### **DOCUMENTATION IS YOUR SHIELD**

Certificates, BOMs, and supplier data must be audit ready

#### PREPARE FOR CHANGE

USMCA 2026 review could reshape requirements, start planning now

#### **RULES OF ORIGIN MATTER**

Eligibility depends on accurate classification and compliance

#### **AVOID COMMON PITFALLS**

Misclassification and missing records lead to penalties

#### **BEST PRACTICES DRIVE SUCCESS**

Validate, document, utilize expertise, and educate teams



Q&A

Feel free to use the Q&A section located on the top part of the window.

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