

## There's more to mass retail than your customers will ever know.

Because the new color SKUs arrived in time for the DCs to process the store-ready assortment.  
Because crews were ready and waiting at 500 different receiving docks when the shipments arrived.  
Because 500 store managers knew exactly when to have employees on hand to stock the shelves.



That's why thousands of customers are leaving your stores with bath towels in the season's hottest colors, matching accessories, and further proof that you always have exactly what they're looking for at a great price.

In the world of mass merchandising, there's an art to keeping the shelves full while keeping inventory costs low, the turns high, and the margins on target. At FedEx, we give you access to a broad array of services and tools designed to help you do just that.



### It's often the smallest shipments that carry the most weight.

Whether it's replenishing the entire chain with great sell-through items, or getting a baseball mitt to a customer in time for a 10th birthday, it's often those small shipments that make the big difference. That's why fast, reliable, cost-effective ground and express services are so essential.

- Send smaller, more frequent shipments to stores with limited storage
- Restock stores quickly from your own DCs, keeping inventory costs under control and maximizing margins
- Reduce cycle time and improve inventory turns by having your vendors ship directly to stores
- Expedite seasonal and time-sensitive items
- Serve your catalog and online customers throughout the U.S. with home-delivery options that even include Saturday service



### You can't wait to ship everything at once just to get a bargain.

With multiweight ground pricing, you pay one freight rate even when you're sending separate shipments—as long as they're all to the same zip code. How's that for a bargain?

- Provide the service advantage of small-parcel shipping
- Save with the cost advantage of freight
- Control costs through FedEx Express earned discounts



### Your success shouldn't rely on a shipping company you didn't even choose.

Consignee billing puts you in total control. All of your suppliers use FedEx as your preferred shipper, both domestically and overseas, so you're in charge of coordination, timing, and the checkbook. Plus with FedEx, you can see how simple and accurate invoicing can be.

- Ensure vendor compliance with your shipping preferences
- Control how and when your vendor ships
- Earn higher discounts (because they can be calculated on inbound and outbound shipments)



### Managing tens of thousands of shipments a day requires remarkable vision.

With thousands of SKUs moving between vendors, DCs, and all your stores, you need up-to-the-minute information on inbound, outbound, and internal shipments. That's why FedEx provides you with a powerful Web-based tool that lets you locate every package and every shipment. For such an invaluable service, you can't beat the price—it's free.

- Pinpoint shipment locations throughout transit
- Get delivery notifications for inbound shipments and notify stores of outbound shipments
- Provide customers with automatic shipment notifications so they can track shipments themselves



**Every time merchandise comes back, so does your headache.**

Dealing with product returns may feel like a hassle, but your customers don't need to know it. Because if it's easy for home-delivery customers to return merchandise, chances are they'll buy from you again. So FedEx makes the process easier to handle by offering preprinted labels, call tags, billable stamps, drop-off locations, and consolidated returns.

- Allow your customers to exchange items easily and increase their satisfaction
- Better manage your inventory
- Choose the best returns options for you



**Moving big quantities can be a major undertaking.**

When you're moving so many kinds of merchandise at such high volumes, you need options. With FedEx 1-, 2-, and 3-day freight you've got plenty. Your must-have items can arrive first, while your less-time-sensitive items can be consolidated. So ultimately, your shipping costs are reduced, and you can keep inventory moving at the turn rates you desire.

- Choose from a range of domestic and international shipping options
- Get greater cost-control through FedEx Express earned discounts and multiweight ground pricing
- Improve inventory management
- Benefit from time-definite deliveries and have receiving docks properly staffed
- Rely on one freight vendor from port-side to receiving dock with FedEx Supply Chain Services



**When the latest toy from China is out-of-stock, you need a shipper who speaks the language.**

Surprises are no fun when it comes to managing inventory and coordinating resources. Especially when there's a 10-hour time difference between you and your vendors. That's why you need a transportation partner who's fluent in international shipping.

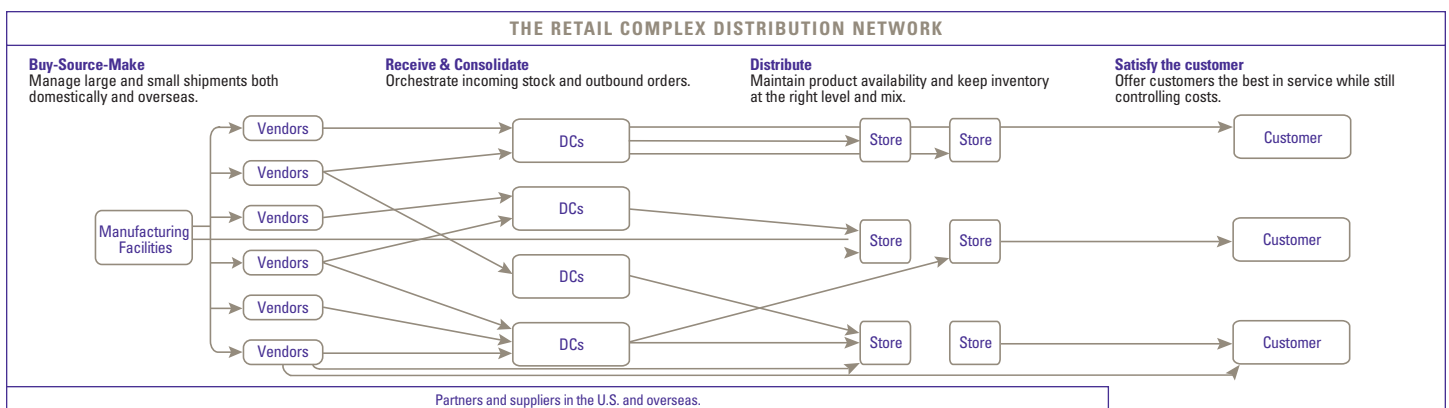
- Choose the worldwide service that fits your need, from overnight to economy freight
- Import from and ship to more than 210 countries, clearing customs with ease
- Benefit from time-definite, door-to-door, customs-cleared deliveries with full visibility
- Bring in goods from overseas effortlessly
- Have international vendors ship direct to your stores



**Distribution: the complicated part of a complex business.**

When you're managing an enormous retail network, everything comes down to distribution. So you need a transportation partner who can help you find solutions every step of the way.

- Access the broadest range of services in the industry—from international air freight to domestic 1-day ground—and find the perfect option for every shipment
- Manage your network and inventory more effectively with visibility tools and dedicated representatives
- Take advantage of volume discounts and other cost-savings options
- Get the level of service you expect from FedEx on every shipment



Find out how FedEx can help you move merchandise and control costs like never before. Contact your sales representative today.