



# 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



### 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.

### SHIPPING & HANDLING

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 operate in compliance with industry-standard ethics as well as statutory requirements.

### HAULAGE

We leverage our knowledge of existing transportation framework in moving your priced goods from point A to B, stressfree.

### CONSULTING

Do you or your business have an existing framework for your shipping and freight forwarding needs but are stuck and need expertise? You can count on us to render professional advisory and consultancy that will ease operations for you.

# 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



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.

# ABOUT THE CEO

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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 And 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



# CONTACT US

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## SOCIAL MEDIA

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Limited



## OFFICE ADDRESS

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