

Why Banner is Your Ideal Repair Management Partner in Today's Customs Environment

Dear Valued Partner,

In light of the evolving U.S. Customs regulations and the increasing complexity of tariffs and duties, we want to share an important opportunity for optimizing your repair logistics. Navigating international shipments has become more nuanced, and **selecting the right repair management partner has never been more critical.**

The Challenge with Couriers and Decentralized Repairs

- **Speed Over Accuracy:** Couriers like FedEx, UPS, and DHL focus on speed and volume, often overlooking the customs details that matter most.
- **Incorrect Processing:** These carriers may not apply the correct repair exemptions or understand complex tariff classifications.
- **Costly Mistakes:** As a result, shipments that should qualify for duty exemptions (e.g., under HTS 9801 or TIBs) may still incur unnecessary duties.
- **Limited Support from Repair Shops:** Most repair shops concentrate solely on fixing parts and do not have the time or customs expertise to manage documentation and compliance.
- **Risks to Your Business:** This lack of individual attention can lead to misclassified entries, delays, and avoidable expenses.

The Banner Advantage

- **Individual Review:** Every shipment is assessed on a case-by-case basis with input from our experienced customs partners.
- **Accurate Classifications:** We ensure correct use of duty exemptions such as HTS 9801 and TIBs.
- **Centralized Logistics:** All shipments are routed through a single location, simplifying customs clearance and minimizing errors.
- **Client-First Representation:** We provide the dedicated attention that repair shops can't — representing your interests from dispatch through delivery

The Opportunity

With new tariffs being imposed and enforcement tightening, now is the ideal time to partner with an organization that treats your logistics with the diligence they deserve. Banner is uniquely positioned to help your airline or MRO organization lower costs, reduce risk, and gain full control over repair-related imports and exports.

We welcome the opportunity to discuss how Banner can tailor a repair management solution for you.

Sincerely,

The Banner Aircraft International Team