



PIBL

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Customs & Shipping Guidance for Trade Show Managers and International Exhibitors: Tariffs

We understand that many international exhibitors have questions regarding their trade show shipments and tariffs recently imposed by the U.S. government.

Phoenix International Business Logistics (PIBL) receives updates from U.S. Customs and Border Patrol (CBP) as they become available, however, we are still awaiting clarification on certain tariff-related issues. We are also in frequent communication with legal counsel and industry associations and will continue to share updates with the trade show community.

We urge international exhibitors to contact us directly to review the specifics of their shipments and the tariffs that may apply to their products. We can discuss the options available to exhibitors on an individualized basis and assist with projecting expenses.

Depending on cargo value, duty rate, and country of origin, the cost of the newly imposed tariff may not be significant enough to impact participation in a trade show. PIBL has served the trade show industry for over 25 years and has observed changes in duties as trade policies shift. International exhibitors, when weighing the cost of increased tariffs against potential opportunities, may justify the expense as the cost of doing business in a major market with a long-term perspective that weathers fluctuations.

Here are some general considerations regarding the newly imposed tariffs:

*Articles that were loaded onto a vessel at the port of loading and in transit before or on the final mode of transport prior to entry into the U.S. before 12:01 am EDT on April 5, 2025, are exempt from the newly imposed tariffs.

* Many trade show items that have traditionally been duty-free will now be applicable to these newly imposed tariffs.

* Temporary Import Bonds (TIB) may be possible for those international exhibitors that can return their exhibit cargo to the country of origin within a specified time. A TIB is a temporary importation of goods not imported for sale or sale on approval, for which the duties do not apply when the items are exported or destroyed within three years. Certain classifications of goods are eligible for TIB, and some goods may enter the U.S. temporarily through an ATA Carnet.

Show managers and international exhibitors should reach out to PIBL as soon as possible with shipping concerns for upcoming shows so we can assist with evaluating costs and solutions.