

Free Trade Agreements offer Global Market Access for U.S. and Canadian Businesses



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Introduction

Free trade agreements (FTAs) help businesses expand to international markets by making it easier – and more cost effective -- to buy and sell goods. Common FTA benefits include elimination of duties, reduced customs requirements, harmonization of regulatory requirements, and industry-specific agreements. The effects on businesses can be significant. The 15 trade agreements now in force in Canada give businesses access to [1.5 billion consumers](#) in 50 different countries, representing [more than 60%](#) of global gross domestic product (GDP). In the United States, businesses can utilize [14 different trade agreements](#) to access consumers in 20 different countries, representing [40% of U.S. goods exports](#).

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 **60%** of global gross domestic product (GDP).

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 **40%** of U.S. goods exports.

Expanded market access can mean opportunities to reach out to new suppliers and customers, and the ability to engage in commerce without the added costs of customs duties. For businesses that ship large volumes of goods, the savings can add up quickly. Consider, for example, a Canadian business that imports women's clothing from the United States. In general, textile and apparel products entering Canada trigger a tariff rate of [18%](#) of the product's value. But if the goods qualify under the United States-Mexico-Canada Agreement (USMCA), there is [no duty assessment](#). For a business that imports US \$10 million worth of apparel products, the non-USMCA tariff assessment would be US \$1.8 million. But using the USMCA, the assessment would be zero.

The trade agreement is called the Canada-United States - Mexico Agreement (CUSMA) in Canada, and the USMCA in the United States. Both refer to the same agreement. For purposes of this discussion, the agreement will be called the USMCA, except for direct references to the Canadian government.

The importance of free trade agreements – the USMCA in particular – has been especially evident during 2025, as products meeting USMCA eligibility requirements were exempted from a series of tariff increases imposed by the United States government. This means a product that meets USMCA requirements can avoid having to pay tariffs of as much as [35%](#).

As Livingston International trade expert Jill Hurley explained in a recent [webinar](#), USMCA eligibility “becomes even more critical now than it has been in the past.”

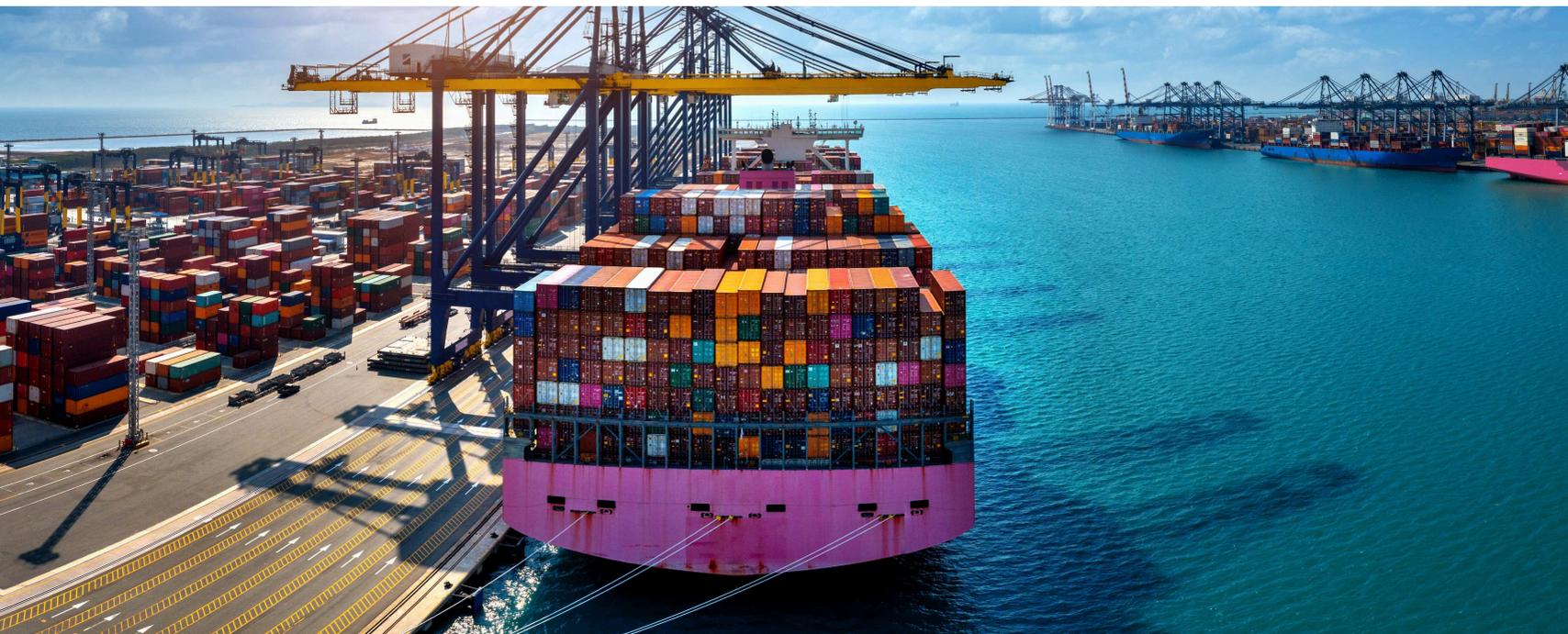
Beyond the USMCA, free trade agreements have allowed businesses to explore other options during the current period of tariff uncertainty. Canadian companies, according to [Reuters](#), have dramatically increased trade with other friendly nations. During the May 2024 - May 2025 period, trade with the United Kingdom increased by 302%, while trade with Singapore increased by 204%, trade with Italy by 103%, and with the Netherlands by 88%. "This is a good thing for Canadian diversification," noted Stuart Bergman, chief economist at Export Development Canada. "It's also important to mention that we are not looking to replace our U.S. business," he added.

Despite the clear benefits offered by FTAs, most are underutilized. Only about 40% of goods entering the United States from Canada, for example, file for benefits under the USMCA. There are many reasons for this including a lack of awareness, complex qualification requirements, costs associated with compliance, and the possibility of utilizing other trade mechanisms to avoid tariffs. For many businesses, failing to take advantage of FTA benefits is a missed opportunity. A U.S. or Canadian business that decides to enter a foreign market with an FTA in place will find

significant resources available to help navigate the compliance process. This ranges from government agencies, to online "compliance tools," to experienced third parties with extensive FTA expertise.

Help will also be available to navigate another essential consideration -- the need for a well-crafted logistics strategy. A Canadian business that identifies a new supplier in the United Kingdom, or South Korea, or Vietnam, for example, will need a plan in place to ensure reliable service between the two markets. Shipments need to arrive on time, every time, and with maximum cost effectiveness. A business will want to ensure that cost benefits attained through use of an FTA aren't wiped away by increased international shipping costs.

The following discussion will provide an overview of current U.S. and Canadian free trade agreements, along with information about how businesses can take advantage of opportunities to expand to new markets. Readers will also learn about [Purolator's international logistics capabilities](#), which ensure seamless, guaranteed deliveries to and from just about every part of the world.



Free Trade Agreements and Other Trade Initiatives



The U.S. International Trade Commission (USITC) defines a free trade agreement as “an agreement between two or more countries where the countries agree on certain obligations that affect trade in goods and services, and protections for investors and intellectual property rights, among other topics.” [Global Affairs Canada](#) expands on this definition, noting that FTAs are “treaties,” that open markets to Canadian businesses by reducing trade barriers, such as tariffs, quotas, and USITC non-tariff barriers. FTAs can be either bilateral or multilateral. A bilateral agreement limits the scope of coverage to two signatory parties. Most FTAs, in fact, are bilateral and include accords such as the [U.S.-Panama agreement](#) and the [Canada-Republic of Korea agreement](#). Multilateral agreements involve multiple countries, such as [Canada’s Comprehensive and Progressive Agreement for Trans-Pacific Partnership \(CPTPP\)](#) which involves 12 countries, and the U.S.’s [Dominican Republic-Central America-United States \(CAFTA/DR\)](#) agreement, which involves seven countries. There are though, other types of agreements that determine rules for trade and in some cases, clarify areas of dispute or offer certain benefits. Significant agreement categories include:



Foreign investment promotion and protection agreements (FIPA)

According to [Global Affairs Canada](#), FIPAs are bilateral agreements that “protect and promote foreign investment through legally-binding rights and obligations.” FIPAs prevent governments from seizing investments without compensation, the

agency notes, and “ensure foreign investors are treated just like domestic and other third-party foreign investors.”

Canada currently has [31 FIPA agreements](#) in effect with countries including: Armenia, Barbados, Benin, Burkina Faso, Cameroon, China, Costa Rica, Ivory Coast, Croatia, Czechia, Guinea, Hong Kong, Hungary, Jordan, Kosovo, Kuwait, Latvia, Lebanon, Mali, Moldova, Mongolia, Philippines, Poland, Romania, Russia, Senegal, Serbia, Slovakia, Thailand, Trinidad and Tobago, and Venezuela.



Mutual recognition agreements/arrangements (MRAs)

This category of agreement is used by both Canada and the United States. However, the MRA concept is different in each country.

Canada

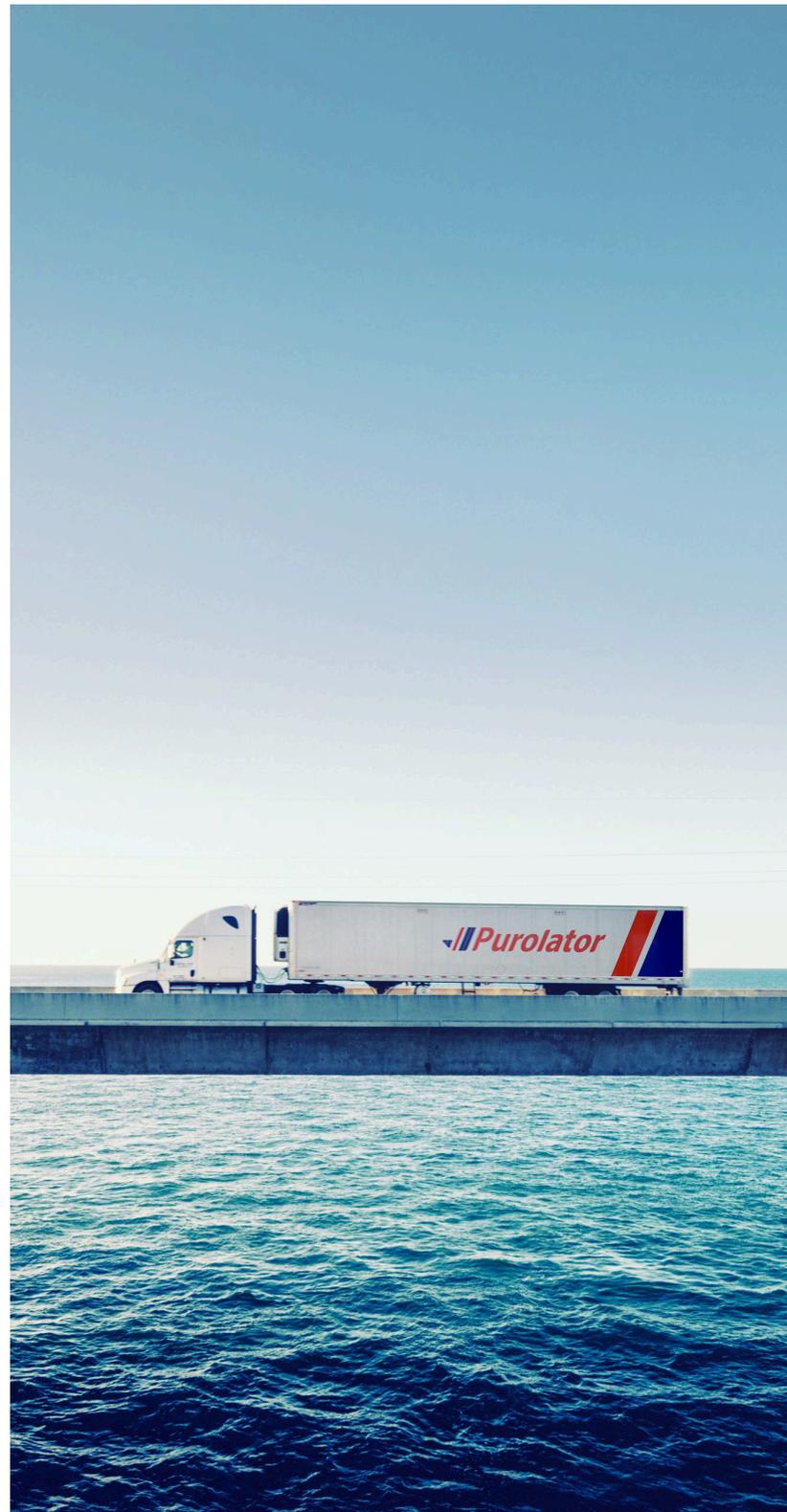
uses MRA agreements to address regulatory testing and certification. Countries with an MRA in place agree to accept certifications related to safety and other issues. Canada has [four MRAs](#) in place that address Good Manufacturing Practices (GMP) Compliance Programs for drug/medicinal products. Those agreements, which are regulated by Health Canada, [include](#):

- **Bilateral agreements** with Australia and Switzerland.
- **Multilateral agreement** with the [European Economic Area – European Free Trade Association \(EEA EFTA\)](#) countries.
- **Multilateral agreement** with European Union member states.

In the United States

[MRAs are bilateral agreements](#) between U.S. Customs and Border Protection (CBP) and other customs bodies intended to promote supply chain security. Through execution of an MRA, CBP certifies that a partner country's security requirements and standards "are the same or similar to those of the [Customs Trade Partnership Against Terrorism \(CTPAT\) program](#)."

CTPAT is a voluntary program, administered by CBP, through which members of the trade community certify the security of their supply chains in exchange for benefits including a reduced risk of having shipments subject to examination at a port of entry. MRAs benefit international trade by eliminating the need for businesses to undergo multiple review processes and having to submit duplicative paperwork.





World Trade Organization agreements

The World Trade Organization (WTO), based in Geneva, Switzerland is the international organization charged with establishing rules for international trade and mediating disputes between member countries. WTO agreements, according to Global Affairs Canada, are negotiated between WTO members to address various trade-related issues. Canada, for example, participates in WTO agreements regarding agriculture and fisheries, while the United States participates in agreements that address telecommunications, intellectual property rights, civil aircraft, trade in services, information technology, agriculture, technical barriers, and financial services, among other topics.

While the U.S. and Canadian governments participate in several different types of trade agreements, FTAs are the most impactful, and most utilized. Following is a listing of Canadian and American FTAs currently in force.



Canadian Free Trade Agreements

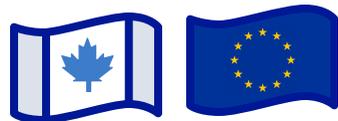


Canada has 15 different free trade agreements in place that facilitate trade with 50 countries. Through these agreements, Canadians have access to more than 1.5 billion consumers.

Three agreements, informally called “the Big 3,” account for [almost 80%](#) of Canada’s total trade in goods. Those agreements include:

- [Canada United States Mexico Agreement \(CUSMA\)](#) [also referred to as the USMCA].
- [Comprehensive and Progressive Agreement for Trans-Pacific Partnership \(CPTPP\)](#).
- [Canada-European Union: Comprehensive Economic and Trade Agreement \(CETA\)](#).

During 2023, the CUSMA accounted for [more than 67% of total Canadian trade](#), while the CETA represented approximately 8% and the CPTPP accounted for 4.4%. Following is an overview of each of the “Big Three” agreements:



Canada-European Union: Comprehensive Economic and Trade Agreement (CETA)

- **Implementation Date:** 2017.
- **Countries:** Canada and the countries of the European Union: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden.

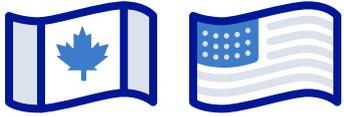
The CETA agreement is only [partially ratified](#), since 10 EU member states including Belgium, Bulgaria, Cyprus, France, Greece, Hungary, Italy, Ireland, Poland, and Slovenia have yet to approve.

Instead, the agreement is “provisionally applied” between Canada and those EU members that have given their approval.

- **Market Access:** [490 million consumers](#) (450 million EU, 40 million Canada).
- **Economic Impact:** Bilateral merchandise trade between Canada and CETA members was [CAD \\$126.5 billion](#) in 2023. This marked a 65% increase over trade volume in 2016, the year before the trade agreement took effect.
- The European Union is Canada’s [second largest](#) trading partner.



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Canada-United States- Mexico Agreement (CUSMA)

Referred to as the United States-Mexico-Canada Agreement (USMCA) in the United States.

- **Implementation Date:** 2020.
- **Countries:** Canada, Mexico, and the United States.
- **Market Access:** 519 million people – [Canada](#) (40 million), [United States](#) (347 million), [Mexico](#) (132 million).
- **Economic Impact:**
 1. The CUSMA reaffirmed the three partner countries' commitment to free trade, marked by the largest free trade region in the world. CUSMA modernized the [North America Free Trade Agreement \(NAFTA\)](#), which was in force from 1994-2020.
 2. CUSMA countries represent [one-third of the world's Gross Domestic Product \(GDP\)](#).
 3. According to the [Wilson Center](#): "In 2023, the total value of trade within North America exceeded US \$1.88 trillion, equivalent to \$3.6 million exchanged per minute and the result of double-digit growth since USMCA replaced NAFTA in 2020. This impressive increase has positioned Mexico and Canada as the top trading partners of the United States for the first time since 2002...."

Canada-Mexico

- Mexico is Canada's [third-largest](#) single-country merchandise trade partner (after the United States and China).



Top [Exports](#) from the Canadian Market: [Motor vehicle parts](#) and accessories, motor vehicles for passenger transport, machinery, agri-food products, minerals.



Top Mexican [Imports](#) into the Canadian Market: Delivery trucks, motor vehicles, vehicle parts and accessories, broadcasting equipment, medical instruments, fruits.

United States-Canada

- In 2024 Canada was the [top destination](#) for U.S. exports, and the third-largest source of U.S. imports.
- More than three-quarters of Canadian exports are sold to the U.S. More than half of Canadian imports come from the United States.
- Top [Exports](#) from the Canadian Market: Energy products, vehicles, agricultural products.
- Top U.S. [Imports](#) into the Canadian Market: Machinery/mechanical appliances, transportation equipment, chemicals, plastics, rubber, leather products.



Learn about options for
reducing customs-related
costs, including tariffs.
[Read our white paper.](#)



Additional Canadian FTAs include:

Canada-Chile Free Trade Agreement

- **Implementation Date:** 1997.
- **Countries:** Canada and Chile.
- **Market Access:** [Chilean population](#) -- 20 million people.
- **Economic Impact:** Bilateral merchandise trade was nearly [CAD \\$3.5 billion](#) in 2023.



Top [Exports](#) from the Canadian Market: Machinery and equipment, cereals, mineral fuels and oils, pharmaceuticals.



Top Chilean [Imports](#) into the Canadian Market: Copper, precious metals, fish and seafood, fruits and nuts, beverages.

Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP)

- **Implementation Date:** 2018.
- **Countries:** Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore, United Kingdom, Vietnam.
- **Market Access:** [580 million consumers](#).
- **GDP Access:** CPTPP countries account for [15% of global GDP](#).
- **Key Features:** [CPTPP is the world's fourth-largest free trade agreement](#). Canadian businesses gain preferential access to key markets in Asia and Latin America.

Canada-Columbia Free Trade Agreement

- **Implementation Date:** 2011.
- **Countries:** Canada and Columbia.
- **Market Access:** Columbian population – [53.4 million people](#).
- **Economic Impact:** Bilateral merchandise trade totaled [CAD \\$2.6 billion](#) in 2023.



Top [Exports](#) from the Canadian Market: Wheat cereals, fertilizers, vegetables, machinery, meat products.



Top Columbian [Imports](#) into the Canadian Market: Energy products, coffee.

More than 100 Canadian companies [maintain a presence](#) in Columbia representing sectors including infrastructure, energy, mining, oil and gas, financial services, engineering services, agri-food, and education.

Canada-Costa Rica Free Trade Agreement

- **Implementation Date:** 2002.
- **Countries:** Canada and Costa Rica.
- **Market Access:** Costa Rica population – [5.2 million people](#).
- **Economic Impact:** Bilateral merchandise trade totaled CAD [\\$1.04 billion](#) in 2023.



Top Canadian [Exports](#): Farm and fishing products, electronic and electrical equipment, consumer goods, minerals, plastics.



Top Costa Rican [Imports](#): Farm and fishing products, electronics and electrical equipment, consumer goods, motor vehicles and parts, plastics.

Canada-European Free Trade Association (EFTA) Agreement

- **Implementation Date:** 2009.
- **Countries:** Canada, Iceland, Liechtenstein, Norway and Switzerland.
- **Market Access:** [46 million consumers](#) (16 million EFTA, 40 million Canada).
- **Economic Impact:** Trade between Canada and EFTA partners totaled [US \\$7.1 billion](#) in 2024.



Top [Exports](#) from the Canadian Market: Pharmaceutical products, mineral fuels and oil, machinery and mechanical applicants, clocks/watches, coffee/tea.



Top EFTA [Imports](#) into the Canadian Market: Nickel, pharmaceutical products, aircraft/spacecraft and parts, machinery/mechanical appliances, optical/medical/surgical instruments.

Canada-Honduras Free Trade Agreement

- **Implementation Date:** 2014.
- **Countries:** Canada and Honduras.
- **Market Access:** Honduras population – [11 million people](#).
- **Economic Impact:** Bilateral goods trade between Canada and Honduras was [CAD \\$623 million](#) during 2023.



Top [Exports](#) from the Canadian Market: Fertilizer, machinery/mechanical appliances, pork, frozen vegetables, plastics.



Top [Imports](#) into the Canadian Market: Clothing, coffee, optical fiber cable, fruits and vegetables, motor vehicle parts.





Canada-Israel Free Trade Agreement

- **Implementation Date:** 1997.
- **Countries:** Canada and Israel.
- **Market Access:** Israeli population – [9.5 million people](#).
- **Economic Impact:** Bilateral goods trade between Canada and Israel has [more than tripled](#) since the free trade agreement took effect in 1997. During 2024, two-way goods trade exceeded [CAD \\$1.8 billion](#).



Top [Exports](#) from the Canadian Market: Electronics, oilseeds, vehicles, machinery/equipment, pharmaceutical products.



Top Israeli [Imports](#) into the Canadian Market: Machinery/equipment, scientific and precision instruments, electronics, plastics, pharmaceutical products.

Canada-Jordan Free Trade Agreement

- **Implementation Date:** 2012.
- **Countries:** Canada and Jordan.
- **Market Access:** Population of Jordan – [11.5 million people](#).
- **Economic Impact:** Bilateral goods trade between Canada and Jordan [exceeded CAD \\$327 million](#) during 2024.



Top [Exports](#) from the Canadian Market: Motor vehicles and parts, consumer goods, aircraft and other transportation equipment and parts, farm/fishing and intermediate food products, electronic/electrical equipment and parts, industrial machinery/equipment and parts.



Top Jordanian [Imports](#) into the Canadian Market: Apparel, semiconductor devices, chemicals, motor vehicle parts and accessories.

Canada-Panama Free Trade Agreement

- **Implementation Date:** 2013.
- **Countries:** Canada and Panama.
- **Market Access:** Population of Panama – [4.6 million people](#).
- **Economic Impact:** Bilateral trade in goods between Canada and Panama was nearly [CAD \\$720 million](#) during 2023.



Top [Exports](#) from the Canadian Market: Energy products, consumer goods, farm and fishing products, industrial machinery and equipment, electronic and electrical equipment.



Top Panama [Imports](#) into the Canadian Market: Farm and fishing products, consumer goods, industrial machinery and equipment, aircraft and other transportation equipment and parts, forestry products, building materials.

Canada-Peru Free Trade Agreement

- **Implementation Date:** 2009.
 - **Countries:** Canada and Peru.
 - **Market Access:** Population of Peru – [35 million people](#).
 - **Economic Impact:** Bilateral trade in goods between Canada and Peru totaled [CAD \\$6.1 billion](#) during 2023.
1. Small and medium-size enterprises (SMEs) accounted for [88% of Canadian companies exporting](#) to Peru in 2024, and were responsible for nearly half of total exports.



Top [Exports](#) from the Canadian Market: Cereals, mineral fuels and oils, vegetables.



Top Peru [Imports](#) into the Canadian Market: Precious metals/gold, fruits and nuts, coffee and tea.

Canada-Republic of Korea Free Trade Agreement (CKFTA) (South Korea)

- **Implementation Date:** 2015.
- **Countries:** Canada and the Republic of Korea.
- **Market Access:** Population of South Korea – [52 million people](#).
- **Economic Impact:** Bilateral trade in goods between Canada and South Korea totaled [CAD \\$25.6 billion](#) during 2024.
- South Korea was Canada's 8th largest trading partner in 2024.



Top [Exports](#) from the Canadian Market: Energy, mineral ores, meat, wood pulp, electronics.



Top South Korea [Imports](#) into the Canadian Market: Vehicles, machinery, electronics, iron and steel, iron and steel products.

Canada-Ukraine Free Trade Agreement (CUFTA)

- **Implementation Date:** 2017.
 - **Countries:** Canada and Ukraine.
 - **Market Access:** Population of Ukraine – [39 million people](#).
 - **Economic Impact:** Canada/Ukraine trade has been significantly impacted by the 2022 invasion of Ukraine by the Russian military. Therefore, most recent trade data is not reflective of normal import/export activity.
1. Bilateral trade between Canada and Ukraine reached a peak of almost [CAD \\$450 million](#) in 2021, only to experience a 31% reduction the following year, due to the Russian invasion. In 2023, trade surged to CAD \$695 million, largely due to purchases of Canadian military equipment to assist in the war effort.

Canada-United Kingdom Trade Continuity Agreement (Canada-UK TCA)

- **Implementation Date:** 2021.
- **Countries:** Canada and the United Kingdom.
- **Market Access:** Population of the United Kingdom – [70 million people](#).
- **Economic Impact:** Bilateral goods trade between Canada and the United Kingdom was [CAD \\$38 billion](#) during 2024.

- [The United Kingdom is Canada's third largest trading partner](#), behind the United States and China.
- Roughly 3,500 Canadian companies – 93% of which are SMEs – export goods to the UK.



Top Exports from the Canadian Market: Gold, crude oil, radioactive chemicals.



Top U.K. Imports into the Canadian Market: Turbojets, petroleum oils, motor vehicles, aircraft parts.

Summary – Canada FTA Partner Countries

Austria	Denmark	Israel	Mexico	Slovakia
Australia	Estonia	Italy*	Netherlands	Slovenia*
Belgium*	Finland	Japan	New Zealand	South Korea
Brunei	France*	Jordan	Norway	Spain
Bulgaria*	Germany	Latvia	Panama	Sweden
Chile	Greece*	Liechtenstein	Peru	Switzerland
Columbia	Honduras	Lithuania	Poland*	Ukraine
Croatia	Hungary*	Luxembourg	Portugal	United Kingdom
Cyprus*	Iceland	Malta	Romania	United States
Czechia	Ireland*	Malayasia	Singapore	Vietnam

*Country has not ratified the Canada-European Union Comprehensive Economic and Trade Agreement.

United States Free Trade Agreements



As of 2025, the **United States** maintains 14 free trade agreements with 20 countries and is negotiating regional agreements with several additional countries. The U.S. is also renegotiating trade agreements already in place. Therefore, any businesses interested in learning the details of a specific trade deal must be careful to rely on timely, accurate information.

An overview of each FTA currently in place includes:

U.S. - Australia Free Trade Agreement (USAFTA)

- **Implementation Date:** 2005.
- **Countries:** United States and Australia.
- **Market Access:** [Australian population - 27 million people.](#)
- **Economic Impact:** Bilateral merchandise trade was [US \\$51.3 billion](#) during 2022.



Top [Exports](#) from the U.S. Market: Machinery and mechanical appliances, transportation equipment, chemicals, plastics, rubber, leather goods.



Top Australian [Imports](#) into the U.S. Market: Agricultural products, stone, glass, metals, pearls, chemicals, plastics, rubber, leather goods.

Australia is the 16th largest U.S. export market.

U.S.-Bahrain Free Trade Agreement

- **Implementation Date:** 2006.
- **Countries:** United States and Bahrain.
- **Market Access:** [Bahrain population](#) – 1.6 million people.
- **Economic Impact:** Bilateral merchandise trade was [US \\$2.9 billion](#) during 2024.



Top [Exports](#) from the U.S. Market: Aircraft parts, UAVs and ground equipment, commodities, ammunition.



Top Bahrain [Imports](#) into the U.S. Market: Raw aluminum, refined petroleum, aluminum plating.

United States-Mexico-Canada Agreement (USMCA)

Referred to as the Canada-United States-Mexico- Agreement (CUSMA) in Canada.

- See above for an overview of the USMCA/ CUSMA.
- The USMCA has an outsized effect on U.S. trade. According to the [U.S. International Trade Commission](#), the single trade agreement accounts for more than three-quarters of total FTA imports.

U.S.-Chile Free Trade Agreement

- **Implementation Date:** 2004.
- **Countries:** United States and Chile.
- **Market Access:** [Chilean population](#)– 20 million people.
- **Economic Impact:** Bilateral merchandise trade was [US \\$38 billion](#) during 2022.



Top [Exports](#) from the U.S. Market: Refined petroleum, agricultural products, aircraft, automobiles.



Top Chilean [Imports](#) into the U.S. Market: Copper and agricultural products.

U.S.-Columbia Free Trade Agreement (Columbian Trade Promotion Agreement)

- **Implementation Date:** 2012.
- **Countries:** United States and Columbia.
- **Market Access:** [Columbia population](#)– 52 million people.
- **Economic Impact:** Bilateral merchandise trade was [US \\$37 billion](#) during 2024.



Top [Exports](#) from the U.S. Market: Refined petroleum, agricultural products, aircraft, vehicles.



Top Columbian [Imports](#) into the U.S. Market: Crude and refined petroleum, gold, flowers, coffee.

U.S. - Dominican Republic-Central America Agreement (CAFTA-DR)

- **Countries:** United States, Costa Rica, the Dominican Republic, El Salvador, Guatemala, Honduras and Nicaragua.
- **Implementation Dates:**
 - United States, Guatemala, El Salvador, Honduras, Nicaragua – 2006.
 - Dominican Republic – 2007.
 - Costa Rica – 2009.
- **Market Access:** 407 million people.

[Guatemala (18.7 million), Nicaragua (7.1 million), Costa Rica (5.2 million), El Salvador (6.4 million), Honduras (11 million), Dominican Republic (11.5 million), United States (347 million).]

- **Economic Impact:** Bilateral merchandise trade was [US \\$83.9 billion](#) during 2022.



Top [Exports](#) from the U.S. Market: Petroleum and coal products, oil and gas, oilseeds and grains, fibers, yarns, threads.



Top CAFTA-DR [Imports](#) into the U.S. Market: Apparel, medical equipment and supplies, fruits and tree nuts, tobacco products, motor vehicle parts.



U.S. – Israel Free Trade Area Agreement (FTAA)

- **Implementation Date:** 1985.
- **Countries:** United States and Israel.
- **Market Access:** [Israeli population](#) – 9.5 million.
- **Economic impact:** Bilateral merchandise trade was [US \\$37.0 billion](#) during 2024.



Top [Exports](#) from the U.S. Market: Precious metals and stones (diamonds), machinery, aircraft, electrical machinery, optical and medical instruments.



Top Israeli [Imports](#) into the U.S. Market: Precious metals and stones (diamonds), pharmaceuticals, electrical machinery, optical and medical instruments.

The FTAA was the first free trade agreement entered into by the United States.

U.S. – Jordan Free Trade Agreement

- **Implementation Date:** 2001.
- **Countries:** United States and Jordan.
- **Market Access:** [Jordanian population](#) - 11.5 million.
- **Economic Impact:** Bilateral goods trade was [US \\$5.4 billion](#) during 2024.



Top [Exports](#) from the U.S. Market: Petroleum gas, vehicles, aircraft parts, medical supplies.



Top Jordanian [Imports](#) into the U.S. Market: Apparel, jewelry, fertilizers.

U.S. – Korea Free Trade Agreement

- **Implementation Date:** 2012.
- **Countries:** United States and South Korea.
- **Market Access:** [South Korean population](#) – 51.7 million.
- **Economic Impact:** Bilateral goods trade was [US \\$134.0 billion](#) during 2024.



Top [Exports](#) from the U.S. Market: Mineral fuels, machinery, electrical machinery, optical and medical instruments, aircraft.



Top South Korea [Imports](#) into the U.S. Market: Vehicles, machinery, electrical machinery, mineral fuels, plastics.



U.S. – Morocco Free Trade Agreement

- **Implementation Date:** 2006.
- **Countries:** United States and Morocco.
- **Market Access:** Morocco population – 38.4 million.
- **Economic Impact:** Bilateral goods trade during 2024 was US \$7.2 billion.



Top [Exports](#) from the U.S. Market: Oil and gas, transportation equipment, minerals and ores, chemicals, petroleum and coal products.



Top Morocco [Imports](#) into the U.S. Market: Computer and electronic products, transportation equipment, apparel and accessories, processed foods.

U.S. – Panama Trade Promotion Agreement

- **Implementation Date:** 2012.
- **Countries:** United States and Panama.
- **Market Access:** Panama population – 4.6 million.
- **Economic Impact:** Bilateral goods trade during 2024 was US \$11.3 billion.



Top [Exports](#) from the U.S. Market: Petroleum and coal, oil and gas, transportation equipment, chemicals, processed foods.



Top Panama [Imports](#) into the U.S. Market: Fish and other marine products, aluminum waste and scrap, agricultural products, processed foods.

U.S. – Oman Free Trade Agreement

- **Implementation Date:** 2009.
- **Countries:** United States and Oman.
- **Market Access:** Oman population – 5.5 million.
- **Economic Impact:** Bilateral goods trade during 2024 was US \$3.3 billion.



Top [Exports](#) from the U.S. Market: Vehicles, petroleum, chemicals.



Top Oman [Imports](#) into the U.S. Market: Plastic sheeting, refined petroleum, aluminum plating, jewelry.

U.S.-Peru Trade Promotion Agreement

- **Implementation Date:** 2009.
- **Countries:** United States and Peru.
- **Market Access:** Peru population – 34.6 million.
- **Economic Impact:** Bilateral goods trade during 2024 was US \$20.6 billion.



Top [Exports](#) from the U.S. Market: Petroleum, ethylene polymers (plastics), scrap iron, gold, alcohol, agricultural products, vehicles.



Top Peruvian [Imports](#) into the U.S. Market: Fruits including grapes, tropical fruits and citrus, coffee, refined copper, gold, refined petroleum, ore.

U.S.-Singapore Free Trade Agreement

- **Implementation Date:** 2004.
- **Countries:** United States and Singapore.
- **Market Access:** Singapore population – 5.9 million.
- **Economic Impact:** Bilateral goods trade during 2024 was US \$89.2 billion.



Top Exports from the U.S. Market: Crude petroleum, gas turbines, planes/ helicopters, aircraft parts, medical instruments.



Top Singapore Imports into the U.S. Market: Vaccines/blood/antiseras, toxins and cultures, nucleic acids, packaged medicines, machinery, therapeutic appliances, orthopedic appliances, refined petroleum.

Summary – US FTA Partner Countries

Australia	Costa Rica	Israel	Oman
Bahrain	Dominican Republic	Jordan	Panama
Canada	El Salvador	Mexico	Peru
Chile	Guatemala	Morocco	Singapore
Columbia	Honduras	Nicaragua	South Korea



Benefits of Free Trade Agreements



While the terms of each trade agreement are unique, all FTAs offer businesses the opportunity to expand to new markets, with a helping hand from the federal government.

The [Canadian Trade Commissioner Service](#) offers a list of FTA benefits which includes:



Lower costs

Since FTAs generally allow for reduced or eliminated tariffs, businesses are able to price goods more competitively in international markets. In addition, businesses can obtain parts and components from international suppliers without the added cost of customs tariffs.



Access to new consumers

Reduced trade barriers allow businesses direct access to new customer bases – including foreign government procurement opportunities. Canada's 15 FTAs provide access to more than 1.5 billion consumers, while American businesses gain access to almost 500 million consumers.



Competitive advantage

Countries with FTAs prioritize partner companies, providing exporters with a competitive edge and increased likelihood of success in those markets.



Reduced risk

FTAs include standardized language with regard to rules and regulations that make engagement in foreign markets more predictable and accessible.



Fewer barriers

FTAs often reduce customs-related barriers and help facilitate the customs clearance process, which allows products to enter markets faster and easier.



Access to supply chains

Businesses can expand their supplier and sourcing networks to include partners located in countries that were previously cost-prohibitive due to tariffs, or subject to onerous trade barriers.



Diversified trade

Businesses can add resilience to their operations by reducing reliance on a single market.



Procurement opportunities

Businesses gain opportunities to bid on certain government procurement contracts in FTA partner countries.



Avoidance of 2025 U.S. Tariffs on Canadian and Mexican Imports

Most recently, Canadian and Mexican businesses can rely on the CUSMA/USMCA to avoid tariff increases imposed by the U.S. government. Beginning in February 2025, the U.S. government [announced](#) several tariff increases including, with few exemptions, the imposition of a 25% across-the-board tariff (an amount that was later increased to [35%](#)). A few weeks later though, the Trump Administration [exempted](#) goods that qualify for benefits under the USMCA.

Why Don't More Businesses Take Advantage of FTAs?





Despite the many benefits offered by FTAs, most agreements are underutilized. This includes the USMCA. According to the [Congressional Research Service \(CRS\)](#), during 2024 only about 38% of U.S. imports from Canada by value entered the United States under the USMCA.

Overall, the U.S. FTA utilization rate during 2023 was [76%](#), ranging from a high of 96% for goods traded under the U.S.-Chile FTA, to a low of just 13% for goods traded between the U.S. and Israel.

Similarly, utilization rates are low among Canadian businesses. In addition to under-utilization of the CUSMA/USMCA, the Canadian government [notes](#) that many businesses fail to take advantage of benefits offered through the CPTPP. While the CPTPP helped Canadian businesses achieve [CAD \\$580 million](#) in duty savings, an additional [CAD \\$52 million](#) was left on the table, as businesses failed to apply for benefits. Only 36% of Canadian exports to Australia, for example, utilized the CPTPP during 2020, and just 4% of exports to New Zealand.



Learn about options for
managing customs costs.
[Read our white paper](#)

The Canadian government also notes subpar utilization rates for other agreements, including a [65% rate for exports to the European Union](#), 66% for exports to South Korea, and a 79% rate for exports to Columbia.

Why would a business fail to take advantage of savings opportunities offered through a free trade agreement? One study [several reasons](#) that include:

- The tariff savings offered by the FTA may not be large enough to justify the time spent applying for benefits.
- Businesses may be unaware of the existence of an agreement.
- Applying for the preferential benefits may be too costly.
- Difficulty in gathering required documentation.
- Drain on time and resources to comply with FTA requirements.



Learn more about the
CPTPP agreement.
[Read our article](#)

In a recent [webinar](#), Livingston International Director of Global Trade Consulting for Europe and Asia Gavin Everson noted that although “every importer, exporter, and manufacturer” is under pressure to identify cost savings, “many organizations do not have sufficient knowledge, or the appropriate processes to leverage an FTA effectively.”

Other times, it may be possible for businesses to find alternative ways to minimize, even eliminate, duty payments. With regard to the low utilization rate of the USMCA, the [Congressional Research Service](#) notes that, because the U.S. imposes “no-or-low tariffs on certain goods, regardless of whether they were imported under a free trade agreement,” importers may find it easier, and less costly, not to seek benefits under the USMCA. However, as noted previously, this alternative is no longer a viable option since, in 2025, the U.S. has imposed significant tariff increases on Canadian and Mexican imports, with an exemption for products that meet USMCA guidelines.

In addition, countries may be subject to [“overlapping” FTAs](#), which allow businesses to choose between trade agreements. For example, Mexico partners with Canada through the USMCA/CUSMA as well as the CPTPP. Businesses that apply for trade benefits under the USMCA/CUSMA would seem to be under-utilizing the CPTPP, when in fact trade benefits were received.

While there may certainly be legitimate concerns that preclude FTA utilization, issues can often be addressed, thus clearing the way for businesses to benefit from the use of a free trade agreement.

Get caught up on current tariff issues by watching our three Livingston International/ Purolator webinars:

1. [Part One – Navigating U.S.-Canada Trade: How Tariffs Are Reshaping Cross-Border Business](#) (focus on U.S. tariffs)
2. [Part Two -- Navigating U.S.-Canada Trade: How Tariffs Are Reshaping Cross-Border Business](#) (focus on Canadian retaliatory actions)
3. [2025 Tariffs: Dealing With Disruption](#) (updated overview of U.S. and Canadian actions)



Determining Eligibility for Free Trade Agreement Benefits



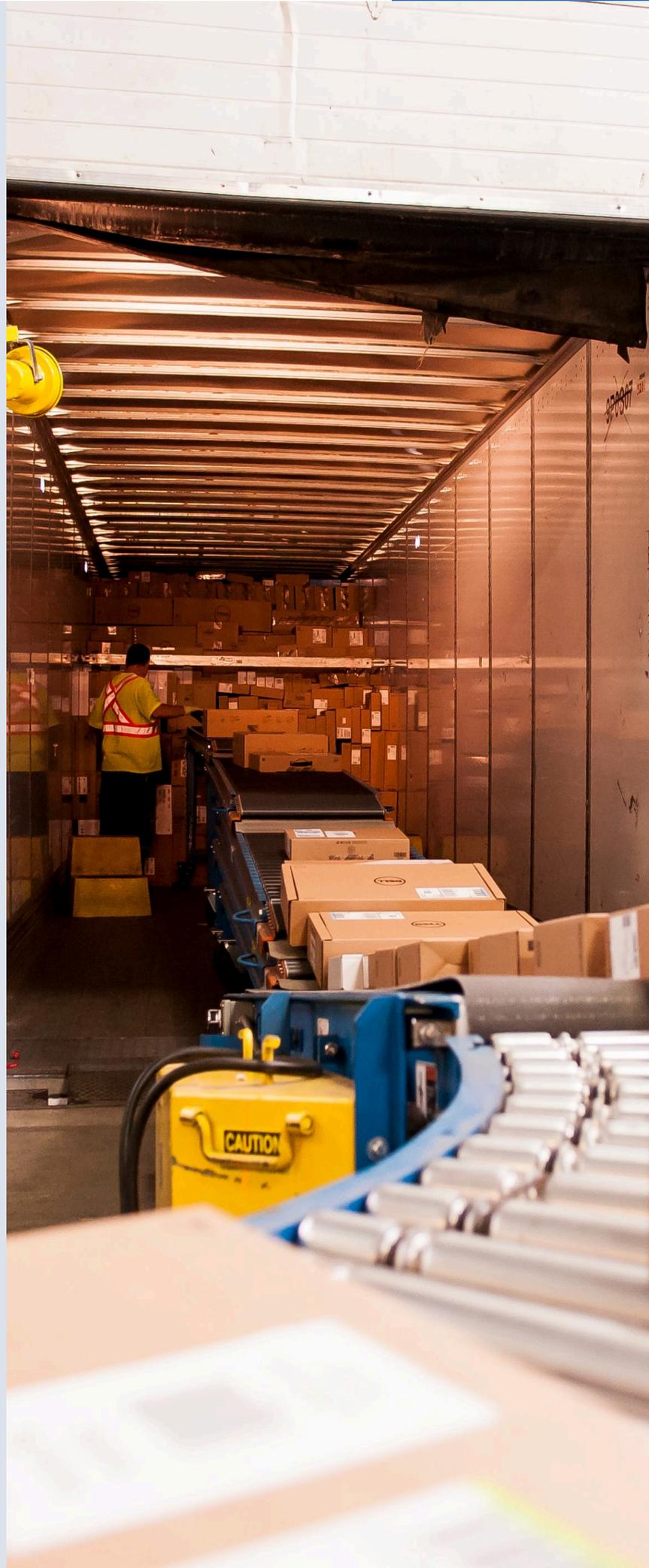
According to research conducted by [Thompson-Reuters](#), less than 25% of businesses that export take full advantage of FTAs, and when asked why, the overwhelming majority noted the complexity of determining eligibility, and meeting compliance requirements.

But given the potential opportunities, it may be well worth a business's time to determine if its products meet FTA eligibility requirements. The first step is to review the "rules" that determine the specifics of a particular trade agreement.

Those rules, officially called "rules of origin (ROOs)," detail criteria for determining the country of origin for a specific product, and set specific requirements for trade benefit eligibility. Each trade agreement's ROOs are unique to that agreement, and a business should not assume that eligibility requirements that suffice for one FTA will be sufficient for another.

In general, a business must be able to demonstrate that its product was partially or wholly manufactured in an FTA-partner country, and that it is comprised of materials either entirely from the FTA region, or that it includes a percentage of components from non-FTA countries (called non-originating goods) that fall within the scope outlined in the FTA.

According to the [U.S. International Trade Administration](#), ROOs are listed in FTA agreements by tariff classification number. Identifying the correct classification code then, is a critical part of determining FTA eligibility.





Assigning the Correct Tariff Classification Code

Every product crossing an international border must be assigned a tariff classification code, selected from an internationally recognized listing that ensures uniformity in global trade practices. The international listing is called the [Harmonized Commodity Description and Coding System](#), also referred to as the “Harmonized System (HS),” and is maintained by the World Customs Organization (WCO). The international HS categorizes products by 6-digit codes.

Countries then supplement the HS code with additional digits that are unique to that country.

- In the **United States**, the [Harmonized Tariff Schedule of the United States \(HTS\)](#) includes 10-digit codes for each good, using the HS’s 6-digit code as the “root.”
- In **Canada**, a similar 10-digit coding system is called the [Canadian Customs Tariff](#).

Shippers are responsible for determining the correct classification number, which in turn determines whether a product meets the eligibility requirements for a specific FTA.

However, determining the correct classification can be a highly confusing endeavor. Differences between classification categories can be slight, but trigger vastly different tariff obligations, or FTA eligibility outcomes. Great care must be exercised, and a number of tools are available to help:

- **HTS General Notes.** In the United States, the HTS includes detailed notes and guidance, in the form of [“General Rules of Interpretation”](#) that accompany each HTS chapter. The Rules serve as a set of “instructions” that guide users in determining the correct classification code.
- **Canadian Customs Tariff Guidance.** The Canadian government offers assistance through a series of [guidance documents](#) that explain the classification process and assist businesses in identifying a correct code.
- **Online “tariff lookup tools”** are available for importers and exporters.

1. The U.S. International Trade Administration offers an [FTA tariff tool](#) that helps identify a product’s eligibility for preferential tariff treatment.
2. The [Canada Tariff Finder](#) allows fast identification of tariff information, including FTA eligibility.
3. International logistics company [Purolator](#) offers a [Trade Assistant](#) tool that helps shippers identify the correct tariff classification code.

Keep in mind though, an online-suggested match does not guarantee a correct classification, but is only intended to offer guidance.

- **Advance Rulings.** To eliminate uncertainty about a product’s tariff classification, a business may request a binding “advance ruling” available through both [U.S. CBP](#) and the [Canada Border Service Agency \(CBSA\)](#). Through an advance ruling, a business submits detailed information about a product to the appropriate customs agency. The agency reviews the information and issues a final determination regarding the product’s classification code.

- **Professional Expertise – Customs Brokers and Trade Specialists.** Businesses may also choose to enlist a qualified customs expert to manage trade and customs-related requirements on their behalf. A preferred choice for many businesses is international trade services firm [Livingston International](#) which, in early 2025 was [acquired by Purolator](#). With clients located across the globe, Livingston is an established leader in helping businesses navigate the complex nuances of international trade.

Among Livingston's many services, businesses benefit from access to licensed customs brokers and trade specialists with in-depth knowledge about all applicable trade agreements and customs requirements. A qualified expert will not only be able to identify FTA eligibility, but can also assist with documentation preparation and filing, and ensure that shipments are in full compliance with all customs requirements.



Cross-Border Customs Compliance Requirements



Once a product is determined to be eligible for FTA benefits, the next step is to comply with all documentation and paperwork requirements. For businesses that engage in trade with multiple FTA partners, this means identifying specific customs and regulatory requirements for each country. While every country maintains its own customs process, documentation requirements are generally similar across most countries. The process for importing into Canada, as outlined by the [Canada Border Services Agency \(CBSA\)](#) provides a good example of customs requirements. The CBSA process includes:



- Obtain a business number from the [Canada Revenue Agency](#). The business number is used to track all payments and payment-related interactions with the federal government.
- Identify the type of goods to be imported.
- Determine if the services of an external customs broker will be used.
- Determine the [country of origin](#) for the goods to be imported.
- Verify whether the goods are eligible to be imported into Canada, and if they are subject to regulation by any [other government department \(OGD\)](#).
- Ensure the goods are properly marked and labeled.
- Determine the 10-digit tariff classification number using the Canadian Customs Tariff schedule (as discussed above).
- Determine whether the goods are subject to any other duties or taxes. In Canada, this may include the [federal goods and services tax \(GST\)](#) along with applicable taxes imposed at the provincial/territorial level.
- Determine the [value of the goods](#) to be imported (for use in assessing the amount of duty owed).
- Identify the preferred terms of shipping ([Incoterm](#)) and communicate with your logistics provider about cross-border requirements.

As this overview makes clear, customs compliance is an exacting, time-consuming process. Most commercial shippers choose to outsource the process to an experienced customs broker such as [Livingston International](#). An experienced third party will seamlessly manage the process, and ensure full and accurate compliance with all customs mandates.

Another essential part of the international trade process, as discussed below, is ensuring the efficient movement of goods across international borders.

Logistics Planning is Essential to International Market Success



U.S. and Canadian FTAs provide businesses access to hundreds of millions of potential consumers and supply chain partners located across the globe. But without a solid logistics strategy for reaching those new customers, a business's chances of success are greatly diminished.

The need for an effective logistics strategy cannot be overstated. Without a workable plan that ensures on-time deliveries, a business will fail to meet its new customers' expectations. And by failing to partner with an experienced, capable logistics partner, a business could face excessive costs that negate all the savings and benefits achieved through the FTA!

Logistics companies including [Purolator](#) have responded to this need by building international distribution networks, procuring required equipment, and investing in personnel with global trade expertise.

Purolator can accommodate shipment deliveries to or from just about any location in the world. This means businesses in the United States and Canada that have long-relied on Purolator for cross-border service can also look to the company to manage their expansions into additional markets. As businesses take advantage of free trade agreements, Purolator's global capabilities ensure seamless, end-to-end service to their new customers and suppliers. Key capabilities include:



Global coverage

Purolator maintains a worldwide distribution network that offers service to more than [220 countries and territories](#). This includes multiple hub facilities that serve as regional points of origins. Current locations include:

- Mainland China (20+ origins).
- Hong Kong.
- Ho Chi Minh, Vietnam.
- New Delhi, India.
- London, United Kingdom.
- Amsterdam, Netherlands.
- Warsaw, Poland.

International shipments arrive at convenient locations throughout the United States or Canada including:

- Toronto.
- Montreal.
- Vancouver.
- New York.
- Los Angeles.
- Chicago.

Purolator's regional trade specialists work with each business to identify precise shipping needs and pinpoint the most efficient logistics solution.



Extensive service offerings

Purolator offers an extensive portfolio of service options that accommodate each shipper's unique needs, which ensures shipments arrive to/from their international destination when needed, at the appropriate service level.

Purolator's extensive offerings provide flexibility for international shipments and help businesses avoid having to pay for higher levels of service than is necessary. Why, for example, should a shipment travel at a premium "overnight express" service level, when a less-urgent alternative would be sufficient?



Seamless integration into Purolator's U.S. or Canadian distribution network

Upon arrival in North America, shipments remain in Purolator's network for final end delivery.

- In **Canada**, smaller shipments enter the country's leading courier network with capabilities that include:
 1. Comprehensive **coast-to-coast** coverage with service to all provinces and territories, and access to 100% of all postal codes. Purolator's courier network extends to remote areas, including oil fields and other job sites that have no physical addresses, and facilities located in regions not accessible via highways.
 2. **Extensive delivery options.** A business can choose from Purolator's extensive service options for a solution that meets its precise needs. These options include:
 - Extensive same day/next day offerings for time-sensitive shipments.
 - Extensive ground service options for less urgent deliveries.
 - Saturday/Evening delivery capabilities.
 - Mission critical air and freight services that ensure the fastest service possible.
 3. Larger shipments are funneled into Purolator's freight network for LTL or TL service.



- Purolator identifies the ideal solution for each customer, drawing from a large, established network of service providers located throughout the country. This allows Purolator to schedule pickups based on a customer's preferred schedule, and guarantee service to any location within the United States.

Businesses can rely on Purolator for end-to-end comprehensive service, regardless of where in the world shipments are sourced or destined. This in turn means enhanced visibility and accountability and allows businesses peace of mind in knowing that shipments will be delivered on time, every time.



Technology-based innovation

Purolator has invested in technology-based capabilities that enable global supply chain solutions. This includes the use of artificial intelligence for route optimization solutions that ensure shipments follow the most direct course. Another innovation, enhanced network visibility, allows Purolator to identify all options for a particular shipment, from which the [ideal solution](#) can be selected.



Extensive tracking and visibility capabilities

Businesses can have real-time visibility into their shipments, regardless of where in the world they are located, through the innovative [Purolator Vision](#) solution. Businesses can use [Purolator Vision](#) for important capabilities that include:

- Bulk shipment tracking – “At a glance” visibility into all shipments via a customized dashboard.
- Ability to sort and export data to a spreadsheet or PDF.
- Tracking and exception reporting.
- Ability to restrict user access to certain fields and capabilities.

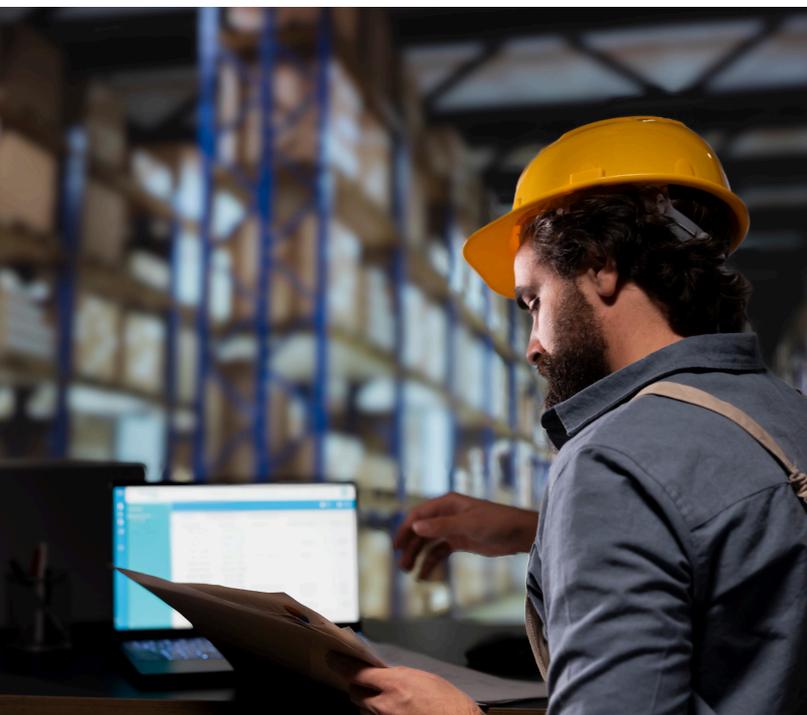


Customs expertise

International shipping requires compliance with numerous customs and regulatory mandates.

And with each country responsible for its own border, ensuring compliance is even trickier for businesses with customers and suppliers across multiple countries. Purolator helps manage the process with critical capabilities that include:

- **Livingston International trade expertise.** [Purolator is now aligned with Livingston International](#), a leading trade management firm. Livingston's team of trade specialists have specialized knowledge about each country's customs and regulatory requirements, and insight into current economic and geopolitical conditions. Trade specialists offer a range of services including consulting and planning, brokerage services, customs optimization, and business management.



- **Internal trade specialists.** Purolator maintains an internal team of trade specialists who can review each shipper's specific customs-related requirements and help ensure all documentation is completed and transmitted to the appropriate customs agency. Specialists also identify opportunities to facilitate compliance and reduce duty obligations, including FTA eligibility.
- **[Purolator Trade Assistant.](#)** Businesses can take advantage of Purolator's online Trade Assistant tool to quickly determine customs-related information including:
 - Tariff classification codes.
 - Duty estimates (for U.S. bound shipments).
 - Customs documentation requirements (for U.S. bound shipments).



Digital commercial invoice

The commercial invoice is a critical part of an international transaction, and a mandatory requirement by most international customs agencies. While this document used to be prepared manually, and physically presented to a border agent, today's customs clearance process is largely electronic, with documentation transmitted well before a shipment arrives at the border.

Purolator helps shippers keep pace with a [digital commercial invoice](#). The digital invoice captures all required information and can be seamlessly transmitted to all required customs agencies.

This allows shippers to easily meet electronic filing requirements while also creating electronic records of all documentation.



Shipment security

International cargo theft continues to be a source of concern worldwide, with criminals using increasingly sophisticated – and shocking – tactics to steal shipments. Analysis by [TT Club and BSI Screen Intelligence](#) found business losses totaling “tens of billions of dollars each year,” along with significant supply chain disruptions.

The report featured a “top countries for cargo theft list” which ranked Mexico first, followed by the United States, Brazil, Germany, India, Italy, South Africa and Argentina. And what are thieves stealing? Just about everything. Most vulnerable categories include food, agriculture, consumer electronics, footwear and apparel, and automotive parts. Thieves aren't after just high-tech or luxury goods, but all goods that can quickly be resold on a black market.

Purolator helps fight back by prioritizing shipment security throughout the entire shipping process. The company has made significant investments in fleet and facility security, including widespread use of technology-based security devices. In addition, all employees are thoroughly vetted and subject to continuous training, and specialized services are engaged for high-value shipments.





Returns Management

Product returns are an unavoidable part of international commerce, much as they are for domestic sales to consumers and business partners. Except with international returns, several extra steps are required including customs documentation, shipping and packaging considerations, product exchanges, and storing returned merchandise, to name a few. [Purolator offers comprehensive reverse logistics capabilities](#) that allow each business to customize a returns strategy, including international returns, that prioritizes efficiency and cost effectiveness.



Last mile

Last mile services are the most important part of the delivery, regardless of where in the world the delivery occurs. Either a package arrives undamaged and on time, or it doesn't.

For international shipments arriving in Canada, Purolator prioritizes last mile efficiency through its extensive courier network, which ensures coverage to every province and territory, and 100% of all postal codes. Whether a business is located in Europe, Asia or anyplace else in the world, shippers can have confidence that their Canada-bound shipments will be delivered on-time, every time!



Customer service

International shipping invariably comes with questions about everything from shipping strategies to customs requirements to special service requests. Not surprisingly, good customer service is a critical priority for businesses that ship internationally. Purolator responds to this need with service that exceeds most customers' expectations.

Each Purolator customer is assigned a client relations representative (CRR) who has complete visibility into the account and is easily accessible.

A CRR is a part of the account team and knows each customer's logistics strategy and schedule. Customers have their CRRs contact information and can easily call or text whenever an issue arises. Many times though, a CRR will notice a problem – and provide a solution – before the customer is even aware.





Specialized Services

Purolator offers a range of services that accommodate the nuances of shipping to different regions of the world. A good example of this is the company's expertise in facilitating shipments moving between Mexico and Canada. Specific capabilities include:

- **Mexican-based trade specialists.** Experienced trade professionals operate within Mexico to identify the ideal logistics solution for each shipment, and to monitor changes in trade and customs requirements. This includes ensuring full compliance with all documentation requirements, and help verifying the accuracy of all shipment information. This is a critical service since incorrect/missing information is a top reason for shipment delays. In addition, trade specialists help determine if a shipment is eligible for USMCA benefits.
- **In-bond carrier status.** Canada-bound shipments can pass through the United States without having to meet U.S. customs requirements by traveling as in-bond shipments. However, in-bond shipments can only be transported by a qualified carrier. Eligible carriers, including Purolator, must secure required bonds, meet all CBP licensing requirements, and be registered with CBP.
- **Transloading/Through-Trailer Capabilities.** Mexican trucks and drivers, for the most part, are not permitted to travel beyond a 25-mile radius of the U.S.-Mexico border. This means more drivers, and often more trucks, are required to complete a Mexico-U.S. cross border movement. Purolator facilitates this process by ensuring qualified U.S. drivers and trucks are available to seamlessly take over from Mexican-based drivers who transport goods across the border. Purolator carefully coordinates with Mexican-based carriers for a precision-like transloading process, so that shipments can continue on their journey to the Canadian border. Purolator also accommodates shipments that would benefit from through-trailer services, by tapping into its extensive distribution network and identifying the ideal solution.
- **Direct Service to the Canadian market.** Purolator's Dallas processing facility serves as "command central" in coordinating services for Mexican-based shipments. From this convenient location, Purolator seamlessly processes all shipments in advance of direct transit to the Canadian border. Similar market-specific accommodations are offered throughout the world. Purolator trade specialists work with each business to ensure shipments move through their international supply chains as seamlessly and efficiently as possible.





Conclusion

A somewhat baffling fact about U.S. and Canadian businesses is that most do not export. In the United States, [less than 1%](#) of the country's 33 million small businesses export and of those that do, most sell only to Canada and/or Mexico. Among Canadian small businesses, export rates are a bit higher, with [12% shipping to international markets](#) during 2020. But within that group, 60% ship solely to the United States.

This means then, that most U.S. and Canadian businesses do not take advantage of free trade agreements, and the opportunity to engage with hundreds of millions of potential new customers located around the world. For many businesses, this is a missed opportunity, especially with experienced logistics providers such as [Purolator](#) available to alleviate supply chain concerns and ensure seamless, highly efficient shipments.

Given the current challenges in the U.S.-Canada trade environment, there's no time to waste. New customers and suppliers are waiting, and [Purolator](#) stands ready to help!



[Learn More About Purolator's Global Shipping Solutions.](#)
[Talk To A Purolator Trade Specialist.](#)



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Learn how Purolator can optimize your international shipping strategy.

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