

Case Study

EPC Contractor Ships Guarantee Deliveries to Kazakhstan



A leading Korean EPC contractor is contracted for a power generation plant in Kazakhstan. All main equipment is delivered on DAP terms but, in case of guarantee replacements, DDP terms are applicable and the local customer is not willing to be involved with any logistics or customs related activities.

Starting Situation

During site erection, some critical parts were damaged and local repair was not possible. Other items were then incorrectly shipped and not suitable for installation.



The customer claimed a free of charge guarantee replacement and the EPC contractor confirmed. New items were then shipped from a Swedish supplier, but the EPC had no local entity in Kazakhstan to act as the importer.

Solution

Hellmann was appointed as the Importer of Record in order to execute the guarantee obligations of the EPC contractor with the local customer. As the equipment was documented and imported for the specific purpose of guarantee replacements, local certification obligations could be avoided.



Within two weeks from the breakdown, over 6,000 kg of guarantee spare parts were customs cleared and delivered to the jobsite. All costs related to this import were incurred by Hellmann and charged to the EPC contractor accordingly.

Conclusion

By appointing Hellmann as the Importer of Record for guarantee deliveries, the EPC contractor received a compliant solution to deliver guaranteed parts quickly and without having to involve the final customer in any logistics or customs activities.



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