



INDUSTRY

Global Sports
Equipment
Importer



HTSUS CHAPTERS

6307
7326
9506
8526



DUTY SAVINGS

65% for
technical
components &
assemblies



ORIGIN

China,
Cambodia,
Malaysia



DESTINATION

United States
of America

HOW A GLOBAL SPORTS EQUIPMENT IMPORTER REDUCED TARIFF EXPOSURE AND CORRECTED HTSUS COMPLIANCE

HTSUS Classification Audit & Tariff Mitigation

THE CLIENT

A global sports equipment manufacturer and importer of technical components, modular assemblies, electronic components, and complete systems, from China, Cambodia, and Malaysia.

OBJECTIVES

Re-determine the correct HTSUS for each SKU / configuration.

Quantify current vs. optimized duty exposure.

Map a remediation path (audits, post-summary corrections, prior disclosure, and—where needed—binding rulings).

Build a playbook to continuously monitor and react to tariff changes.

THE CHALLENGE

Misclassified HTSUS codes created compliance risk and unnecessary duty spend.

Escalating and layered tariffs (General Rate of Duty, Section 232 Steel, Section 301 China, Reciprocal tariffs (IEEPA/Fentanyl) materially increased landed cost.

The company needed a defensible, **binding-ruling aligned classification strategy** plus **tariff engineering** options to lawfully minimize duty outlay.

“Green’s experienced licensed Global Trade Solution team provided a thorough audit of our HTSUS codes and offered actionable solutions to ensure we remain compliance while mitigating duty exposure for our global enterprise.”

TESTIMONIAL | SPORTS EQUIPMENT CLIENT

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THE PROCESS

Green synchronized binding-ruling submissions with a comprehensive commodity-code audits, applying CBP binding rulings to reclassify technical components, consolidating certain parts under principal-use headings and optimizing origin sourcing to secure compliant entries under the existing duty framework while avoiding exposure to higher rates.

HTSUS AUDIT

Green Verified and assigned codes using documented methods & confidence scoring.

CONSOLIDATED CLASSIFICATION

Optimal HTSUS codes were applied to complex assemblies, thereby reducing the number of lines of entry and overall duty obligation for the assemblies.

TARIFF MAPPING

Each product was mapped to its core function applying the most relevant HTSUS rule.

SCENARIO MODELING

Green conducted scenario models for the client's commodities, providing options that ranged from duty-free to lower duty origin countries, mitigating duties.

Duty-free option
identified for
electronic products

65% duty reduction
identified for technical
components &
assemblies



PROJECT RESULTS

Green's structured audit methodology and familiarity with CBP binding rulings enabled a targeted classification plan that reduced unit duties by up to **65 percent** and ensured full compliance across all relevant HTSUS headings.

Green's approach reinforced the client's compliance posture and delivered projected annual duty savings in the tens of thousands of dollars. Green's structured methodology simplified Customs entries, insulated the supply network from policy shifts, and elevated audit readiness.

FOR GLOBAL TRADE REGULATORY SUPPORT

Contact Green Worldwide Shipping to discuss your compliance challenges.

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