



UNIT EXPORT LIMITED



COMPANY PROFILE

Established in 1977 Unit Export Limited specializes in the completion of procurement contracts funded by the multi and bilateral lenders including United Nations agencies, the World Bank, European Commission and regional development banks. Our contract awards are the result of international tendering procedures under the donors' specific regulations. Over 1000 supply Contracts have been completed in more than 100 Countries worldwide.

Unit Export offers a unique, bespoke service to suit your specific needs. We work closely with manufacturers, and distributors in order to offer a wide range of products which enables us to mould our services to meet our clients' individual project requirements. Be it supplying laboratory equipment or a fleet of off road vehicles, every product or service we supply is homologated and suitable for the market to which it is destined.

As part of a family run business originally founded in 1938, Unit Export Limited is an important part of the Laindon Holdings Group of companies which also includes motor franchises, construction, leasing and courier companies. Unit Export's average turnover for the last 3 years has been approx. USD \$13 Million whilst the Total Group Turnover is over USD \$270 million; this ensures a sound financial footing so that we can securely finance the various complex and wide-ranging projects we are involved with at one time.

All projects undertaken are managed 'end to end' by one of our experienced staff. This ensures that through one point of contact the client can be confident that the information provided is both accurate and current. Projects are handled efficiently and with care, and through setting ourselves clear goals, we consistently meet or exceed the clients' minimum standards ensuring that they attain their project objectives.

We work very closely with our network of in-country representatives who give us the added benefit of local knowledge. Unit Export are aware of the importance of this and ensure that our representatives are suitably placed to provide us with regular feedback and oversee the successful implementation of our projects as well as providing a local point of contact for our clients.

Many projects require us to personally visit the end users to ensure that all objectives are being met, an example of the start to finish project management that Unit Export offer. This willingness to assist combined with our local representation gives us the opportunity to forge stronger relations on a local basis, which helps to make current and future projects as successful as possible.

Our expertise lies in the procurement and project management role which includes:

- Forging relationships with manufacturers and distributors, ensuring that we can source products and services worldwide
- Completing tender documents whilst assessing and meeting increasingly stringent requirements for their application and the subsequent contract awards
- Studying local market conditions and regularly travelling to the markets in which we work.
- Working with local partners to ensure clear liaison with customers in the countries we are working including the provision of after sales service.
- Appointing Project Managers to each contract, ensuring clear lines of communication throughout.
- Warehouse management, scheduling of deliveries and shipping by any mode of transport including multi-modal methods. All in accordance with Incoterms applicable.

We are committed to investing in the continued development of our services, employing, developing and rewarding our staff members in an effort to deliver effective results through high-quality service and practical and pragmatic support.

Unit Export Limited is an ISO 9001 Registered Firm and have been assessed and approved to BS EN ISO9001:2015, this approved quality administration covers the 'Procurement, supply and delivery of goods and services to International Funded Projects'.