

Case Study

Manufacturer Demonstrates New Machines in Kazakhstan



During a demonstration day at an open pit mining site, a German manufacturer sought to import a new type of equipment to demonstrate it to their partners and potential customers.

Starting Situation

This machine is a prototype and is not yet available in the stock of the established distributor network. For this reason, the machine had to be imported and returned to Germany after the demonstration.



There are various ways to organize temporary imports and we were asked to present the best possible solution.

Solution

Since the machine would be imported for commercial use, we acted as the Importer of Record and filed for temporary import clearance in Kazakhstan. In this case, as the machine was used for demonstration purposes only, we advised to open an ATA-Carnet with the German chamber of commerce.



Based on this ATA-Carnet, we filed all customs formalities in Kazakhstan and performed the required reporting until we exported the equipment back to Germany. If the manufacturer would have desired to keep the machine in Kazakhstan for future demonstrations throughout the region, we could have acted as Importer of Record, implying the machine can be used and sold at the instructions of the manufacturer.

Conclusion

Depending on your needs and objectives, we can get temporary equipment into Russia and CIS in the optimal way. While we take care of the formalities, you can concentrate on sales.



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