



British  
Chambers of  
Commerce  
The Ultimate Business Network

# e-Cert eXpress

## CASE STUDY

### Agil takes advantage of unique online export certification service



**IN BRIEF** Company: Agil • Located: Reading, Berkshire • Turnover: £5.25 million • Number of Employees: 10

#### Primary nature of business

Agil's primary business is the manufacture and sale of a complete range of specialised ingredients and biotechnological products for the international animal feed industry. Agil is one of Britain's leading specialised agricultural companies.

The company recently introduced products associated with disinfecting animal drinking water and products to control insect infestation in poultry houses and stored grain. All products, wherever possible, are naturally based and environmentally friendly solutions to problems faced by the animal feed milling industry and animal producer.

The company operates in a highly regulated market and has to respond to rapidly changing legislation facing feed manufacturers and animal producers throughout the world. Agil invests heavily in research and development resources and continually strives to meet these challenges.

Agil ensures that its range of products conform to all the latest biotechnical and quality standards. The company also offers advice and information on all aspects of feed production and usage to customers and distributors worldwide.

#### Export markets

Through an international network of distributors, Agil exports to 50 markets worldwide excluding North America; sub-Saharan Africa and Russia. Asia is one of the Agil's main export markets and includes Australasia and the Indian sub-continent. In the future, Agil are also keen to penetrate the Chinese market.

#### Exported turnover

Export counts for approximately 94% of Agil's turnover. Agil converted quickly from a largely UK focused business in the 1980's, to one focused on international markets. All products are exported but not necessarily to all sales territories.

#### Impact of the export opportunity on the business

The relative decline in the UK of animal production in favour of lower cost producers abroad made it vital for Agil to pursue export markets. There were also significant opportunities to make a recognisable impact on territories where the standards of feed hygiene and animal husbandry are generally lower.

#### Benefits of using e-Cert eXpress

The management of export certificates can be a time intensive business. The efficient and accurate completion and authentication of export certificates is vital for businesses like Agil's where such a high proportion of their business comes from overseas.

It is essential that an efficient service is delivered in order to ensure the documentation provided is not only in compliance with any requirements but received in time to meet shipping schedules or timescales imposed by the banks to clear the goods with the relevant documents.

Agil uses the British Chambers of Commerce e-Cert eXpress service to help streamline this process. It allows Agil to complete the required paperwork online and receive authentication from their local Chamber directly without the delay of posting paper copies. It can take only minutes to complete, send and receive authentication for an export certificate. In addition, key information is stored allowing repeat certificates to be created without the need for repetitive form filling.

e-Cert saves businesses time and money when trading internationally.

For more information about how to apply online for export documentation contact Maggie Chilton on +44 (0)24 76 472 531 or at [m.chilton@britishchambers.org.uk](mailto:m.chilton@britishchambers.org.uk)