

FACING THE NEW TARIFF LANDSCAPE

A Live Discussion on Duty Drawback Opportunities



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PRESENTERS



Andrew Galloway

Senior Vice President

With over 25 years in sales and 18 years in international logistics, Andrew Galloway leads Sales and Marketing and oversees global operations in Hong Kong and Shanghai. He plays a pivotal role in advancing key initiatives in customs brokerage and duty drawback at JMR. He works closely with the executive team to strengthen international partnerships and expand the company's global footprint.



David Verkaik

VP, Drawback Development

David Verkaik brings over 40 years of logistics industry expertise and has led the Drawback division at J.M. Rodgers for over 25 years. A Licensed Customs Broker, he has developed tailored drawback programs across industries and helped shape U.S. trade policy through the Trade Facilitation and Trade Enforcement Act of 2015. David is an active member of AAEI, NCBFAA, and TSN.

GLOBAL TRADE PRESSURES: WHERE ARE WE NOW?

Tariff Timeline & Drawback Eligibility

Feb 4: 10% Tariff on China – **Not Eligible**

Mar 4: 25% Tariff on Canada/Mexico, China ↑ to 20% – **Not Eligible**

Mar 12: 25% Tariff on Steel & Aluminum (Sect 232) – **Not Eligible**

Apr 5: Reciprocal Tariffs (10% baseline, ↑ for surplus nations) – **Eligible (Effective Apr 9)**

Apr 9: Higher reciprocal rates take effect; 90-day pause for all **except China**

Apr 11: **China retaliates** – Reciprocal tariffs ↑ to **125%**

May 2: De minimis removed for **China and Hong Kong**

May 12: **U.S.-China rollback** to 10% for 90 days

Eligibility Summary:

✓ **Eligible:** Regular Duty, Section 301, Reciprocal Tariffs

✗ **Not Eligible:** IEEPA (Fentanyl), Section 232 (Steel, Aluminum, Auto)



Tariffs are no longer short-term — they're now a strategic variable in global sourcing and margin planning.

THE MARGIN SQUEEZE IS REAL

» Common business challenges:

- » Increased landed costs
- » Importers are paying new tariffs and must decide whether to pass costs to customers.
- » Uncertainty in planning



This is where companies are now looking more closely at tools like duty drawback to offset those pressures.



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A 230+ YEAR-OLD SOLUTION TO A MODERN PROBLEM

- » Duty drawback by definition
- » Common types of drawback:
 - » Unused
 - » Manufacturing
- » Why many companies miss out



Many companies miss out on duty drawback opportunities due to a lack of awareness, incomplete data, or the mistaken belief that the program doesn't apply to their business model.

WHY DRAWBACK SHOULD BE A PRIORITY IN 2025 (AND BEYOND)

- » Tariff volatility isn't going away
- » Importers and exporters need to be more creative to mitigate costs in this new tariff environment
- » Refunds can reach 6–7 figures



If you import and export, this is no longer a 'nice to have' — it's a strategic lever.



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KEYS TO BUILDING A SUCCESSFUL PROGRAM

- » Identify refund potential/scope of work
- » Select the right drawback type
- » Drawback begins and ends with data
- » Supporting documentation
- » Develop a data exchange
- » Submit applications (AP, WPN, OTW)
- » Create SOP



Drawback begins and ends with data and supporting documentation. But the ability to provide data is the key to a successful program.



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TRUSTED BY INDUSTRY LEADERS

- » 70+ years in duty drawback
- » Great track record with U.S. Customs
- » Standalone drawback division
- » Working with multiple drawback types across every industry
- » 8 LCBs specializing in drawback only
- » We have our own proprietary software and IT department



We're happy to review your eligibility or answer questions after today's session.

TARIFFS AREN'T GOING AWAY — BUT YOU CAN FIGHT BACK

The Reality

- Tariffs are increasing — many are permanent and unavoidable
- Businesses are losing margin on duties they don't need to absorb

The Opportunity

- Drawback = High Reward, Low Risk
- → Recover up to 99% of eligible duties on exports
- → Eligible for Section 301, reciprocal tariffs, regular duties

The Strategy

- Proactive Planning is Key
- → Early identification of recoverable duty streams
- → Structured data, compliance processes, and expert guidance



Now is the time to take action before CBP is overwhelmed with new applications.



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LET'S OPEN IT UP!



PRE-SUBMITTED QUESTIONS

- 1) When exporting basically the same thing we are importing - how much of duty is eligible for drawback?
- 2) Where can I get actual information on current tariffs per HS code. Is hard to make estimations
- 3) What are the current options for Drawback? I understand that IEPA and 232 are ineligible. Are 301 duties still eligible? How about any of the reciprocal tariffs now or in the future state when they increase?
- 4) If we are not the importer of record, but the invoice from our supplier identifies the tariff amount paid on a separate line item, can we get that tariff back if the materials are later exported?

THANK YOU

To learn more or explore how J.M. Rodgers can support your business,
check out our additional resources and content below.

If you have questions or want to connect directly, reach out anytime.
We'd love to hear from you!

SEE YOU NEXT TIME!

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