



FDRA



FDRA 2022 Trade, Logistics &

Customs Meeting

September 27th, 2022

S@mples !!

The Pains of S@mples !!

- 37 years ago I was handling footwear & apparel for a large 3PL/OCM
 - Footwear > adidas, Reebok, Footjoy, Avia, LA Gear, Dynasty, Sam & Libby
 - Apparel > Van Heusen, Tommy Hilfiger, The Limited, Levi's, Disney
- A lot has come & gone since then ...
 - Telex's & Fax Machines
 - 64k dial up computer connections
 - Outdoor telephones in parking lots & gas stations
 - The largest ship in the world was 2,500 containers
 - The internet didn't exist yet
- One topic has remained largely untouched ... Samples.
 - They were a pain in everyone's b@ckside then – and still are today

Arghhh ... S@mples!!

The Pains of S@mples !!

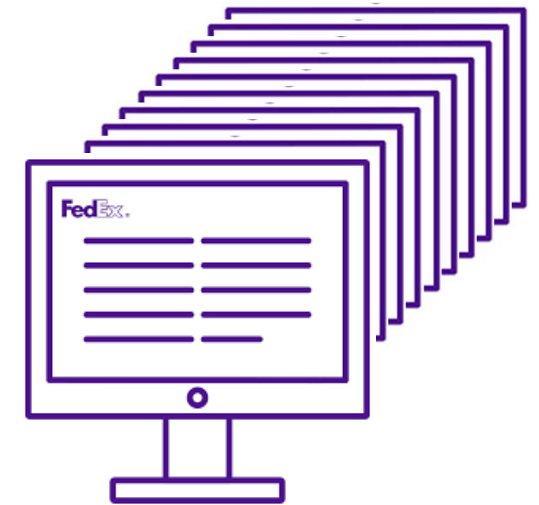
- Suppliers choose what service “you’re” going to pay for
- 30% of shipments are unnecessarily delayed due to customs or delivery data input errors
- Collecting and aggregating tracking data is manual, labor intensive, and slow
- It’s difficult to resolve problems when you don’t know what it is or have the documents
- Lack of standard processes and transparency makes governance challenging
- Once your carrier billing codes are exposed, they are prone to abuse
- Attempts to reduce costs by consolidating & moving heavy air caused significant delays
- Buyers often reorder samples not knowing they already have them. Ouch!

Understanding S@MPLES !!

- There are multiple types of samples
 - » Design - Fabric swatches, Trim, Components, Fit/Sizing, etc.
 - » Finished - Showroom, Photo/Ad, Quality, Salesmen's, Runway, etc.
- Within a “type” there can be multiple sample items
 - » Color, Size, Destination
- There can be the “Groups” of related samples within a “Concept/Board”
 - » Often encompassing multiple suppliers from different countries
 - » An entire “Group” can be unactionable if even a single item is missing
- Data sources for samples are fragmented
 - » Design samples are usually managed in PLM software without PO's
 - » Finished samples *might* be associated with PO's
- Supporting processes often vary wildly by division or brand

Generating Shipping Labels is Manual and Error Prone

- Supplier decides what service you're going to pay for
- Customs clearance data must be entered per each unique item
- Delivery instructions are entered manually
 - » Address, City, State, Zip code, Country, Name, Telephone
- Billing instructions are entered manually
- Total “experience” for supplier per (Intl.) shipping label can span over 12 different screens on a carrier provided system
- The Parcel industry Pro's will tell you – it won't end right if it doesn't start right!



Over Servicing = Over \$pending

Carrier Ship Solutions Are Designed to Save THEM Money

Quoted Rates

| Carrier | Service | Price | | Estimated Delivery Date | Delivery Before |
|---------|---------------|----------|-----|-------------------------|-----------------|
| FedEx | Ground | \$4.63 | USD | 2017-03-17 (Fri) | End of Day |
| UPS | Ground | \$6.71 | USD | 2017-03-17 (Fri) | End of Day |
| FedEx | Second Day | \$7.86 | USD | 2017-03-16 (Thu) | End of Day |
| UPS | Third Day | \$8.97 | USD | 2017-03-17 (Fri) | End of Day |
| UPS | Second Day | \$9.96 | USD | 2017-03-16 (Thu) | End of Day |
| FedEx | Next Day PM | \$12.33 | USD | 2017-03-15 (Wed) | End of Day |
| FedEx | Next Day 11AM | \$14.64 | USD | 2017-03-15 (Wed) | 10:30 |
| UPS | Next Day Air | \$19.23 | USD | 2017-03-15 (Wed) | 10:30 |
| UPS | Next Day 9 AM | \$111.12 | USD | 2017-03-15 (Wed) | 10:30 |

Next Day 9AM can be 1,300% more expensive than regular Second Day delivery

But Finally ... that's changing too!

Introducing ...



Cloud Based Multi Carrier Shipping Solution





AcuPost Customized Experiences At Your Fingertips

- Inbound & Outbound shipping
- Virtual/Cloud based – multi-carrier & multi-site
- Centrally administered & controlled
- Configurable “Compartmentalized” Rooms
 - » Each room is independent & invisible to the other rooms
 - » Configurable workflows, processes, rules, and required actions
 - » Automatically identifies least expensive option to meet desired arrival
- Keeps your carrier account codes private
- Embeds configurable G/L & other coding into shipments for streamlined billing
- Lot’s of other nifty (but functionally practical) things ...





Configurable "Compartmentalized" Rooms


TORY BURCH
400,000
shipments/yr. !!



Global **007**
Administrator
Global Grip & Control

Michael
Hoboken, NJ



Configurable “Compartmentalized” Rooms

Supplier Samples



Inter Office Mail



3PL



| Configurable Functions | Supplier Samples | Inter Office Mail | 3PL Sample Consolidation |
|----------------------------------|------------------|-------------------|--------------------------|
| Default Ship From | Y | Y | N |
| Default Ship To | N | N | N |
| Add Ship To | N | Y | N |
| Require Value, Description & CO | Y | N | Y |
| Require Doc Upload | Y | N | N |
| Require Ref 1 Select | Y | N | Y |
| Require Conditional Ref 2 Select | Y | N | Y |
| Default Best Option | Y | N | Y |
| See Cost | N | Y | N |
| Allow Bulk Mail | N | N | Y |
| Ref Field on Label | Y | N | Y |
| Scan to Manifest | N | N | Y |

Global **007**
Administrator

Global Grip & Control

Michael
Hoboken, NJ



New Shipment Request

1) Destination Details

Land Grant Holy Land {global}

Attn: Brutus the Buckeye

Company: Land Grant Holy Land

Address: 2787 Boltz Rd

Country: United States State: Ohio

City: Akron Postal: 44333

Phone: 330-XXX-XXXX Residential

Send Email? GoBuxGo1985@gmail.com

2) Origin Details

Phil {global}

Attn: Phil Marlowe

Company: Acuitive Solutions

Address: 2315 Heavenly View

Country: United States State: Tennessee

City: Ooltewah Postal: 37363

Phone: 704-321-4992

Send Email? phil@acuitivesolutions.com

3) Shipment Details

+ Add package

| | Qty | Inner Quantity | Package Type | Weight | UoM | Length | Width | Height | UoM | Delete |
|--|-----|----------------|--------------|--------|-----|--------|-------|--------|-----|--------|
| | 1 | 0 | Custom | 2 | lb | 22 | 17 | 5 | in | |

3b) Customs Info

Declared Value: \$0.00 Country Manufact: US

4) Confirm Billing

ReferenceOne: Please select

ReferenceTwo: Please select Signature Required?

5) Service Options

Ship Date: 6/8/2022 4:01 PM Latest Delivery Date: 6/14/2022 Latest Delivery Time: End of Day

| Carrier | Service | Price | | Estimated Delivery Date | Delivery Before |
|---------|---------------|----------|-----|-------------------------|-----------------|
| FedEx | Ground | \$17.90 | USD | 2022-06-10 (Fri) | End of Day |
| UPS | Ground | \$24.09 | USD | 2022-06-10 (Fri) | End of Day |
| FedEx | Express Saver | \$47.83 | USD | 2022-06-13 (Mon) | End of Day |
| FedEx | Second Day | \$51.61 | USD | 2022-06-10 (Fri) | End of Day |
| UPS | Third Day | \$53.96 | USD | 2022-06-11 (Sat) | End of Day |
| FedEx | Second Day AM | \$59.91 | USD | 2022-06-10 (Fri) | 10:30 |
| UPS | Second Day | \$71.21 | USD | 2022-06-10 (Fri) | End of Day |
| FedEx | Next Day PM | \$144.23 | USD | 2022-06-09 (Thu) | End of Day |
| FedEx | Next Day 11AM | \$153.09 | USD | 2022-06-09 (Thu) | 10:30 |
| UPS | Next Day Air | \$187.44 | USD | 2022-06-09 (Thu) | End of Day |

AcuPost Cloud Based Multi Carrier Shipping Solution Page 12

Print Labels LocalPrint Local ThermalPrint Labels to NodeNone

FROM:
Phil Marlowe
Acuitive Solutions
2315 Heavenly View
Ooltewah TN 37383
US

TO:
TOBatus the Buckeye
Land Grant Holy Land
2787 Boltz Rd
Akron OH 44333
330

REF:

DATE:

(US)


(704) 321-4992

SHIP DATE 08/11/22
ACTIVITY 2 COLB
C&O 11448929WVS0500
SHARED 22 X 17 X 5 IN
BILL SENDER


TRK# 2740 8209 6541

9622 0019 0 (000 000 0000) 0 00 2740 8209 6541

44333



577_2274F7C4A



ACUITIVE
Solutions

Ship To: Land Grant Holy Land , 2787 Boltz Rd , , Akron , Ohio , US , 44333
Tracking # 274082096541
Approval # AcuMail299
Additional Notes:





Cloud Based Multi Carrier Shipping Solution

- **30% Direct Freight Savings in 1st 12 months (\$1.8M!)**
- **Eliminated manual tracking - \$2M+ overhead reduction**
- **97% Reduction in Customs/Delivery Delays**
 - » Data driven process eliminates bad data errors
- **Compressed Business Processes Cycle Times**
 - Eliminate abusive/fraudulent spend on account codes
 - Simplify cost center & GL coding processes
 - Global grip & control over Carrier & Service selections
 - Transparency & Governance !

RALPH LAUREN
 1st Sample Shipment
 April 23rd, 2018

SMPL3
Label 1 of 1

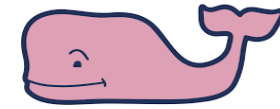
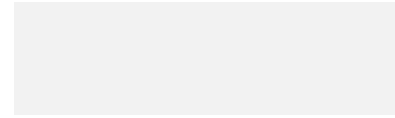
PO Number 4930004127
 Material 435721021001
 PO Line 20
 Season Fall 2018
 Division Ralph Lauren Europe
 Brand RL COLLECTION
 Name Silver RI Collection
 Delivery 11/09/2018

SA00-0003 FRPAR 23 Rue De Vienne

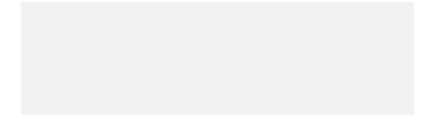


| | | |
|--|-------------------------|---|
| From: 390528328540 Emico Grano Lombard Evolution Group Srl Via Giacomo Puccini 5A Pontassieve, FI 50865 ITALY | Origin ID: FLRA | Ship Date: 23APR18 ActWgt: 4.80 LB CAD: 10605654ANWSX02800 Dens: 16 X 12 X 10 IN |
| SHIP TO: 338213548 Store Manager RLC, SAMPLES PLANT 23 Rue De Vienne Paris, 75008 FR | BILL RECIPIENT | REF: NA SA PRL7 PO 4930004127 DESC-1: Samples - Leather Goods DESC-2: DESC-3: DESC-4: COUNTRY MFG: IT CARRIAGE VALUE: CUSTOMS VALUE: 317.00 EUR TIC: R 120307910 SIGN: Emico Grano ENNVAT PKG TYPE: CUSTOMER |
| | | A1 INTL PRIORITY 75008 FR CDG |
| CONSIGNEE COPY: PLEASE PLACE IN FRONT OF POUCH | | TRK# 7806 2838 0126 FK TNFA NA SA-PRL7 PO:4930004127 Sample-435721021001.4930004127.20 |

Our Clients



vineyard vines



ARHAUS®



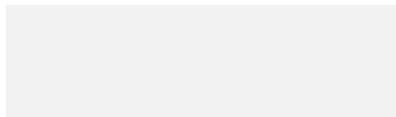
#1 Luxury Brand



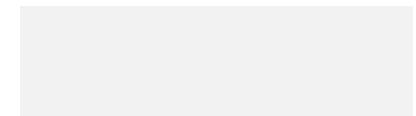
TORY BURCH



#1 Toy Company



RGBARRY
BRANDS



Manual Processes Are Virtually Impossible!™

FDRA

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S@mples !!

Thank you!

Phil Marlowe

Chief Logistician – Acuitive Solutions

Phil@AcuitiveSolutions.com

Follow us on LinkedIn:

<https://www.linkedin.com/company/acuitive-solutions/>

