

Case Study

Oil Major Re-routes Sample Shipments Through Single Channel



A Russian oil major sources a range of base chemicals from foreign countries and has regular inbound and outbound sample shipments requiring testing. While these are just small shipments, they are of critical importance for the continuation and optimization of the manufacturing process.

Starting Situation

The company previously spent significant resources to handle the sample shipments using their own logistics team. Some shipments got through customs efficiently, but others became stuck for various reasons.



As the amount of import and export samples started to increase, the company welcomed our proposal to route all samples through us as the Importer and Exporter of Record on behalf of the oil major.

Solution

By appointing us as the Importer and Exporter of Record for the sample shipments, the oil major was able to eliminate their logistics and customs related activities. For export shipments of processed products, the company provides us with Russian test reports and a framework agreement with the foreign partner, but everything else is performed by us.



For import shipments of chemical samples, we communicate directly with the respective suppliers to obtain the required documentation and import the samples to Russia accordingly.

Conclusion

While all the stakeholders concentrate on their core business, we make sure that the samples are delivered quickly and in a compliant matter.



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