



# US Tariff Member Briefing

**MEMBER GUIDANCE & SUPPORT**  
**3<sup>rd</sup> APRIL 2025**



BUSINESS IS DONE BETTER TOGETHER

## What can Black Country businesses do to mitigate the impact?



### Review contracts with suppliers and customers in the USA

It may be a good time to review your contracts and in particular which incoterms you are trading under.

Understanding your responsibilities in relation to your incoterms on sales contracts will help you understand the potential impacts on your business.

Black Country Chamber can provide support and training, in understanding incoterms and advice relating to responsibilities.



### Check product classifications

Having correctly classified products ensures that your goods are subject to the correct tariffs. Not understanding or assuming they are correct is not a defence against tariffs.

Black Country Chamber can help by providing audits and bespoke consultancy on tariff classification.



### Diversify your trade portfolio

If the new tariffs create a barrier to trade for your business, you could consider other markets. Take advantage of free trade agreements and the UK's participation in the CPTPP which offers 99% tariff free trade to 11 countries, with two further countries still to ratify.

Black Country Chamber has access to the BCC's global network of 75 chambers and would be happy to facilitate introductions to international members.



### Reach out for introductions

If you or a supplier trading with the USA is in financial distress or require access to working capital. Reach out to Black Country Chamber who will facilitate introductions to UK Export Finance. They will be able to discuss potential lines of credit with you.

BCC is also encouraging the British Business Bank to be ready with new support options.



### Understand your processes and procedures

Being aware of your processes and procedures is particularly important if you intend to claim UK origin on your goods - to subject them to the lower tariff. Ensuring adequate processing has taken place to goods imported to the UK, to justify the classification is essential.

Black Country Chamber can help with audits and processing reviews, to ensure correct origin is being claimed. We also provide UK certificates of origin for goods should your customer request one.



At the Black Country Chamber of Commerce, we are committed to helping our members and businesses around the region with the smooth transition of goods and services across international borders.

Our international trade services can help you with export documentation, train and develop your teams and keep up to date with trends and topics which impact how you export and import.

Whether you're new to trading internationally or an experienced exporter, we can help you develop a strategy that's right for you and help the process of doing business easier.

Get in touch today to see how we can help!



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