

Case Study

Chemical Producer Takes Control of Russian Certification



A Finnish manufacturer of household chemicals wanted to take control of their Russian development. In addition to attracting additional distributors in remote regions, several national retail chains were interested in purchasing the products directly in Finland.

Starting Situation

Existing distributors had product certification available but paid for it themselves and were not eager to let other companies, competitors from their perspective, use this certification as well.



For this reason, the manufacturer wanted to get their own product certification in place. As they didn't have their own legal entity in Russia, an external partner needed to be appointed as the certification applicant.

Solution

By appointing Hellmann as the homologation partner and certification applicant, all required product testing and issuance of certification is performed in an efficient and transparent way.



At the instruction of the manufacturer, the local certification is made available to any company in Russia/EAEU, enabling approved companies to import and trade the products compliantly.

Hellman also implemented an Importer of Record setup, enabling the manufacturer to sell already customs cleared products in local ruble contracts to customers that do not want to import and clear products themselves.

Conclusion

Through Hellmann, the manufacturer took full control of the Russian certification process, enabling them to provide better service to new and existing and customers.



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