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Arent Fox

The NAFTA Renegotiations and the North American Automotive Market

Auto Vision Conference
“The Road Ahead”

What does Washington Want?

1. Reduce US Trade Deficits
2. Increase US Production Jobs

The Automotive Sector Top of Mind

The NAFTA Approach

1. NAFTA Rules of Origin

- What do you make, how do you make it and where do you buy from?
 - Goal – Increase US/NA content
 - Consequence – Tighter supply?

2. NAFTA Import Enforcement

- NAFTA Certificates of Origin, NAFTA Audits
- Product Classification, Product Valuation
 - Goal – Bolster NAFTA competitiveness
 - Consequence – Scrutiny, intrusive audits

How to Prepare

- NAFTA Homework
 - **What is the company's NAFTA Exposure?**
 - What is at risk? Where is there an opportunity?
 - Which NAFTA rules does my company currently use?
 - Do we issue NAFTA Certificates?
 - Do we receive and rely upon Certificates?
 - Could my company tolerate a higher RVC?

Not Business As Usual

- Who are my suppliers?
- Are they compliant?
- What will be new expectations from my OEM customers?
- Has the competitive landscape changed – will it?
- Looking Ahead – KORUS, 232 Investigations

How to reach me

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