

A horizontal number line with 12 empty boxes for digits, with minus signs at both ends.

	[1] 20
	[2] 3000
	[3] 100
	[4]
	[5]

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100

[1] FCL

20ft 40ft 40HQ 45HQ

[2]

□ □ □ □ □

[illegible]

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Because the customer is a middleman, his products are also sold to other customers I asked him why he chose us He said that there are the following points that make me feel moved and admired:

- 1)Transportation of cosmetics, shipping and air transportation To provide transportation identification, the US destination customs clearance should be FDA declaration, and there are more requirements, but I have experience and we are very professional
- 2)As a middleman, each customer has a contract with his buyer and has a delivery date Once the delivery period is exceeded, he will have a high liquidated damages He trusts me and trusts our profession
- 3)The transportation is not particularly large for his orders His goods are not only in the United States, but also in the United Kingdom, France, Poland, and He has a full-time Chinese agent, all the shipping plans are given to me, I will give each ticket the warehousing, take-off, arrival, delivery time requirements, for the customer, he docks, check the progress of the order is very convenient Very worry-free, then he can more energy on his product sales, to make the brand, profits higher
- 4) Any order, his time limit, we can give him the best solution In particular, he remembered that once he had two containers of goods, a 40HQ20GP were sent to a warehouse in Charlotte, According to the normal shipping time, it is normally 38- after the ship is opened It takes 40 days to send to the warehouse Moreover, this is still based on the port of the ship, the ship is opened, the port is very punctual, the port of departure, the port of destination does not have any time limit for customs inspection
- However, the time limit for customer orders is only 25 days If the two containers are transported by air, the is particularly high If normal shipping is not available, then we will help customers to 140, then arrange the truck directly The US West LA cabinet, the two drivers took turns, and the special car was dispatched to the customer's warehouse in Charlotte for 6 days The customer was particularly grateful for this solution, which him a lot of money and helped him solve the problem Since then, all the customer's orders are directly let the factory contact me to arrange the delivery, and even the shipping charges are not inquired in advance, I directly billed in the past, after the delivery is completed, the payment will be made at the end of the month



It is also the experience of working with this customer, let me have more and deeper thinking about my business direction

- 1) Think about the problem from the customer's point of view, think about what the customer wants, and add more added value to yourself, so that you can become an irreplaceable role on the customer's side
- 2) We have our own first-hand US agents in 50 US states Any US shipment, others can do it, we can do better, and it is the best logistics solution, we must have confidence in our customers
- 3) Professional, not just talking about it, you need to know what the customer cares about and learn to help the customer solve his concerns and concerns
- 4) We can provide at least 3 US customers who cooperate with us, so that new customers can directly contact our cooperative US customers to learn about our company's services and let customers feel your true and powerful
- 5) Learn from customers, learn the business wisdom of customers, share with other new customers, guide customers, find customers who share your interests, and make orders easy and worry-free, too careless, time-consuming and laborious Customers, don't do it
- 6) Share with you the real life in the life, let the customer know more about you and increase the viscosity of the customer
- Carmine and I are business partners, friends in life, recalling these five years, we should be mutual achievements He got what he wanted, and I did what I wanted to do I am grateful to him for not how much money he made me Instead, I learned a lot and made me more comfortable in developing our US market and American customers This year our US market turnover rate reached 80%3 %, our goal is that as long as the customer meets us, they no longer want other freight forwarders

