





















"Skipper Express" is a large Russian company operating on the international transportation market offering its clients solutions for any kind of logistical problems. "Skipper Express" provides a reliable and convenient service in every corner of the world.

SKIPPER EXPRESS AREAS OF ACTIVITY:

-  **3PL.** Package of logistics services, from purchase of goods, customs clearance to delivery to the Customer's warehouse.
 -  **SURVEYOR SERVICES.** Acceptance of goods in terms of quantity and quality, integrity control at all phases of delivery.
 -  **OUTSOURCING OF LOGISTICS DEPARTMENT.** Goods delivery with the assistance of logistics operators without creation of the own service.
 -  **DELIVERY UNDER THE CARRIER'S CONTRACT.** Inform us what you want to buy, we will buy the goods, transport them and do goods processing according to the applicable rules. You will receive your cargo in Russia with all the certificates and VAT.
 -  **SEARCH FOR GOODS IN CHINA.** Assistance in search for goods, selection of a reliable supplier and cargo delivery.
 -  **NEGOTIATIONS WITH FOREIGN CONTRACTORS.** Conducting negotiations on your behalf or together with your representative.
 -  **WORLD PORTS.** Direct contracts with ports around the world allow us to choose the optimal routes.
- | | |
|---|--|
|  Hamburg (Germany) |  Chennai (India) |
|  Rotterdam (the Netherlands) |  Qingdao (China) Shanghai (China) |
|  Kotka (Finland) |  Saint Petersburg (Russia) |
|  New York (USA) |  Novorossiysk (Russia) |
|  Baltimore (USA) |  Vostochny (Russia) |
|  Mumbai (India) | |

SHIPPING WITH THE SKIPPER!



3PL

3PL service is an excellent opportunity for a company to focus on its key operations, delegating logistics tasks to the logistics operator. It will help save your time and resources considerably.

Nowadays international logistics market is developing rapidly, it also has some peculiarities. First of all, it needs the knowledge of legislation, knowledge and experience in the field of optimal transport routes planning, search of interim depots and professional operators. It is better to let specialized companies familiar with this kind of activity do the task.

KEY SERVICES OF 3PL-OPERATOR

- ✦ Logistics outsourcing
- ✦ Developing procedure and route of goods delivery
- ✦ Storage facilities for goods warehousing, including special cargo
- ✦ Storage facilities in key localities (major ports, cities)
- ✦ Enhancement of logistics process effectiveness
- ✦ Customs clearance services
- ✦ Search of Russian and international partners to ensure the optimal cargo delivery quality
- ✦ Goods delivery under the Carrier contract
- ✦ Surveyor services



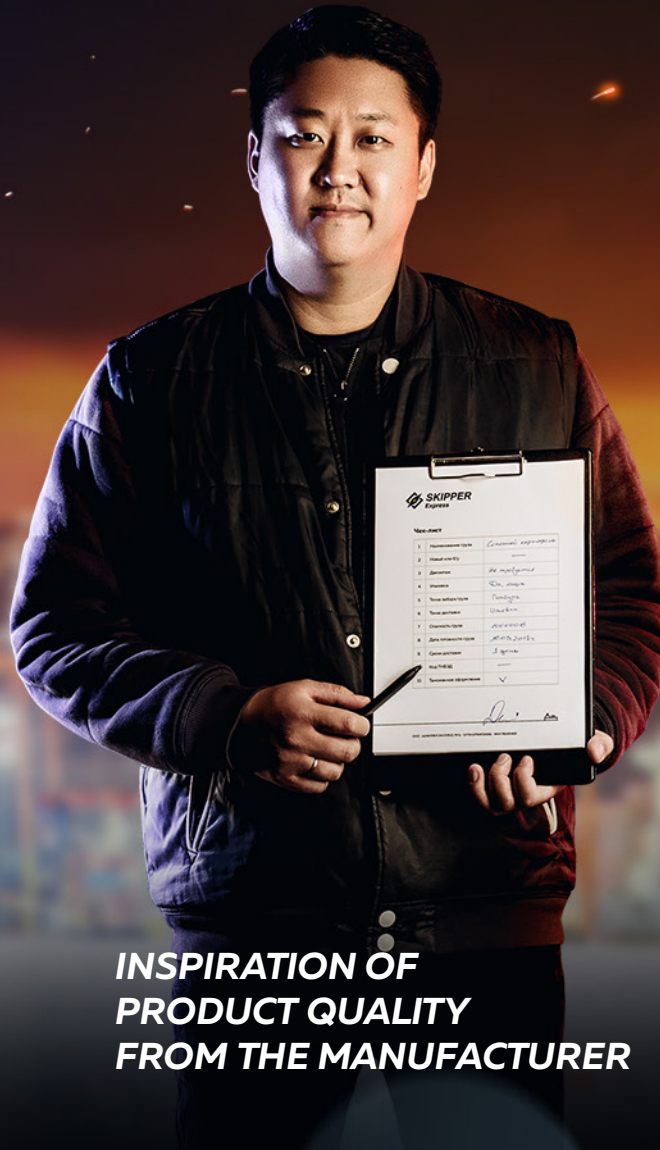
SURVEYOR SERVICES



Surveyor - the term in the insurance, indicating the inspector or agent of the insurer, inspecting property taken for insurance. Surveyor acts as an agent on behalf of the Customer, checking the quality of purchased goods and tracking the cargo integrity throughout delivery process.



**GUARANTEE OF SAFETY
AND QUALITY OF THE
DELIVERED CARGO**



**INSPIRATION OF
PRODUCT QUALITY
FROM THE MANUFACTURER**



**IMPORTANT TOOL IN
DISPUTES WITH
INSURANCE COMPANIES**

OUTSOURCING OF LOGISTICS DEPARTMENT



Outsourcing logistics service – your logistics department with our specialists doing the job. Absence of your own department will allow you to reduce the costs, and the expert development of processes and routes will increase the quality and effectiveness of your work considerably.



**ALWAYS THE EXACT TIMING
AND STREAMLINED
DELIVERY**

**COST REDUCTION.
YOUR LOGISTICS DEPARTMENT
IN OUR STATE**

**EFFECTIVE LOGISTICS.
ALWAYS UNDER OUR
CONTROL**

SUPPLIER OF EQUIPMENT FOR AVIATION TECHNOLOGY AND CIVIL PURPOSE PRODUCTS

Service: Survey, 3PL

PROJECT COST: **682 000 €**

DURATION OF WORKS: **9 WEEKS**



Input data

The customer purchased the plant in the Netherlands with the view of using its equipment in its own territory in the Russia

Objective

To ensure dismantling and delivery of equipment to Russia

What was done

- ✂ A detailed plan of activities was provided with a check-list for controlling the works quality
- ✂ Negotiations with the Dutch organization have taken place with the purpose of clarification of all the details and solving a maximum number of problems able to affect the future works
- ✂ Contractor was found and hired which was involved in mounting and start-up adjustment of the Dutch plant 12 years ago.
- ✂ The task was to dismantle all the necessary equipment to the highest possible quality
- ✂ The cargo was packed and prepared for shipment.
- ✂ Surveyor was provided, responsible for controlling the due quality of works while dismantling, packing, warehousing and loading of equipment. At each stage a detailed report was provided to the Customer, including a photo report
- ✂ A temporary storage warehouse for packed and ready for shipment equipment was provided
- ✂ All the necessary documents for customs clearance were prepared
- ✂ Partners' activities for transportation logistics were planned. 22 trucks for bringing the cargo to Russia were arranged.
- ✂ Customs controlled area was opened within the Customer's premises, which resulted in a quick cargo acceptance procedure and reduced the delivery period considerably

Result:

the Customer received a service package including negotiating with the Shipper, search of contractors, use of temporary storage warehouse, customs clearance and cargo delivery to the warehouse. Moreover, cargo dismantling and packing services were provided



MANUFACTURER OF FOOTWEAR

Service: 3PL

PROJECT COST: **6 700 \$**

DURATION OF WORKS: **50**



Input data

The Customer bought a footwear production line in Taiwan on FOB Kaosing conditions. Oversized equipment

Objective

To ensure equipment delivery to the Customer

What was done

- ✦ Negotiations with the Shipper's Moscow office have taken place with the purpose of clarification of all the details and solving a maximum number of issues able to affect the delivery process
- ✦ A detailed plan of activities was provided with a check-list for controlling the works quality
- ✦ The route and delivery options were planned
- ✦ Containers were selected suitable for equipment dimensions
- ✦ The containers of different size and function were delivered to the Shipper's warehouse for loading.
- ✦ The line was loaded and tied inside containers by the Shipper
- ✦ The cargo was shipped on time
- ✦ Cargo delivery from Kaosing port to Riga port was carried out
- ✦ Transshipment of cargo from containers to trucks was conducted in Riga port for further transportation to the Russia
- ✦ Latvia – Russia border was crossed successfully
- ✦ Cargo was delivered to the temporary storage warehouse for customs clearance
- ✦ Customs clearance with a full inspection by our broker and logistics expert was conducted
- ✦ Delivery and unloading at the Customer's warehouse was conducted

Result

the Customer was rendered a service for delivery of oversized equipment



A RUSSIAN ONLINE SHOP

Service: 3PL

PROJECT COST: **10 600 €**

DURATION OF WORKS: **5 WEEKS**



Input data

The Client asked to buy the goods abroad on his behalf under the Carrier contract, to deliver the goods to the Russian Federation, to complete customs clearance and sell the goods inclusive VAT to him, to deliver the goods according to customer's instructions

Objective

To carry out the package of works on a turn-key basis

What was done

- ✦ A detailed plan of activities was provided with a check-list for controlling the works quality
- ✦ Negotiations with a Shipper have taken place, during which all the details of transaction and shipment were discussed
- ✦ The following details were determined: goods code as per FEACN classifier, import duties and VAT were calculated, and customs value risks were estimated
- ✦ The Customer was given a delivery contract and invoice which included: goods price, cost of delivery to Russia, cost of customs clearance, import duty, VAT, certificate, cost of our services
- ✦ On receipt of payment from the Customer the contract with the Shipper was concluded, the goods were paid
- ✦ Packed goods were delivered to Russia
- ✦ Customs clearance was completed
- ✦ All duties and VAT were paid
- ✦ The goods were delivered to the Customer's unloading site
- ✦ The following documents were prepared and submitted: consignment note and invoice for the goods

Result

a range of 3PL services on a turn-key basis was provided. The Customer received the goods VAT included (with VAT recoverable); received a service package which allowed to save his time and the time of his employees



A RUSSIAN DRILLING COMPANY

Service: 3PL, Survey

PROJECT COST: **3 140 €**

DURATION OF WORKS: **7 DAYS**



Input data

The Customer bought oil equipment in China on DAP conditions

Objective

To ensure customs clearance, delivery of oil equipment from China through Manchuria/Zabaikalsk border by motor transport to the Customer's oil field

What was done

- ✦ Negotiations have taken place resulting in agreements with a terminal in China about equipment transfer to the motor transport with Russian number plates and equipment export to the territory of the Russian Federation
- ✦ The cargo was transferred to the territory of the Russian Federation and placed to the temporary storage warehouse in the city of Zabaikalsk
- ✦ Customs clearance with inspection was completed
- ✦ Equipment was loaded and delivered to the oil field in Irkutsk

Result

the Customer was rendered a high quality prompt service. Equipment was delivered within the specified time frames



VEGETATION AND SELECTION COMPANY

Service: Outsourcing

PROJECT COST: **654 €**

DURATION OF WORKS: **13 HOURS**



Input data

Every year the Customer organizes delivery of potato sprouts from the Netherlands for his own needs and for distribution among his clients across Russia

Objective

To ensure delivery of potato sprouts from the Netherlands to Izhevsk within maximum 20 hours, to provide a box with required temperature parameters

What was done

- ✂ A detailed plan of activities was provided with a check-list for controlling the works quality
- ✂ Based on the short delivery time the route and delivery options were planed
- ✂ The box with a specified temperature mode was chosen meeting transportation conditions
- ✂ Negotiations with the Shipper have taken place with the purpose of clarification of all the details and solving a maximum number of issues able to affect the delivery process
- ✂ The cargo was shipped on time
- ✂ Express delivery of cargo from the Netherlands to Germany, Dusseldorf airport was carried out
- ✂ Air shipment Dusseldorf – Kazan was made
- ✂ Agreement with customs clearance authorities at the airport of Kazan was made for the purpose of the quickest possible processing within the limits of bonded transit
- ✂ Bonded transit was executed successfully
- ✂ Express truck delivery from Kazan to Izhevsk to the temporary storage warehouse took place
- ✂ Prompt customs clearance by the broker of our company was made
- ✂ Delivery and unloading at the Customer's warehouse was conducted

Result

The Customer was rendered a service for express delivery of perishable goods. The Customer was offered an integrated service including working with the Shipper, arrangement of delivery and customs broker services



A RUSSIAN MANUFACTURER PRODUCING ELEMENTS OF HAZARD CLASS 6 IN UNPACKED CONDITION. THE ELEMENTS ARE USED FOR MICROSOFT COMPUTERS PRODUCTION

Service: Outsourcing

PROJECT COST: **366 \$**

DURATION OF WORKS: **2 DAYS**



Input data

The Customer manufactures products for export

Objective

To ensure a smooth and regular delivery of 1 to 30 boxes of goods from an airport in Yekaterinburg to an airport in Atlanta (USA)

What was done

- ✂ A detailed plan of activities was provided with a check-list for controlling the works quality
- ✂ The procedure of working with the Customer was developed, allowing to coordinate the activity of all the participants of the chain
- ✂ On receipt of the request from the Customer the nearest flight was booked
- ✂ A truck for loading the goods was sent to the Customer promptly
- ✂ At the same time our broker submitted export declaration
- ✂ Upon the completion of export declaration, the truck with the cargo and a set of documents went to the airport of Yekaterinburg accompanied by our forwarding agent
- ✂ At Yekaterinburg airport the forwarding agent performed the necessary procedures for cargo delivery to the freight terminal for further loading of the goods on board the aircraft
- ✂ Delivery of the goods to Atlanta airport (USA) was carried out

Result

The Customer was offered a service package for delivery of hazardous and complicated cargo



WE HAVE THE FOLLOWING REQUIREMENTS TO OUR EMPLOYEES AND PARTNERS:



QUALITY OF WORK

It must always be on a high level



DOCUMENT FLOW

All the documents in any process should always be prepared on time and without mistakes



DELIVERY DEADLINES

Each day we calculate hundreds of routes. We choose the most effective for our clients and strictly adhere to the specified time frames



FULFILLMENT OF OBLIGATIONS

Implementation of all arrangements is a guarantee of honest and transparent cooperation with clients and partners

OUR CONTACTS

Russia, Saint-Petersburg

Piskarevsky prospect 25A, office 401-402
+7 (812) 627 15 58
skipper@skipper-express.com
www.skipper-express.com

Russia, Izhevsk

10 Let Oktyabrya street 44B, office 305
+7 (3412) 26 04 62
izhevsk@skipper-express.com

China, Zibo

No 188. Lanyan street high tech zone
Shandong province
+86 135 6166 3279
zibo@skipper-express.com

Russia, Moscow

Oranzherejnaya street 25B, office 7
+7 (499) 703 38 28
moscow@skipper-express.com

Russia, Vladivostok

prospect 100 Let Vladivostoku 103, office 230
+7 (4232) 79 97 30
vladivostok@skipper-express.com

The Netherlands, Werkendam 4251 LR

Hulsenboschstraat 1
+31 183 511 821
netherlands@skipper-express.com

TO START WORKING WITH OUR COMPANY, PLEASE FILL IN THE **CHECK LIST**, WHEREUPON OUR SPECIALIST WILL CONTACT YOU AND DISCUSS THE DELIVERY IN MORE DETAIL.

THANK YOU!

SHIPPING WITH THE SKIPPER!