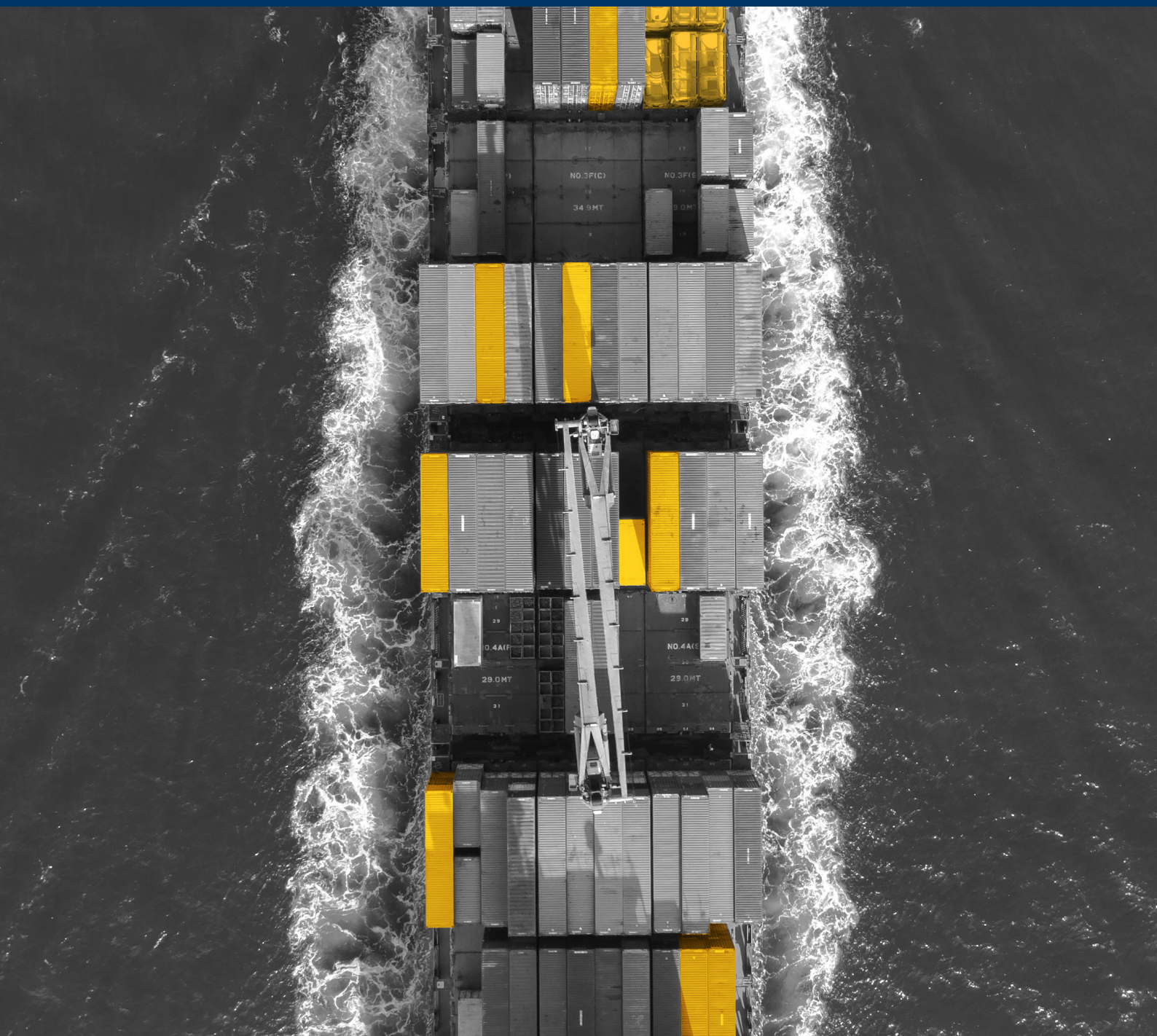
WOMBLE BOND DICKINSON

BARBOURNE BROOK CUSTOMS PLANNING

NAVIGATING CUSTOMS TOGETHER

A POWERFUL COMBINATION



UNLOCKING VALUE THROUGH COMPREHENSIVE CUSTOMS DUE DILIGENCE

In today's global economy, most manufacturers operate within intricate supply chains that involve the import and export of raw materials, component parts, and finished goods.

As international trade becomes increasingly subject to shifting tariffs and regulatory changes, many businesses we work with in the manufacturing sector are encountering growing challenges around customs compliance and trade controls.

A common issue we see is a lack of clarity around customs obligations. Many businesses are unaware of who is responsible for completing their customs declarations, or whether the information submitted is accurate. These uncertainties can lead to costly consequences—ranging from underpaid or overpaid duties to potential fines for incorrect declarations.

To help businesses address these challenges, the legal and regulatory teams at Womble Bond Dickinson have partnered with the customs and duty specialists at Barbourne Brook. Together, we support regional, national, and international clients in navigating the complexities of customs and duty regulations.

Our collaboration is designed to help businesses identify risks, uncover opportunities, and strengthen their customs compliance processes — ensuring they remain both competitive and compliant in a rapidly evolving trade landscape.



WHO ARE WE?

Ranking in the UK's top 20 law firms, Womble Bond Dickinson is the transatlantic law firm close to home with 42 offices across the UK and US.

We have lawyers across the UK and US and access to networks in more than 125 countries worldwide, as well as connections to intermediaries who can assist with providing a rounded service that includes non-legal consultancy matters. Our multi-disciplinary team helps navigate the different regulatory frameworks from country to country, across all sectors.

We act for clients operating in many industry sectors and have a strong track record of advising on exporting and international trade matters. Our cross-disciplinary team of expert lawyers works with both public and private sector clients to identify market and compliance requirements, navigate product stewardship regulations and sanctions regimes, protect intellectual property and put in place international supply agreements to support supply chains and the export of products and services across the globe.

Who are Barbourne Brook?

Barbourne Brook is a specialist customs consultancy on a mission to digitalise customs compliance. We combine expert consultancy with advanced analytics to help businesses reduce their cost of sales, reclaim overpaid duties, and protect against compliance and regulatory risks associated with international trade.

As the landscape of global trade grows more complex, we're helping businesses transform the way they manage customs, moving from reactive compliance to proactive control. Our proprietary platform, CAT360, provides instant visibility of customs data, enabling businesses to identify reclaim opportunities, monitor compliance trends, and model the financial impact of customs decisions in real time.

By integrating technology with deep regulatory expertise, Barbourne Brook empowers organisations to make informed, data-driven decisions that enhance profitability and resilience. Whether it's recovering historic duty overpayments, optimising supply chain structures, or embedding robust compliance frameworks, we support clients in turning customs from a cost centre into a competitive advantage.

KEY ISSUES FOR CLIENTS

How does our collaboration work?

Businesses often struggle to have a good understanding of their customs landscape as they tend to either employ third parties to submit declarations on their behalf or use systems which produce limited reporting.

With a lack of a clear roadmap, businesses can find it difficult to achieve customs conformity and standardised processes.

Those who are looking to enter new markets will benefit from making sense of their own customs data. This can be achieved by having access to software which flags any errors in custom declarations, automates the process of spotting common over-payments and under-payments, and has the ability to make real-time amendments to customs data.

Our collaboration provides clients with an enhanced service for their business importing and exporting, offering a unified approach and access to in-depth legal and customs planning knowledge.

We have identified key issues clients face

Third-Party Reliance

Clients relying on third parties for customs declarations can lead to errors and lack of control.

HMRC Scrutiny

HMRC's increased scrutiny and proactive approach in policing customs declarations lead to more audits and penalties.

Visibility and Control

Better visibility and control over customs processes are needed to avoid errors and ensure compliance.

Education Opportunities

Better education and training can improve control over customs processes.



KEY BENEFITS OF OUR JOINT OFFERING

Enhanced Sales and Purchasing Agreement (SPA) Structuring & Legal Safeguards for M&A

- Embed customs findings into SPAs through tailored indemnities, warranties, and price adjustment clauses.
- Ensure legal robustness in cross-border deal documentation.

Regulatory & Trade Compliance Advisory

- Provide legal interpretation of customs regulations, especially post-Brexit.
- Advise on risk mitigation strategies aligned with HMRC scrutiny trends.
- Product stewardship and sanctions advice.

Contract Remediation

- Review and amend contract terms and documents to correct anomalies to mitigate avoidable costs.
- Provide additional resource to in-house legal, procurement and contract management teams.

Integrated Deal Support

- Offer a seamless advisory experience by aligning legal, financial, and customs due diligence under one collaborative umbrella.
- Support clients in sectors like manufacturing, logistics, and retail—where customs risks are especially pronounced.



OUR COMBINED SERVICES

Corporate transactions and regulatory compliance: We provide end-to-end support for corporate transactions, ensuring customs considerations are embedded from the outset. Our team advises on regulatory obligations, helping clients navigate complex cross-border requirements and avoid costly oversights.

Legal interpretation of customs regulations: Our legal experts offer clear, actionable guidance on customs legislation, product stewardship regulations, trade controls and sanctions regimes, and developments following Brexit and the Trump 2.0 administration, post-Brexit changes. We help clients understand their obligations and implement compliant processes that align with HMRC expectations.

Risk mitigation strategies and contract remediation: We identify customs-related risks and develop tailored mitigation plans. This includes reviewing declarations, assessing duty exposure, and implementing controls to reduce the likelihood of penalties or delays. We offer a flexible solution bringing together innovative technology and commercial services that complement your existing legal advice to support your wider and complex business needs.

International network: We have a strong international offering through our global network, which gives us the ability to advise on local law and regulatory considerations in over 125 countries and states through our UK and US offices; as well as our close collaboration with colleagues in the US, we are also a member of Lex Mundi, which is the world's leading network of independent law firms. Being a member allows WBD to offer clients to preferred access to more than 21,000 lawyers worldwide and a global client service platform of unmatched breadth and depth.

CAT360: a dedicated analytics platform which automates customs compliance and duty optimisation.

Risk analysis: A structured review to uncover duty liabilities, reclaim opportunities, and compliance gaps.

SPA structuring: Customs insights to inform indemnities, warranties, or price adjustments in SPAs, protecting buyers from legacy risks in mergers and acquisitions (M&A's).

Reclaim validation: Identifying and quantifying overpaid duties, delivering instant ROI.

CBAM reporting: data assessed for customs purposes can also be used for reporting the embedded carbon emissions of imported goods.



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Barbourne Brook



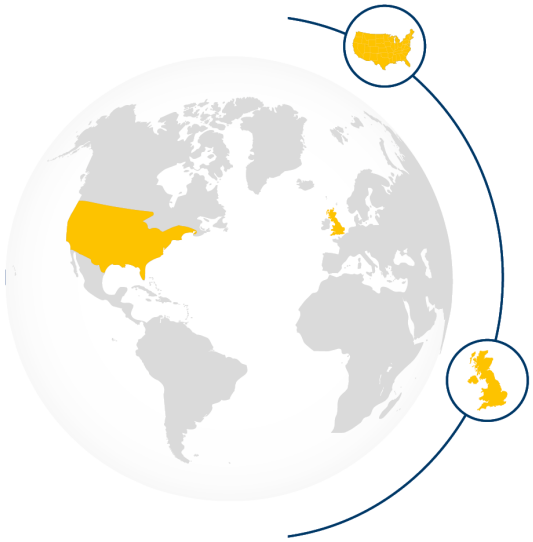
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OUR SERVICES & MARKETS AT A GLANCE

OUR LOCATIONS



34 US OFFICES

- Albany, NY
- Atlanta, GA
- Baltimore, MD
- Boston, MA
- Charleston, SC
- Charlotte, NC
- Charlottesville, VA
- Cleveland, OH
- Colorado Springs, CO
- Columbia, SC
- Denver, CO
- Greensboro, NC
- Greenville, SC
- Houston, TX
- Huntsville, AL
- Irvine, CA
- Jacksonville, FL
- Las Vegas, NV
- Los Angeles, CA
- Nashville, TN
- New York, NY
- Phoenix, AZ
- Raleigh, NC
- Reno, NV
- Research Triangle Park, NC
- San Diego, CA
- San Francisco, CA
- Silicon Valley, CA
- Tucson, AZ
- Tysons, VA
- Walnut Creek, CA
- Washington, DC
- Wilmington, DE
- Winston-Salem, NC

8 UK OFFICES

- Bristol
- Edinburgh
- Leeds
- London
- Newcastle
- Plymouth
- Southampton
- Teesside

OUR SECTORS

- Charities, Education & Not-for-profit
- Energy
- Financial Institutions
- Healthcare & Life Sciences
- Insurance
- Manufacturing
- Private Wealth
- Public Sector
- Real Estate
- Retail, Hospitality & Leisure
- Technology, Media & Telecoms
- Transport, Logistics & Infrastructure

OUR SERVICES

- Banking, Restructuring & Finance
- Commercial & Intellectual Property
- Corporate Transactions & M&A
- Digital & IT
- Employment, Pensions & HR
- Litigation, Risk & Disputes
- Planning & Environment
- Private Wealth & Financial Planning
- Projects & Procurement
- Property & Construction
- Regulatory
- WBD Advance
  Alternative Legal Services

+300 directory rankings

Ranked top 20
in the UK*
*US and UK combined revenue

AM Law 100
ranked firm

Representing more than 600
publicly traded companies in the US and UK

400+ partners
across the US and UK

Global advice in 125+ countries
through Lex Mundi: the world's largest network of independent law firms



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