



# BARBUJAY & ASSOCIATES LIMITED

LICENSED SHIPPERS AND FREIGHT FORWARDERS



## OUR STATEMENT

The business of shipping and freight forwarding isn't all about the goods, the service and the logistics involved.

At the core of it all is the client in need of satisfaction, professionalism and, most of all, peace of mind.

This is our focus: streamlining all operations in ensuring clients - who have entrusted their goods to us - don't lose one moment of sleep.

You, the client, are the business.

### COMPANY PROFILE

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# VISION & MISSION

**Our vision** is to become the foremost freight forwarding, shipping, haulage company driven by technology and quality process in service delivery to our esteemed clients across the globe

**Our mission** is to provide sustainable, secure and exclusive services to our esteemed clients



## THE CEO'S MESSAGE

by Babajide Shotubo

People are at the centre of what we do at Barbijay & Associates Limited. They are what inform our processes, service philosophy, and drive us to be better than we were yesterday.

" WE ARE CONSTANTLY THINKING UP, AND IMPLEMENTING NEW WAYS TO DELIVER PEACE OF MIND..."

As a customs licensed freight forwarding, shipping, haulage and handling company, we are constantly thinking up, and implementing new ways to deliver peace of mind to our clients across the globe.

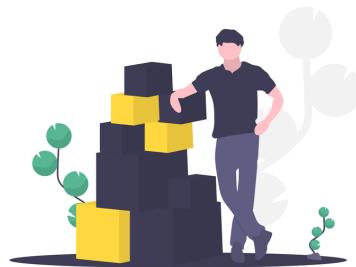
By choosing us, you wouldn't worry about doing it right or not, and hopefully, not regret it.

I invite you to know more about us, and prove our claims to be true.





# OUR SERVICES



## CUSTOMS LICENSE AGENCY

As a customs license agency, and trusted intermediaries between you and the shipping company, we will clear your goods at the port without hassles.

That's not all; you can count on us to assist with necessary documentation such as PAAR, SONCAP, FORM M , NAFDAC on your behalf.

## SHIPPING, HANDLING & HAULAGE

You won't have to lose sleep over the movement of your goods within and outside Lagos. We have good knowledge of our operational environments and existing transportation framework, and operate in compliance with industry-standard ethics as well as statutory requirements.

## FREIGHT FORWARDING

We handle the logistics involved in shipping your goods to the desired destination. We have an existing network of stakeholders in the value chain who share our values and service philosophy. This way, you are assured of the best service delivery.

## CONSULTING

You can also count on us to render professional advisory and consultancy that will ease operations for you, should you need to augment your current framework

# HISTORY & GROWTH

Barbujay & Associates Limited was incorporated in 2012 and is licensed by the Nigeria Customs Service to render freight forwarding, shipping and logistics services in Nigeria.

We have served numerous clients -- individuals and corporate organizations -- since inception, and have earned their trust to deliver, as a licensed agency

Not only have we served our clients dutifully, the past eight years in operation have been a learning curve of improvement on our processes and, as a team of young professionals, we have leveraged the use of digital technology in ensuring the Total Quality Management of operations.

Our dynamic approach to service delivery, has influenced the steady growth of our clientele, while our experience in the maritime industry has positioned us to weather the daunting challenges in the industry and proffer solutions that will deliver peace of mind to our clients.

Barbujay & Associates Limited is a member of the Council for the Regulation of Freight Forwarding in Nigeria , Association of Customs License Agent, and the Nigerian Shippers Council.





# MARKETING



## CUSTOMER EXPERIENCE IS OUR FOCUS

We leverage existing contacts in growing our clientele. This, through traditional and digital channels.

Our network of professionals in the maritime industry provide organic reach for sales and repeat patronage, which is reinforced with sustained messaging. More importantly is our belief in the fact that a satisfied customer will tell at least five other customers.

Therefore, customer experience has been our focus, in addition to the use of proven marketing and sales tactics in reaching new markets.

For this reason, we are focused on the continuous-improvement of our processes, to win favorable attitudes from our clients.

More so, we leverage social media, direct marketing and cold calling in reaching new and existing clients, for growth.

# A FEW SATISFIED CLIENTS

We've been there and done that for our clients, both corporate and individual. The list of our conquests on their behalf is endless, and the following are a few of them:

- Shipping agents for Rongsheng Glass Nigeria Limited on their vessel : M/V RS PIONEER.
- Customs license agent , shipper and haulage company to Aril Technologies Limited.
- The shipping , clearing and delivery of majority of the equipment used in Ascon Setana. Also, the supply, installation and commissioning of electrical & instrumentation works for the Energy Village Project Phase 1 Oghara Delta state.
- The shipping , tracking , clearing and delivery of equipment, and the engineering, procurement, installation and commissioning of the Supervisory Control and Data Acquisition (SCADA) system for NGPTC, of the SCADA Panel and FM 200, and containerized room projects .



荣盛玻璃集团  
RONGSHENG GLASS



# BABAJIDE SHOTUBO

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Babajide Shotubo is a motivated and enthusiastic business owner with over fourteen years experience in freight forwarding, haulage and shipping.

As the Chief Executive Officer of Barbujay & Associates Limited, a customs licensed agency, Babajide has led people and processes in ensuring quality service delivery to the company's growing clientele.

Being responsible for developing the business strategy, he has developed and implemented cohesive policies that have achieved a steady and decisive growth for Barbujay & Associates Limited.

Prior to owning his own business, Babajide had learnt the ropes of freight forwarding and shipping at Tunde Olonade & Company, as a Releasing Officer.

Babajide has an Executive Masters in Business Administration( EMBA) in view from Quantic School of Business and Technology, Washington USA, and earned a BSc in Business Administration from the University of Lagos, Nigeria



# OGABI JACOB ADEWALE

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Ogabi Jacob Adewale is a Director at Barbujay & Associates who has over nineteen years of experience in freight forwarding, haulage and shipping in a customs license agency.

He has worked with Tunde Olonade & Company for over fourteen years, where he acquired a solid background in the freight forwarding business, and has managed several top positions in the shipping , customs agency , haulage and freight forwarding industry.

He has a solid network in the industry and, combined with his wealth of experience and business acumen, has leveraged it in promoting the business objectives of Barbujay & Associates Limited.

Adewale was a consultant with Barbujay & Associates, before taking the role of director, where he has banked on his wealth of experience in growing the business.

Adewale earned a BSc in Economics from the Lagos State University.



# CONTACT US

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## PHONE AND EMAIL ADDRESS

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+2347069615417

+2348084211886

bajassociate@gmail.com

## DIGITAL CHANNELS

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Barbujay and Associates  
Limited



[www.barbujay.com](http://www.barbujay.com)



## OFFICE ADDRESS

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Barbujay & Associates Limited,  
Suit 37, Container Complex Tincan island, Lagos, Nigeria