



# Simplifying Customs Compliance

Founded over 20 years ago, **Otter Products, LLC** has experienced dramatic growth, extending their reach well beyond their home in Fort Collins, CO. With offices in six countries and customers across the globe, they count on FedEx to help manage their global supply chain.



## A Need for Customs Compliance Solutions



**Importers and exporters are solely responsible for ensuring their shipments comply with international trade regulations.**

*“For a consumer products company that ships products all across the globe, it’s nearly impossible to keep track of all we need to, regulatory-wise, and having WorldTariff® API gives us the ability to scale up our business in a way that we never would have been able to previously.”*

**– JIM PARKE, FORMER CEO, OTTER PRODUCTS, LLC**

Otter Products, LLC relies on FedEx to provide freight forwarding and reliable shipping solutions for deliveries to their end customers. So when they needed help identifying gaps in their

global customs compliance process, they knew they could count on the experts on the **WorldTariff team**.

The team recommended the **WorldTariff Restricted Party Screening** application program interface (API), which allows Otter Products, LLC to screen recipients of their products to help prevent unintentionally shipping to a denied country, entity, or person.

The transition was seamless because the API integrates into their existing architecture and the suite of APIs they already get from FedEx. Now they make thousands of calls to the API every day and get a handful of hits on customers which they can then evaluate.

## A Solution That Could Scale Up With The Business

OtterBox and LifeProof are leading brands in the accessory industry and are sold worldwide. They needed a solution that would allow the software to grow with the business as they continue to add more customers in new markets across the globe.

The WorldTariff API provides the performance and scalability that Otter Products, LLC needs to help them follow international regulations on a more automated level. They’re able to ensure they ship products in a more compliant manner without needing to hire trade specialists — and they’re getting all this simplicity with the reliability of FedEx.

*“As our business grows and we scale up, we have high confidence the product will scale up with us. We’ve never had an issue with performance of scalability from the FedEx® software while we’ve grown as a company.”*

**– SCOTT SLUSHER, ERP SOFTWARE ARCHITECT, OTTER PRODUCTS, LLC**



# Automate Your Customs Compliance Process

WorldTariff simplifies customs compliance with a portfolio of solutions that help you adhere to international trade regulations on a more automated level.



## ESTIMATED DUTY AND TAX CALCULATOR

allows you to outsource, automate, and simplify complex duty and tax calculations. You can determine full landed costs, maximize tariff opportunities, and avoid surprises using two separate data feeds:

- HS 6-digit level (for a blended rate estimate)
- Fully qualified national tariff code level (for exact duty and tax calculation)



## WORLDTRIFF.COM

is an online, subscription-based service that gives you access to one of the largest global trade databases.



## RESTRICTED PARTY SCREENING

allows you to screen your customers to identify individuals, companies, and other parties who have been denied international business transactions.



## CLASSIFICATION INFORMATION SERVICES

leverage a multilingual team of specialists who can help provide classification information for your product at the HS 6-digit level or fully qualified national tariff code level, whether you have a single product or tens of thousands of SKUs.



MORE THAN



# 73%

of WorldTariff customers have been using World Tariff services for more than five years

1. WorldTariff data covers more than 200 countries and territories
2. API calls to WorldTariff data show real-time
3. Restricted Party Screening data is consolidated from 30+ official lists across the globe
4. WorldTariff data may be available in local



## More Info

- Contact your FedEx WorldTariff account executive
- Email the FedEx World Tariff team at [worldtariff@fedex.com](mailto:worldtariff@fedex.com)
- Go to [WorldTariff.com](https://www.worldtariff.com)
- Call **1.866.268.7602**