



You name it, we probably ship it

BUSINESS owners may understandably have had their minds on other things over the past few months, but as we get closer to the end of the UK's European Union transition period on January 1, more and more are asking what a full, external border will mean for them. Which is why so many are turning to import/export experts to see what they need to do to ensure their business thrives and survives – experts like Drac Logistics.

"We have seen a huge increase in new customer enquiries," Drac Logistics director Charlotte Bowfield-Gray acknowledged.

The company, which has recently added an air freight division alongside its sea, rail and road shipping options, has already made a big investment in anticipation of the inevitable changes.

"We have been preparing for Brexit, bolstering our customs clearance team, and putting a new system in place that will give us a new basis for customs entries," Charlotte added.

"We have also been periodically training our staff throughout the year via BIFA, the British International Freight Association, the training body for the freight industry, because as you can imagine, customs rules and regulations can be quite complex. We've also been helped by HMRC, which has had a huge grant scheme this year to help with recruitment, training and the installation of new software and hardware, so we have been able to use these grants to help us prepare as much as possible."

However, she acknowledged that businesses did have concerns that the UK and EU had yet to agree terms.

"There is uncertainty, but we will just have to adjust if and when the agreements are made," she added.

"I think it is going to be a bit of a struggle at first, especially in January with any additional requirements needed for customs entries, but with Drac's expertise we will help you get through."

Customers who come to Drac Logistics for help in negotiating the new rules surrounding imports and exports can draw on the experience of a firm that for the last decade has been providing a seamless transportation service to clients in a number of sectors, and in turn drew on the vast industry expertise of its founders managing director Alex Hayes and directors Allan Donaldson and Gareth Evans.

Based at Stone in Staffordshire, Drac Logistics opened a second office in Falkirk in 2015 to develop Drac Logistic's growing customer base in Scotland, at the same time bringing on board new directors Charlotte and Craig Scrimgeour.

Food products have also been a mainstay of the Falkirk branch, primarily seed potatoes in season, and fish exports, including mackerel and shellfish, all year round.



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Charlotte Bowfield-Gray



However, the company also works with clients importing or exporting a wide range of goods, from fruit and refrigerated products for export, to umbrellas and walking sticks.

"We pretty much ship anything and everything – you name it, we probably do ship it," Charlotte said.

"It's quite a variety and we like a challenge as well. We are a decent sized, well-established company, but we are small enough to care and have a good customer focus. If customers come up with some weird and wonderful problems, then we will always try and come up with solutions."

Drac Logistics' Scottish base may be in the central belt, but the business is looking north for further opportunities, especially with the thriving aquaculture and wider food

and drink offering of the Highlands and Islands.

"We are a growing company, particularly with our air freight and road freight offering, so if there were opportunities for more frozen fish or sea food to be exported into Europe, that is something we would really like to look into," Charlotte said.

"We have talked about opening another Scottish base. It is an opportunity we will look at down the line. It would be good to have another depot in Scotland."



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