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... international trade made easy



# Case Study



**Ballantyne**

## Ballantyne, South Melbourne, Victoria

Ballantyne is a family owned company. For more than half a century Ballantyne has been serving a global market for fine foods. The dairy division produces a range of packaged butter, dairy blend and margarine products. The food ingredient division specialises in spray dried dairy powders and other specialty powders. Food manufacturers all over the world use these ingredients.

### Challenges

- Manually preparing AQIS Documentation
- Unsatisfactory level of L/C discrepancies
- Chamber Certificates of Origins and Insurance Certificates were manually prepared on a typewriter.

### Solution

- Ballantyne's compliance requirements with AQIS and Customs have been simplified via the use of the single entry window in the EXDOC Module.
- TridentGLOBAL has greatly improved efficiency. In 2005 Ballantyne took on the preparation of all documentation for our New Zealand shipments without altering their staff levels.
- Ballantyne's L/C discrepancies levels are now almost none existent.



### Customer Snapshot

Company	Industry	Employees	Website
Ballantyne Foods Pty Ltd	Dairy	150	<a href="http://www.ballantyne.com.au">www.ballantyne.com.au</a>

"TridentGLOBAL offers a complete "one stop shop" for all aspects of export documentation. The comprehensive databases enable Ballantyne to meet all aspects of compliance with ease." - Kerry Martin, Export Administration Manager

[www.tridentglobal.com.au](http://www.tridentglobal.com.au)