

Practical Solutions for Implementing Free Trade Agreements

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Is your customer requesting a certificate of origin for a trade agreement?

The United States has 14 free trade agreements (FTAs) with 20 countries. Each of those agreements has differing rules of origin and certification requirements. That's a lot of detail, even for the most experienced trade compliance professional. All of the FTA agreements have one thing in common, however. Just because a good is made in the United States or in the trading partner's country does not mean it qualifies for the duty free benefit under the agreement. Before you issue a certificate of origin, make sure you know if you are eligible to do so.

Issuing invalid certificates of origin could land you in regulatory hot water!

Engage JD Goodrich & Associates for FTA Assistance

A recent survey indicated that 61% of companies take advantage of 2 or fewer trade agreements and 25% don't use any. The number one reason they avoid participating? FTAs are difficult to implement and require special expertise.

Which FTAs Should You Use?

- NAFTA – Canada & Mexico
- DR CAFTA – Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras & Nicaragua
- Australia
- Chile
- Colombia
- Korea
- Panama
- Peru
- Singapore
- Bahrain
- Israel
- Jordan
- Morocco
- Oman

Private Consultation

Meet your customers' FTA expectations, and do so knowing you've done it correctly.

Getting Started

- Learn about the FTAs and what is required to participate.
- Evaluate your company's FTA opportunities and risks.

Develop Your Program

- Identify the HS classifications of your manufactured goods and the materials used to produce them.
- Solicit FTA information from producers of your goods and materials.
- Develop a strategy for qualifying your goods under the FTAs.
- Develop record keeping procedures and controls/
- Distribute certificates of origin to customers.
- Document your FTA policies and procedures.



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