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Reaching Beyond Borders

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Free Trade Agreements

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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



MARKET ACCESS



INTELLECTUAL PROPERTY
PROTECTION



LABOR & ENVIRONMENTAL
PROTECTIONS



INVESTMENT RULES



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



COMMERCIAL INVOICES



SUPPLIER CERTIFICATIONS



BILLS OF MATERIAL

MINIMUM RETENTION: 5 YEARS

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- Incorrect costing or outdated bills of material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**



TRADE AGREEMENT UTILIZATION: MAXIMIZING BENEFITS FOR YOUR BUSINESS

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)
- Labor & Wage enforcement provisions
- Digital trade & E-Commerce updates
- Forced labor bans & Supply chain security
- Restrictions on Chinese companies in North America
- 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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