



# Sailors Shipping Limited

## Bangladesh



# Sailors Shipping Limited

## The Company

**Sailors Shipping Ltd** is one of the Bangladesh's leading committed IATA cargo agent ensures comprehensive services at competitive rates with full satisfaction of the customers.

Registered Name:	<b>Sailors Shipping Ltd</b>
Founded:	15 December 1998
Managing by:	Md. Saiful Islam Bhuiyan, Managing Director
Employees:	35
Turnover:	Over 15.50 Million US Dollar in 2025
Locations:	Locally we are located in Dhaka, Chittagong & Cargo Village for freight operation, in Gazipur for warehousing QC Platform and worldwide reliable network partners.
Affiliation:	IATA, BAFFA, WCA, ALN, GLA, X2, ELITE, ALU

In 1989, the founder, Mr. Md. Saiful Islam Bhuiyan started part - time job for two years contract in cargo industry just after completion of their graduation & in the year 1991 they have started their own business & by the time they have completed their Post Graduation - Masters Degree. But **Sailors Shipping Ltd** was founded jointly afterwards in 1998 - decades of experience and the daily interactions of many experienced people in the industry across cultural boundaries have made **Sailors Shipping Ltd** most committed, responsible & efficient logistic providers in Bangladesh. The important constant factor in this industry for success is to have dependable business partners & associates globally that trust each other above relatives or friends. **Sailors Shipping Ltd** has made it possible forging links among customers, carriers & it's global partners over 100 countries.

# • Sailors Shipping Limited •

## Success History

For a moment, may we welcome you to our warm and hospitable country with arms wide open.

Bangladesh is a beautiful yet humble country. We are lucky to be endowed with the mysteries of the mangrove forest Sundarbans – where you can catch a glimpse of Royal Bengal Tiger and the vastness of the world's longest sea beach in Cox's Bazar, both of which have been nominated for the 7 Natural Wonders of the World.

We are a third world country yet to reach its full potential. But one of the many things which sets us apart from the rest of the countries under whose bracket we fall in is the fact that our export specially our ready-made garments industries 3.5 million workers working tirelessly at our 5000 garments are slowly but surely ensuring our path to becoming one of the best exporting nations in the world. So much so that a vast majority of our company's revenue comes from the transport of these garments' products.

Saudi Arabian Airlines is the biggest cargo transport carrier available to & from Bangladesh. All of us at SSL have been able to make our cargo reach our destined customers in time via Saudi and quite honestly, we owe a lot of our success to everyone at Saudi; but besides Saudi airlines the roles which other airlines such as QR, EK, CX, BG, KL, AF, BA, PK, TG, SQ etc, have played in our continuous success is also un-questionable. Our success has been underlined by us securing a place amongst the top 5 cargo agents for Saudi for many years, the highlight of which came in the year 2010 when we achieved 2<sup>nd</sup> place, when through our outstanding performance we managed to contribute 4.4 million U.S dollars worth of revenue to Saudia.

Dhaka has always been a very space constraining market where the peak season lies almost throughout 8 months of the year. But with the assistance of Saudia and other on line or even off line carriers we have managed to make the seemingly difficult job of making our cargo reach its destination on time to our customers seem ridiculously easy. For which we are ever so grateful to SV, QR, EK, CX, BG, KL, etc. On top of that we would like to mention that our performance in IATA of recent times has also been most praiseworthy. In fact, we have consistently managed to grab a position among the top 5 IATA agents also. On top of this, we are the first company holding minimum weekly 40,000 kg blocked space agreement with SV Cargo for the full year.

To conclude we would like to say that we as your Partner always keep the intentions of being part of your success in our hearts. Keeping that in mind we would like to request those of you who are doing business from or to Bangladesh or even kindling with the idea of it; to come forth to us with your needs, issues, and problems and we promise to In-Sha-Allah fulfill and solve them to our greatest of abilities.

# • Sailors Shipping Limited •

- Range of services offered

For us at **Sailors Shipping Ltd**, no destination is too distance & no consignment is too big; we handle almost everything from needle to mountain no matter in container or in bulk or GOH or AOG, from anywhere to anywhere according to customer needs. **Sailors Shipping Ltd** offers a complete export/outbound & import/inbound freight & logistic solution that includes:

- Air freight
- Sea freight
- QC Platform
- Trucking & Inland transport
- Warehousing & Distribution
- Air-Sea, Sea-Air, Multimodal Air-Sea-Road services
- Customs House Brokerage
- Door to Door Services - DDP/DDU
- Full flight charter
- Customer Care
- Competitive Advantage

As your strong partner within high-capacity Air & Sea freight alliances, **Sailors Shipping Ltd** uses a network of more than 500 cargo stations all over the world's economic centers to ensure your business gets a priority treatment when it is in our care. If you would like to know more about our company and its services, we are more than prepared to prove that we deliver what we promise; because we know our business and respect our responsibility, Most importantly, we hear attentively to clearly understand what you really need and today we are already thinking beyond tomorrow but not neglecting the experience of yesterday. To know more about our activities, please contact your nearest **Sailors Shipping Ltd** representative.

# • Sailors Shipping Limited •

- Our Commitment of Various Services :

- Follow up customer's SOP strictly.
- Comprehensive service with guaranteed space allocation and fastest transit time.
- Direct solution where possible or indirect flts for almost any size or any weight consignment to anywhere.
- Assistance to prepare customs documentations.
- Documents collection from suppliers/shippers and fast customs clearance.
- Superb personal supervision throughout the cargo transportation from pick up from makers door up to delivery to buyers warehouse or to stores.
- Intimate follow up & a real - time update notification to client through excel sheet or through web-based software interface.
- Multimodal Air-Sea, Sea-Air, Air-Air, services with fixed days sailing via DXB, SIN, HKG, CMB, etc. We consult & suggest the mode & transshipment point with customers depending on final destinations & urgency of the merchandises.
- LCL or FCL consolidation & deconsolidation.
- P.O. Management while loading on the equipment.
- 24x7 service commitment for any time sensitive consignment.

# Sailors Shipping Limited

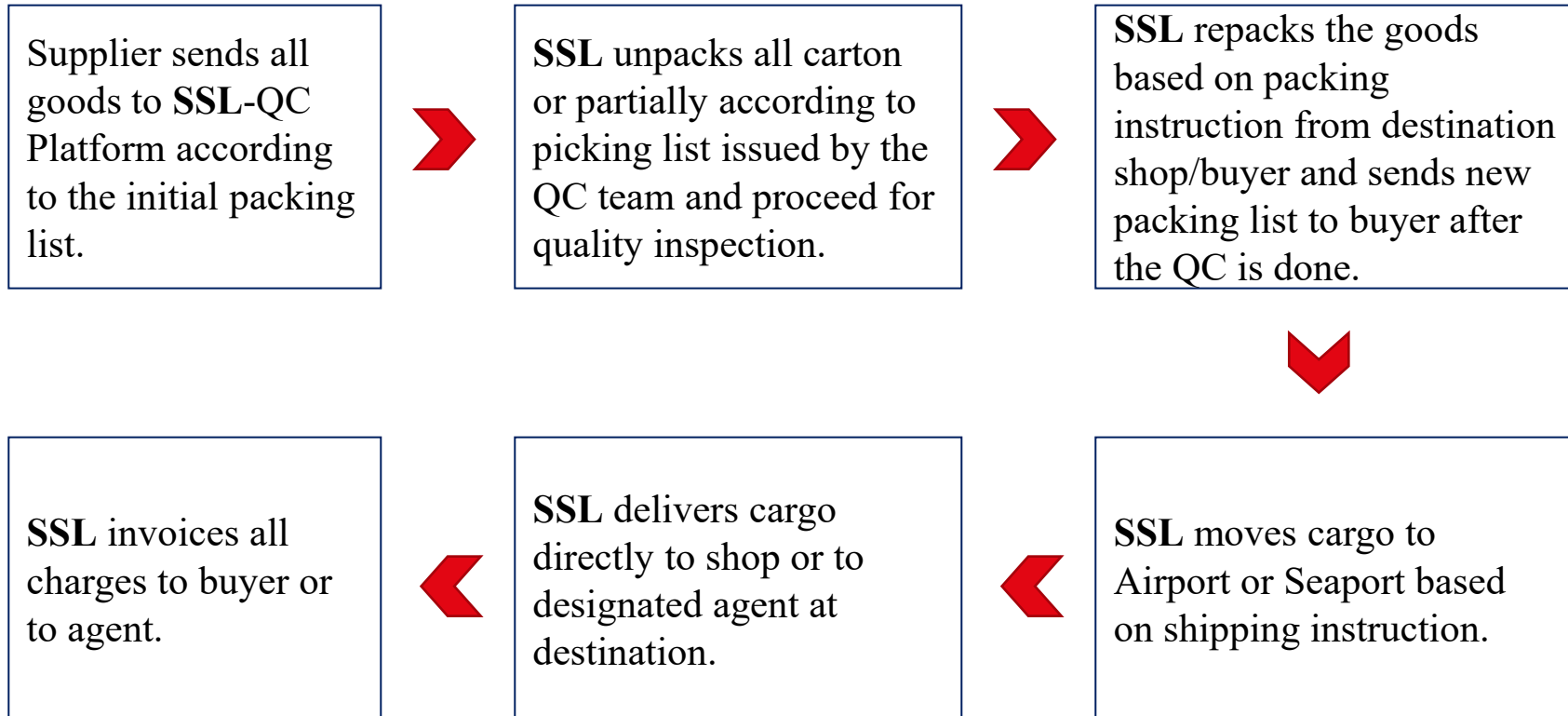
## **Value Added Services :**

We are already holding legal “QC Platform” license which enable us to offer :

- ▶ Quality Inspection Platform
- ▶ Pick & Pack Services
- ▶ Scan & Pack Services
- ▶ Fabrication and loading of GOH Equipments in our warehouse
- ▶ Warehousing, etc.

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## Process of Quality Inspection and pick & pack services



# • Sailors Shipping Limited •

- QC Activities in Platform



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▶ For AIRFREIGHT:

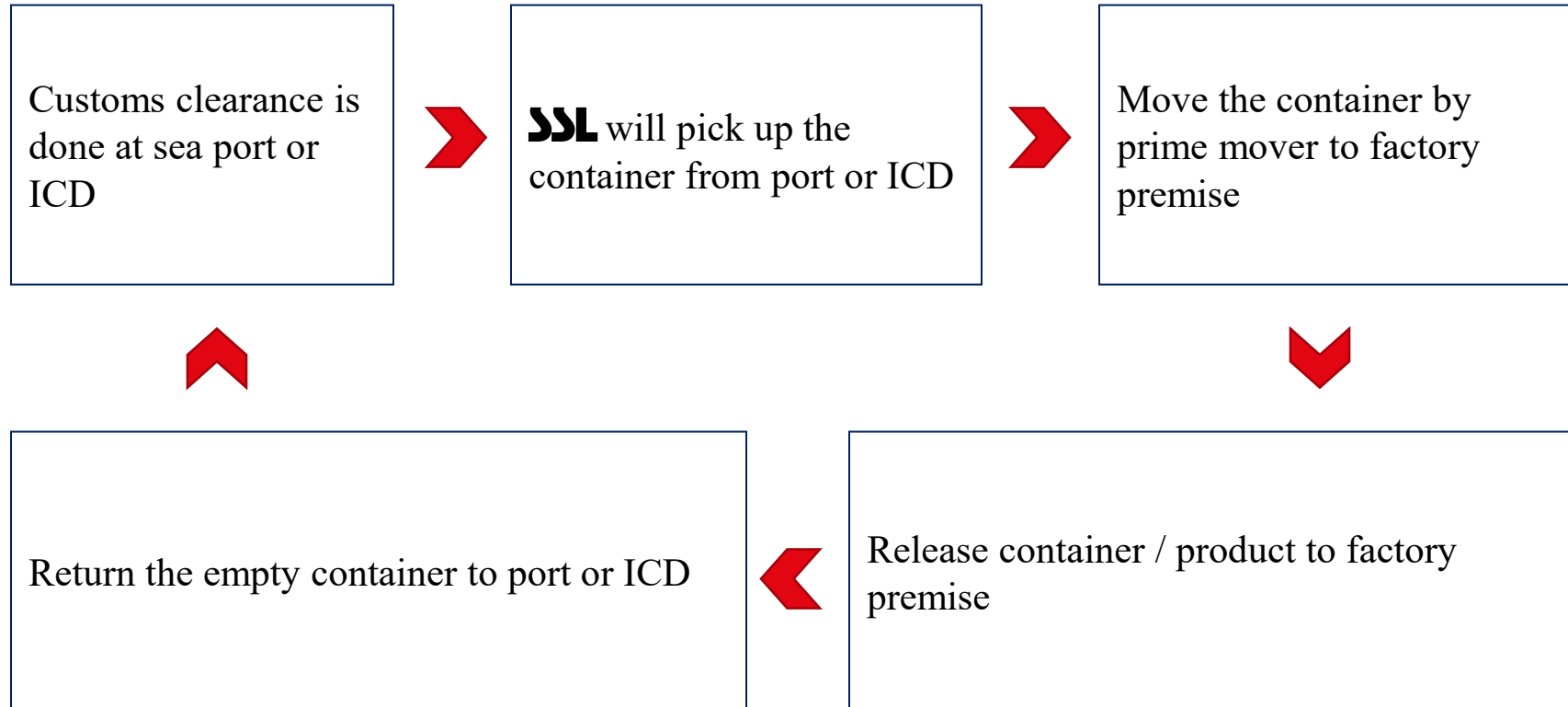
- ▶ In order to process customs clearance, we need following documents: shippers' invoice & packing list, GSP-form A, EXP form from beneficiary/shipper's Bank, L/C copy, VAT, Export License if the fabrics used is local, BTMEA certificate and if the fabrics is imported under back-to-back L/C, Pass book
- ▶ Once all documents are ready in airport customs area: we complete the customs clearance, move cargo to the civil aviation warehouse and submit to customs examination (open every day including weekend to do the final examination if the initial customs papers are updated earlier on working day)

▶ For SEAFREIGHT:

- ▶ Process is exactly the same as Airfreight except we MUST proceed customs clearance before we get the cargo inside CFS in Chittagong and the final examination is normally done in CFS just before stuffing
- ▶ Bank Negotiation: In order to negotiate shipper's L/C value with buyer, shipper needs shipping bill properly signed by customs, HAWB or HB/L, copy AWB or B/L, cargo manifest from carrier, EXP form signed by customs (it was originally issued by Bank), original Invoice/Packing list signed by customs, etc.

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- Import Delivery Process



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## CFS & Warehousing Facility for Buyer Consolidation

- ▶ In case of ocean freight, we use common & shipping lines designated public CFS's in Chittagong such as Port Link Logistics Centre Ltd., Golden Container Ltd., Vertex-OFF-Dock, OCL Container, Esack Brothers Industries Ltd., K&T Logistics Ltd., QNS Container Services Ltd., etc. to stuff our containers, we also do it in our Warehouse in Dhaka and also in ICD, Kamalapur for haulage between Dhaka & Chittagong.
- ▶ And in case of airfreight, we build the pallet in our own warehouse or in Civil Aviation common warehouse situated in the cargo village.

# Sailors Shipping Limited



## Products we handle

We handle almost everything from General cargo to Dangerous cargo such as:

- \* Garments & textile in standard carton or GOH
- \* Pharmaceuticals & Cosmetics
- \* Leather & footwear
- \* Handicrafts
- \* Projects & bulk cargo
- \* Aviation & Airspace - AOG shipments
- \* Automotive
- \* Electric & Electronics
- \* Telecommunications
- and many more

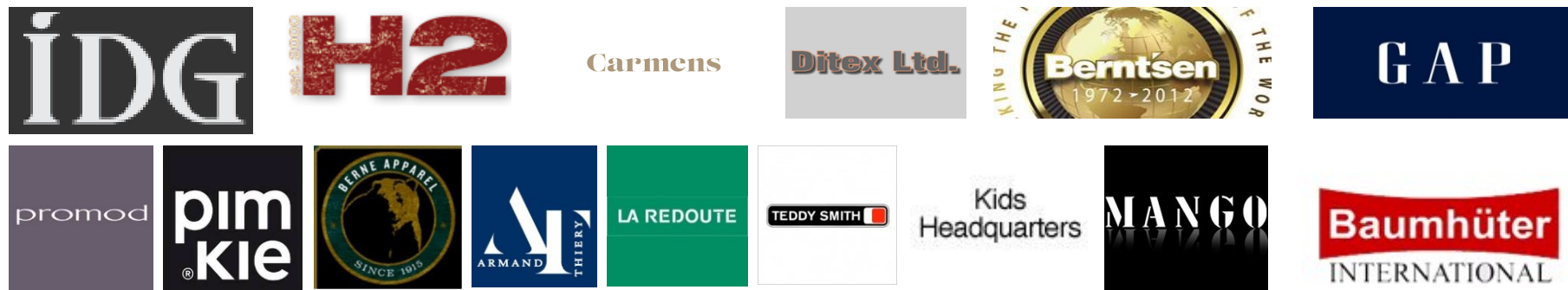


# Sailors Shipping Limited.

## Fashion Customers



We are a third world country yet to reach it's full potential. But one of the many things which sets apart from the rest of the countries that over 3.5 million workers working tirelessly at over 5,000 (appx.) garments industry are slowly but surely ensuring our path to becoming one of the best exporting nation in the world. So much so that a vast majority of our company's revenue comes from the transportation of these garments in standard pack or in GOH beside Footwear, Leather, (AOG), Aviation etc.



# Sailors Shipping Limited.

Pharmaceuticals Customers



**Techno Drugs Ltd.**  
Where innovation never stops...



The **IBN SINA**  
Pharmaceutical Industry PLC



# Sailors Shipping Limited.

Local Customers



GH HAEWAE  
CO. LTD



AKIJBASHIR  
GROUP



**DADA**

Kang Book Co. (Bd) Ltd.



**Esquire** MERIM CO LTD.

# Sailors Shipping Limited.

Local Customers



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Details address for consigning a shipment to SSL :

For AIRFREIGHT to Dhaka /Chittagong airport :

Sailors Shipping Ltd.

House: 3/B (3<sup>rd</sup> Floor), Road: 04

Banani DOHS,

Dhaka 1206, Bangladesh.

Attn : Import Dept.

Tel : +88 0961 099 7070

Email: [airimport@sailorsshipping.com](mailto:airimport@sailorsshipping.com)

For SEAFREIGHT to Chittagong seaport :

Sailors Shipping Ltd.

AIN No. 101080071

Makka Madinah Trade Center (10<sup>th</sup> Floor)

78 Agrabad C/A

Chattogram. Bangladesh.

Attn : Import Dept.

Tel: +880-31-233-3322-946

Email: [seaimport@sailorsshipping.com](mailto:seaimport@sailorsshipping.com)

# Sailors Shipping Limited

## Organization Chart (Dhaka Office)

Department	Name	Position	Mobile Number	E-mail Address
<b>KEY CONTACT</b>	Naimul Islam Bhuiyan	Director	+(880) 1730 069 617	<a href="mailto:mainul@sailorsshipping.com">mainul@sailorsshipping.com</a>
	Rufayeda Eussra	Director	+(880) 1777 700 790	<a href="mailto:rufayeda@sailorsshipping.com">rufayeda@sailorsshipping.com</a>
	Tashrib Abdullah Bhuiyan	Director	+(880) 1713 753 291	<a href="mailto:zeehan@sailorsshipping.com">zeehan@sailorsshipping.com</a>
	Md. Harunur Rashid	Manager	+(880) 1711 691 207	<a href="mailto:harun@sailorsshipping.com">harun@sailorsshipping.com</a>
<b>AIR EXPORT</b>	Shammi Al Hasan Aurup	Manager, Air Export	(+88) 01713 013 837	<a href="mailto:aurup@sailorsshipping.com">aurup@sailorsshipping.com</a>
<b>AIRPORT OPERATION</b>	Md. Anowar Hossain	Asst. Supervisor Air Operation	(+88) 01726 444 231	<a href="mailto:airexport@sailorsshipping.com">airexport@sailorsshipping.com</a>
<b>SEA EXPORT</b>	Lily Haque	Asst. Manager, Sea Export	(+88) 01766 667 394	<a href="mailto:seaexport@sailorsshipping.com">seaexport@sailorsshipping.com</a>
	Robert Sylvester Costa	Manager, Sea Export	(+88) 01730 091 653 (+88) 01715 381 081	
<b>IMPORT &amp; CUSTOMS</b>	Ms. Umme Kulsum Farjana	Manager, Import	(+88) 01755 545 490	<a href="mailto:seaimport@sailorsshipping.com">seaimport@sailorsshipping.com</a>
	Hasinur Rahman	Manager	(+880) 0181-921-6471	<a href="mailto:airimport@sailorsshipping.com">airimport@sailorsshipping.com</a>
<b>SALES &amp; MARKETING</b>	Mostafizur Rahman Chowdhury	Manager	(+88) 0171-3011-914	<a href="mailto:sales15@sailorsshipping.com">sales15@sailorsshipping.com</a>
	Abid Bin Sarwar	Sr. Executive	(+88) 0132-1119-394	<a href="mailto:abid@sailorsshipping.com">abid@sailorsshipping.com</a>
<b>ACCOUNTS &amp; ADMIN</b>	Md. Nazmul Hossain Sumon	Manager, Accounts & Admin	(+88) 01713 653 290	<a href="mailto:finance@sailorsshipping.com">finance@sailorsshipping.com</a>
	FerozAhmed	Sr. Executive	(+88) 0173-0022-009	

# Sailors Shipping Limited.

## Organization Chart (Chattogram Office)

Department	Name	Position	Mobile Number	E-mail Address
SALES & MARKETING	Mr. Abdul Samad	Branch Manager	(+88) 01819-638-377	cargo@sailorsshipping.com
IGM / EGM	Norman Claude Penheiro	Asst. Manager	(+88)0181-1595-015	cargo@sailorsshipping.com
PORT/C& F OPERATION	Md. Showkat Hasan	Sr. Executive	(+88) 01775 671 309	cargo@sailorsshipping.com
EPZ IMPORT DELIVERY	Md. Younus	Sr. Executive	(+88) 01819 873 875	cargo@sailorsshipping.com
EXPORT CUSTOMS	Md. Ehsanul Hoque	Asst. Manager, Operation & Sales	(+88) 0176-6667-395	cargo@sailorsshipping.com

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## Office Locations

### **Dhaka (Head Office) :**

Sailors Shipping Ltd.  
House: 3/B (3<sup>rd</sup> Floor),  
Road: 04, Banani D.O.H.S.,  
Dhaka 1206, Bangladesh.  
Tel: +88-0961 099 7070  
Email: [seaexport@sailorsshipping.com](mailto:seaexport@sailorsshipping.com)  
[airexport@sailorsshipping.com](mailto:airexport@sailorsshipping.com)

### **Chattogram (Branch Office):**

Sailors Shipping Ltd.  
Makka Madinah Trade Center (10<sup>th</sup> Floor),  
78 Agrabad C/A, Chattogram. Bangladesh.  
Tel: +88-0-31-2333322-946  
Email: [cargo@sailorsshipping.com](mailto:cargo@sailorsshipping.com)

# Sailors Shipping Limited

## Bangladesh at a glance

Total area	143,998 sq KM.
Main Cities	Dhaka, Chittagong, Khulna, Rajshahi, Barisal , Sylhet, Rangpur
Currency	Bangladesh Taka (BDT).
Population	Almost 200 million.
Population Growth	1.50%
Government	Constitutional Parliamentary
GDP per Capita	U\$ 1044.00
GDP Growth rate	approx 6.00%
Main Ports	Dhaka for Air & Chittagong for Sea
Climate	Winter (November - February), Summer (March - June), Monsoon (July - October).
Temperature	Min 8 Degree Celsius & max 38 Degree Celsius.
Rainfall	Lowest 47" & Highest 136"

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**THANK YOU**

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