



FLEX Program (Furniture Less than container EXpress)

Means of delivering furniture from Asian factories to US dealers:

- Factory Load Direct Container Delivery
- FLEX Options:
 - Origin Consol, Direct Container Delivery (multi-factory)
 - Factory Load, Destination Deconsol (single factory)
 - Origin Consol, Destination Deconsol (single or multi-factory)
- Factory to U.S. Warehouse, Consolidate, & Delivery

Innovative Shipping Solution Reduces Cost, Improves Inventory and Service

Cutting the landed cost of products manufactured in Asia to North American dealers, while delivering superior visibility and service, is no easy task. There are traditional costs, such as ocean transportation, customs clearance, duties, transload expense, and inland transportation. Couple these with domestic warehousing, labeling cost and LTL delivery, and it's no wonder logistics expense now accounts for 40% of COGS.

Record growth of furniture imports and a lengthening supply chain have exposed companies to planned obsolescence of 18-24 months, growing on-hand inventory and rising inventory carrying cost. Senior management is now more involved than ever in the logistics process and demanding innovative cost-effective solutions.

That's why Global Link Logistics, the #1 forwarder of furniture from Asia to the U.S., has developed the FLEX (Furniture Less than container EXpress) program. FLEX is an innovative "furniture-only" supply chain solution that can improve top-line revenues, reduce inventories, and cut your delivered costs significantly, while maintaining complete visibility and event management.

How FLEX Works

FLEX lets manufacturers and dealers of all sizes to cost-effectively consolidate orders from single or multiple factories at origin. These individual orders—as small as 300 cubic feet—ship directly to U.S. customers through our dedicated network of experienced furniture carriers.

FLEX eliminates the need for expensive regional warehousing, increases inventory turns, improves cash flow, and reduces obsolescence caused by traditional models.

FLEX opens access to small and mid-sized dealers previously inaccessible due to full container requirements.

FLEX improves transit time and constrains cost by maximizing the volume of multiple importers for quick loading and timely shipments each week. We also label each piece for visibility and manage the LTL and invoicing process.

FLEX provides turnkey service for all Trans-Pacific trade lane consolidation needs.

Increased Control Through Advanced Technology

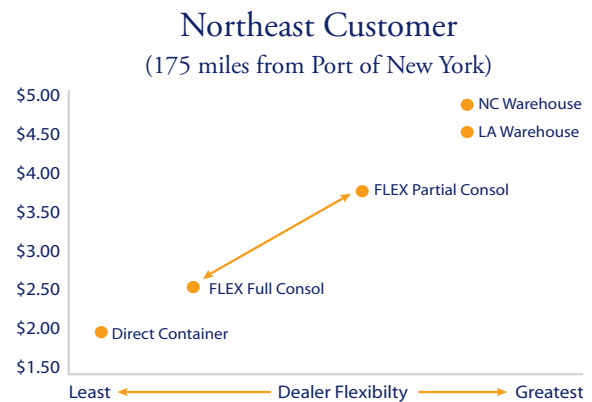
Global Link offers FLEX customers the best supply chain visibility and event management technology available. For the first time in the furniture industry, customers can see their product by SKU, Purchase Order, Customer, or Sales Order from the origin consolidation center floor to the dealer's door. Unique features include imaged "Proof of Delivery" documents and near-realtime delivery confirmations.

The Global Link platform also presents information by function in your organization, allowing purchasing to monitor origin order status while customer service focuses on LTL deliveries and scheduled appointments. Custom reports and realtime exception alerting round out the many features of the program, which is supported by Global Link's hallmark "Single Point Customer Service".

Balancing Cost Saving Against Flexibility

Traditionally, costs are minimized by shipping direct container from a single factory and point of origin, but shippers can lose virtually all flexibility. In contrast, maintaining complete flexibility to ship from/to multiple destinations has always been excessively expensive. FLEX provides a range of shipping options that balance cost and flexibility, according to need.

FLEX vs. Traditional Shipping Alternatives			
	Factory	Container	Destination
Direct Container	Single	Full	Single
FLEX	Multiple	Full	Single
	Single	Full	Multiple
FLEX	Multiple	Partial	Multiple
	Single	Full	Multiple
LA Warehouse	Multiple	Full	Multiple
NC Warehouse	Multiple	Full	Multiple



Availability of FLEX

FLEX is now available from South China (Shenzhen Region) to multiple destinations in the US. Shanghai and Tianjin are scheduled for phase two development. Please contact Global Link or a local GLL representative for further details. Visit our web site at www.globallinklogistics.com for additional contact information.



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