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PH: 716.515.4410 | FAX: 716.271.4519

# Leveraging U.S. Trade Agreements for Business Growth and Opportunity

## Introduction

Entering the realm of international trade can be an overwhelming experience for companies that are new to the field. One way to mitigate some of the complexities involved is to understand and leverage trade agreements. Piatek Customs & Logistics (PCL) is dedicated to guiding your business through the labyrinth of international trade, ensuring you not only remain compliant but also capitalize on growth opportunities. Unlike transactional customs brokers, PCL adopts an operational approach, working hand-in-hand with your business from start to finish.

## What are Trade Agreements?

Trade agreements are partnerships between two or more countries that aim to facilitate easier cross-border trade. These agreements usually involve eliminating or reducing tariffs, quotas, and other trade barriers. For U.S.-based companies, understanding trade agreements can be a pivotal point in optimizing your supply chain.

## The Cost-Benefit Analysis: More Than Just the Price Tag

Consider this: Your company can purchase widgets from China at 10 cents each or from Israel at 17 cents each. A cursory glance would suggest that opting for the cheaper Chinese widgets is the better deal. However, what if we told you that the U.S. has a trade agreement with Israel, eliminating tariffs on these widgets?

When you factor in the costs of tariffs, shipping, time, existing relationships and compliance, the ostensibly higher-priced widgets from Israel could actually be more cost-effective. This is where PCL's expertise comes in. We help you weigh these factors to make informed decisions that align with your business goals.



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## The Strategic Edge of Trade Agreements

Beyond cost, trade agreements also offer strategic advantages. They can:

- **Improve Supplier Relationships:** Aligning yourself with suppliers in countries with which the U.S. has trade agreements often results in more stable, long-term relationships.
- **Enhance Market Access:** These agreements can also give you a competitive advantage in new markets, making it easier to expand your business internationally.
- **Increase Operational Efficiency:** Reduced tariffs and trade barriers often translate to smoother operations and faster lead times.

## How PCL Can Help

Understanding and navigating trade agreements can be complex, especially for those new to international trade. PCL acts as a strategic partner, committed to evaluating your supply chain in its entirety. We focus not only on customs and compliance but also on maximizing opportunities for business growth.

## Conclusion

Trade agreements are not just bureaucratic formalities; they are instrumental tools for business growth and operational efficiency. By engaging with an operational customs broker like PCL, you ensure that you are making the most of these opportunities.

For a deeper dive into how your business can leverage U.S. trade agreements for maximum benefit, reach out to PCL today.

