



SOBEL NETWORK SHIPPING CO., INC.

# CASE STUDY

**SOBEL**  
NETWORK SHIPPING CO., INC.



## About the Company

This pet waste maintenance manufacturer believes in handling waste the right way. Their convenient waste-disposal bags can be used for either personal or public use, making clean up easier than ever before. From waste disposal bags packaged in personal zip-lock pouches to commercial-sized tools for refillable dispensers, they provide sanitation tools to keep your community clean.



## Executive Summary

A small pet waste maintenance and janitorial supplies company needed an ocean freight partner to provide shipping and freight forwarding services that would allow them to operate on a global level. Because they manufacture waste maintenance products and janitorial supplies overseas in China and Vietnam, they needed a simplified and optimized shipping solution to get their products from their factories abroad to their customers in the United States. Based on a referral, they reached out to Sobel Network Shipping Co., Inc. to develop a shipping strategy that would allow them to effectively and efficiently ship their cargo internationally.



## Challenges and Objectives

This janitorial supply manufacturer operates globally, which means that they need an optimized international shipping solution. They needed a shipping partner to help them help them navigate the rising costs of shipping costs and customs compliance. They needed a partner who could help them get reimbursed for Exclusion 101, a Chinese tariff on shipments leaving the country.

They struggled to create a systematic approach to the constantly rising shipping costs. With factories in China and Vietnam, it was essential that they find a simplified, cost-effective shipping method for getting the materials where they needed to go. Without an ocean or air freight partner, this manufacturer risked shipping delays, increased fees, and issues with customs compliance.



## The Solution

The pet waste maintenance products and janitorial supplies manufacturer needed an experienced 3PL partner to support the international shipping processes for their products, as well as an experienced customs broker who can facilitate the customs and border clearance processes to ensure that their products clear customs without any fines. Sobel Network Shipping Co., Inc. was the perfect partner to support their logistics, international freight forwarding, and customs compliance needs.



## How Sobel Helped

Sobel Network Shipping Co., Inc. partnered with this pet waste maintenance and janitorial supplies manufacturer to develop a comprehensive international shipping strategy for their products. Sobel utilized their ocean freight shipping partners, ensuring that their materials arrived securely, on-time, and within their budget.

Based on Sobel's simplified shipping solution, they have drastically improved their shipping processes. Sobel's experience in ocean freight handling has completely turned around the shipping of their products and materials by focusing on optimizing the international shipping process.



## Future Plans

With Sobel's optimized shipping solutions and first-rate customer service, the janitorial supplies manufacturer was able to optimize their overseas shipping processes. Sobel will continue to be their primary shipping solution for their international freight forwarding needs.



**Develop Strategy To Create Systematic Approach To Rising Shipping Cost**



**Improve Ocean and Air Freight Cargo Shipping Processes**



**Facilitate Customs Clearance Process**



**Improve International Shipping Processes for Products**

# SOBEL



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