

Getting your products retail ready



EXPORT SUITE[®]

pillogistics
Powering your move into Asia

HOW WE WORK



YOUR PROBLEM

BACKGROUND

• Procurement offices typically source and buy from cost effective manufacturers across the globe. China and Southeast Asia is increasingly becoming an important sourcing region. In one location, there can be several suppliers, each offering different products. Some products may undergo value adding to prepare them into retail ready packaging, while others are consolidated and shipped to destination.

ISSUES

• Each supplier in the same location will deliver their finished products to designated destinations as indicated by the purchase order issued by procurement managers. Destination buyers will receive various products at different times.

• Buyers are unable to save costs as consolidation of various supplier orders, in the same location, is not feasible. Between suppliers, there is no arrangement to consolidate finished products.

• For retail ready packaging, it is usually made up of several parts manufactured by different suppliers. Buyers will be receiving several shipments at varying times. The loose products can only be packed into retail ready packaging at buyer destination. Typically, to pack into retail ready packaging, the cost involved at destination is higher than sourcing location.

• Buyers are unable to save time because products are shipped from manufacturing location to buyer destination. After arriving at destination, the products may undergo further value adding and then re-directed to final point of consumption. This may include shipping back to the country the goods were originally manufactured in. A lot of time is spent shipping the goods around the world, from manufacturing to final consumption.

• The products sent by suppliers to buyers may have quality issues. The quality issue is known only upon arrival at buyer's destination, which can be far away from production country. The time and costs needed to send the whole consignment back to source location may not make financial sense. To re-order another batch of replacement products will take time. Buyers will be in a dilemma.

OUR SOLUTION



PIL Logistics Export Suite provides a platform for procurement managers to request their suppliers to deliver their products to a designated warehouse



Products from multiple suppliers will arrive in the designated warehouse at different times. We will consolidate multiple shipments, into full container loads or less-than-container loads within the shortest time frame. These loads are then shipped out to its destinations promptly



In the warehouse, some of the products will be value added. Some of the value added services PIL Logistics can provide includes quality check, repackaging, simple assembly, barcode checking, normal labelling and laser labelling



PIL Logistics is also able to source for vendors to print materials. Materials include instruction manuals, hang tags, packaging clamp shells etcetera



We will perform export customs clearance and file for tax rebates for suppliers, in countries where export tax rebates apply

VALUE PROPOSITION

- Reduce order lead time to buyers
- Reduce costs as we are able to consolidate orders thereby provide better utilisation of container loads
- Reduce costs as products are shipped in ready-to-sell merchandised unit at sourcing location. Multiple purchase orders from a single buyer can be consolidated and shipped in a full container load
- Offers purchase order and sales order management services, thereby switching customer's fixed cost into variable cost
- Enable earlier application for export tax rebates by suppliers
- Offers buyers and procurement managers the option to take ownership of goods earlier; from supplier door as opposed to, currently taking ownership of goods only upon goods are onboard air or ocean carriers
- Procure on behalf of buyers and procurement managers through our trading license

ABOUT PIL LOGISTICS

- Lead logistics provider
- Contract logistics and freight forwarding
- Headquarter in Singapore
- Operating in China and South East Asia
- Operating in China as a wholly owned foreign entity since 2001
- Wholly own subsidiary of Singapore headquartered Pacific International Lines (PIL)
- PIL is a 12,000 employee global logistics and transportation company with over US\$5 billion revenue
- PIL's network covers over 350 locations in 95 countries