DESC▲RTES™

Markem-Imaje Simplifies Multi-Country HS Classification with Confidence

markem·imaje
a **DOVER** company

Markem-Imaje, a wholly owned subsidiary of Dover Corporation, connects products and protects brands through intelligent identification, traceability and consumer engagement solutions. They offer the industry's most comprehensive range of marking and coding systems seamlessly integrated with trusted software, services and consumables. Over 50,000 customers worldwide partner with them to help unlock the power of information in codes.

"Our Trade Compliance Team sought an innovative and efficient solution to streamline the HS classification work process for our products, both printers and consumables, across all jurisdictions where Markem-Imaje operates.

We need a reliable tool capable of consulting various countries tariffs, while anticipating regulatory requirements related to product classification (e.g.particular certificate or additional units), helping to minimize customs border delays and reduce stock issues."

Félicien Cazes

EMEA Trade Compliance Manager

Company Profile
Markem Imaje
Industrial printing and packaging

Descartes Solution
Descartes CustomsInfo™

About the Client
Markem-Imaje is a global leader, specializing in innovative product identification, packaging intelligence, and connected product solutions.

Quick Overview

Challenge
Managing Harmonized System (HS) classification across 100+ jurisdictions with varying tariffs, local guidance, and regulatory requirements while relying on one team to track updates manually and resolve regional discrepancies. This posed a significant challenge in terms of efficiency, accuracy, and compliance risk.

Results
- Efficiency
- Centralization
- Risk Mitigation
- Reliability

READ THE FULL STORY →

Challenge: Manual Processes Were Time Consuiming and Error Prone

Operating in over 100 jurisdictions requires access to multiple national tariffs and local guidance (e.g. explanatory notes) for a large number of products, all managed by one team. Potential classification misalignments between regions must be handled individually, country by country, using a risk-based approach.

Regular updates to tariffs must be checked manually across all operational regions, which is a time-consuming process prone to human error. The Markem Imaje Trade Compliance Team faced difficulties in efficiently managing duty rate inquiries for hundreds of HS codes across several countries, with limited bandwidth.

Also, identifying additional requirements and regulations linked to HS codes can be challenging when exporting technological products to multiple destinations.

Solution: Faster Screening, Reduced Risk, and Enhanced Efficiency

"Descartes CustomsInfo is a solid application that provides access to most customs tariffs worldwide. They also offer various classification resources including explanatory notes (both World Customs Organization (WCO) and local), binding tariff information, HS Committee decisions- enhancing the accuracy and consistency of our product classification.

"Descartes CustomsInfo enables our team to quickly identify tariff updates across multiple jurisdictions relevant to our product portfolio. Their services enable informed decision making, as duties data can be extracted easily and provides visibility to support strategic decisions.

Overall, Descartes CustomsInfo has proven to be efficient, reliable and secure solution improving our trade compliance processes and operational agility," said Félicien Cazes, EMEA Trade Compliance Manager.

Results

Efficiency
HS code classification across multiple countries is simplified, as a single search retrieves results for several countries.

Risk Mitigation
Consistent classification and access to regulatory requirements across jurisdictions helps reduce compliance risks, avoid costly border delays, and ensure smoother international shipments.

Centralization
A single tool replacing multiple subscriptions, helping to uncomplicate the business IT landscape.

Reliabilty
Automated updates, alerts received on Tariff changes for previously searched HS codes helps maintain up-to-date database.

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