Client Case Study

Logistics and Time Cost Reducing, Systematic Management of Goods

Foshan Atrion Trading Co., Ltd. sells furniture and household products on Amazon for nearly two years. In the beginning, it mainly used Amazon FBA. However it found the cost is very high due to the large size of the furniture, which accounts for the majority of the total cost, and its value-added services such as returns are poor.

After using the supply chain service of XBN, XBN professionals provide logistics solutions for it's problems: integrating the first delivery, customs declaration, customs clearance and last-mile delivery; after the buyer orders, Atrion's staff only need to click on the delivery system, XBN Overseas Warehouse would receive the detail shipping information and ship all in the same day; XBN Platform would also synchronize real-time overseas warehouse storage information and order delivery, logistics status, etc. Buyers can receive products in only 2 days.

By using the three-dimensional service of XBN Overseas Warehouse, it has greatly improved the sales on the e-commerce platform and achieved monthly sales of $1 million in more than a year. XBN overseas warehouse supports Amazon, eBay, Overstock, Wayfair and other multi-platform, a variety of modes of delivery, provide strong support for Chinese sellers to expand in the international market.

Human Efficiency
Increased by 50%

Time & Logistics Cost
Saved 70%

No. of Old Customer
Increased by 60%

Foshan Atrion Trading Co., Ltd.
(Cross-border E-commerce)

Challenge

1. High FBA logistics warehousing costs
2. Poor value-added services such as goods returning
3. Bad customer experience and low profitability

Solution

1. Centralized shipment to XBN Overseas Warehouse
2. Overseas warehouse order processing and goods management
3. Special services for large size product

Improvement

1. Speed up the order processing and goods inventory is synchronized in real time.
2. Logistics costs and time costs are greatly reduced
3. Rapid growth of old customers

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