

**THE 2026 TRADE READINESS CHECKLIST** *Protect your margins from new tariffs, CBAM penalties, and supply chain shocks.*

**Part 1: The Regulatory Audit (CBAM & Tariffs)**

[ ] **Re-Verify HS Codes:** Audit your top 20 SKUs against the latest 2026 US HTS and EU Combined Nomenclature updates to avoid overpayment or rejection.

[ ] **Secure CBAM Data (EU Exporters):** Liability starts Jan 1st. Request actual embedded carbon data from suppliers now and apply for "Authorized Declarant" status immediately.

[ ] **Audit "Substantial Transformation" Proof:** Ensure you have factory production logs showing significant value-add outside of China to survive tougher "Country of Origin" audits.

**Part 2: Financial Resilience**

[ ] **Update Incoterms:** Shift contracts away from DDP (Delivered Duty Paid) so you aren't solely responsible for sudden tariff spikes.

[ ] **Review "Force Majeure":** Do your supplier contracts allow renegotiation if tariffs spike by more than 10% overnight? Add specific language if they don't.

[ ] **Run a "60% Scenario" P&L:** Run a mock profit & loss statement for your top products assuming a 60% tariff to see if they remain viable.

**Part 3: Supply Chain Defense**

[ ] **Activate the "Plus Two" Supplier:** Qualify a backup supplier in a completely different geographic zone (e.g., Mexico or Eastern Europe) outside of Asia.

[ ] **Stockpile Critical Inventory:** Increase safety stock by 15-20% for Jan/Feb to ride out Q1 regulatory chaos and Lunar New Year.