



COMMA OIL (UK)

A sole provider for Comma Oil

Part of the ExxonMobil group, Comma Oil was founded in 1965 as a UK-based oil-blender. Today its products include every liquid part of a car, from engine oils and antifreeze, through to award-winning car cleaning products. Earlier this year, Comma oil selected Norbert Dentressangle to be the sole transport provider for its export business to 40 countries worldwide. *"Norbert Dentressangle already managed distribution for our UK customer needs,"* explains Gary Plumridge, Procurement Manager, Comma Oil and Chemicals Ltd, *"but the creation of the Overseas division enabled the group to take on our deep sea container business. Before, we had a huge amount of suppliers, now we work with just one team. This means that we can focus on making constant improvements in the way the business operates. And we hope that Norbert Dentressangle will grow with us, as we put more markets into our portfolio."*



Norbert Dentressangle Overseas ensures total supply chain security for its customers: reliability and traceability of flows, meeting deadlines and budget optimisation.

Norbert Dentressangle Overseas at a glance

- > Air freight for import / export
- > Sea freight for import / export
- > Customs
- > Dedicated information system



ALSTOM GRID (France)

The right solutions for our products!

At the Petit-Quevilly site (North-West France), the ALSTOM GRID plant designs and manufactures electrical transformers for factories, power stations, electrical grids and rail networks. Almost 14,000 transformers are transported and used in over 30 countries every year. For example, ALSTOM GRID has entrusted the Overseas Division of Norbert Dentressangle with its exports to Africa since June 2010. *"As they are 4.37 metres high, our transformers are outside the normal range and will not fit into conventional containers, which are limited to 2.24 metres,"* says Malek Kerbeche, Business Manager for Africa at ALSTOM GRID.

"The Norbert Dentressangle agency at Le Havre provides us with sea transport solutions with open-top containers for all destinations. In fact, we sometimes deliver to complex or sensitive countries, such as Nigeria, Qatar and Algeria. Based on his major experience of the sector, our man at Overseas is able to complete all the administrative formalities and advises us on customs requirements, within the deadlines imposed by our customers. I am also able to monitor my dispatches at any time. Most importantly, I greatly value the reliability, responsiveness, professionalism and interpersonal skills of the Norbert Dentressangle Overseas team."