



CHAMBER CERTIFICATION SERVICES

DETAILED DOCUMENTATION AS QUICK AS A FLASH

As one of the UK's premier exporters Schneider Electric, which has its UK headquarters in Leeds, is all too well aware of how crucial paperwork is when selling in some of the world's more challenging overseas markets. With 12 sites in Britain employing 2,200 people, it operates in 150 countries worldwide with annual sales of €13.5 billion.

One of the world's leading suppliers of electrical distribution equipment and automation control products, it sells on every continent.

It has worked closely with its local Chamber for years, especially for the documentation it needs to send markets to such places as the Middle East and South Africa.

Schneider's shipping co-ordinator Asja Turcins says "Our local Chambers pioneering work with the online documentation service has revolutionised the sales operation and dramatically reduced the time it takes to get the necessary paperwork processed."

"We use our local Chamber for the documentation we need for places like South Africa, the United Arab Emirates, Turkey and generally all round the Middle East," says Asja.

For countries in the UAE which require a Certificate of Origin, Schneider is able to go online and generate the necessary documents, which are then stamped in hard copy by our local Chamber before being sent to the relevant embassy for further stamps.

For destinations such as South Africa, Schneider requires an EUR1 Certificate of Origin document. Again, it's a simple online process.

"The website is very easy to follow," adds Asja. "You complete the templates online and then we send the Chamber our invoices so they can match them and they have a record as well. With Arab documents they have to actually send four copies of an invoice and stamp them all."

"It's all much quicker than it used to be by two or three days at least. It's a very user-friendly system. They've just updated the website and now it's even easier to use."

"I find that our Chamber is very helpful and co-operative. For example, if you haven't put the correct word on a particular document they always ring you up to make sure that there aren't any issues. If they think something is wrong they'll contact you, which is fantastic for us because it could save us up to two weeks if shipments are held up in port."

Asja says another key area of benefit has been the International Trade training courses run by our local Chamber.

"I started here I went on four of their courses which I found useful. They've always said to us that if we need any help, just to get in touch and they'll do their best."

Schneider Electric, Leeds

