



## CUSMA (CANADA-UNITED STATES-MEXICO AGREEMENT)

### MAIN POINTS

- CUSMA (USMCA in the U.S. and T-MEC in Mexico) replaced NAFTA on July 1, 2020.
- Duty-free treatment for most goods traded between Canada, the U.S., and Mexico if they meet rules of origin.
- Major updates vs. NAFTA:
  - Stricter automotive rules of origin.
  - Modernized customs & trade facilitation provisions.
  - Stronger IP, digital trade, and labor/environmental standards.
- No prescribed certificate format — any document with required data elements qualifies.

### HOW TO COMPLETE A CUSMA CERTIFICATE


CUSMA certificates must include 9 mandatory data elements.

1. Importer, Exporter, Producer (name, address, contact).
2. Certifier (who is making the certification).
3. Description of the goods (specific to relate to the invoice/HS code).
4. HS code (at least the first 6 digits).
5. Origin criterion (A, B, or C).
6. Blanket period (if covering multiple shipments; max 12 months).
7. Authorized signature and date.
8. Certifier's statement that goods qualify.
9. Country of origin.

 Can be completed by exporter, producer, or importer.

### HOW TO KNOW IF YOUR PRODUCTS MEET CUSMA QUALIFICATIONS

- Origin Criteria A: Wholly obtained/produced (e.g., crops grown in Canada).
- Origin Criteria B: Produced entirely in CUSMA territory using only originating materials.
- Origin Criteria C: Produced with non-originating materials but meeting Product-Specific Rules of Origin (Annex 4-B), such as Tariff shift or Regional Value Content (RVC).

 How to check: Look at HS code → check Annex 4-B rule → confirm if your inputs satisfy tariff shift or RVC.

**This is complicated, and why you should consult with a licensed customs broker.**

### DOCUMENT VS. QUALIFIED GOODS

CUSMA Certificate of Origin is a document that attests goods meet CUSMA rules.

Qualified Goods are the actual products that meet the rules of origin.

- Certificate documents are issued, but if goods don't meet origin rules, CBSA/CBP can deny preferential duty.
- Qualified goods is verified compliance by customs with supporting documents, bills of materials, production records.
- Keep back-up records: 5 years (Canada/U.S.), 10 years (Mexico).