

## 供应链变化

尊敬的商业伙伴，

在过去的 2 年到 3 年时间里，菲宝斯集团在生产能力和供应链上做出了一些改变，我们都看到并感受到了这些改变在交货方面取得的效果。到目前为止，这些改变和升级主要是在欧洲进行的，现在是时候在亚洲地区进行类似的改变了。

我们在中国的主要改变是，将亚洲仓储中心再次设立在菲宝斯韩国工厂。现在我们正在准备菲宝斯韩国仓库，为所有必要产品准备充足库存，以服务包括中国大陆在内的亚洲地区。

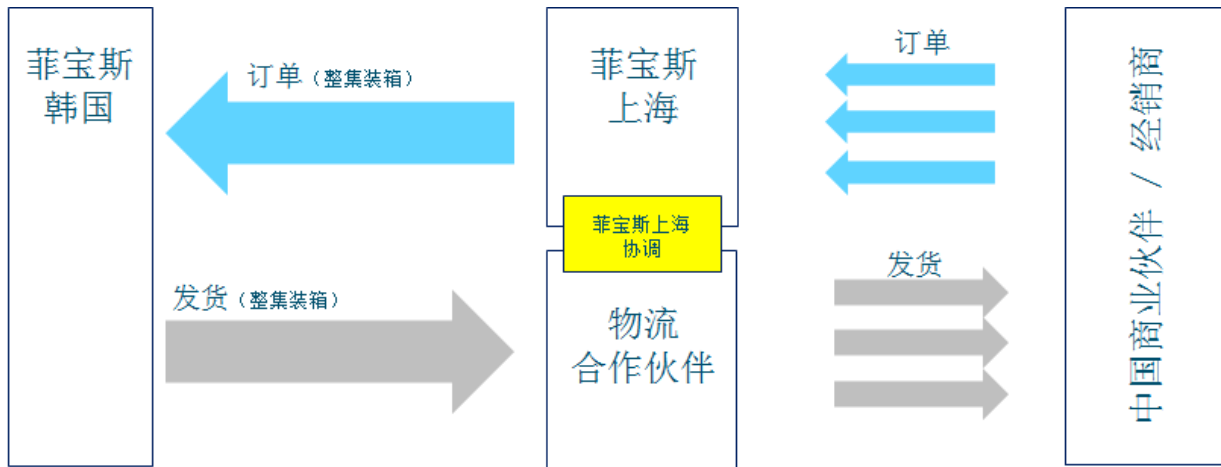
这也意味着菲宝斯上海将不再保留任何产品库存，所有交货将直接从韩国工厂运送到您在中国的地点。菲宝斯上海将继续接受您的所有订单，处理向韩国工厂的集中订货，负责进口程序，并运到您的地点。由于从韩国到中国的最小装运单位为一个集装箱，因此对您来说本流程的主要不同处是最小订单金额增加了。当然，如果您想订购小批量的产品，您可以通过中国大陆的菲宝斯经销商网络来完成。有关详情，请联系菲宝斯上海销售人员。

这一变化背后的主要理念当然是提高效率和可用性，从而提高市场竞争力。这种安排的好处包括：

- 明显提高了可用性。菲宝斯韩国仓储的产品比菲宝斯上海多五倍，因此“缺货”的情况将极少发生；
- 缩短交货时间。通过提高可用性，交货时间将得到改善，因为缺货和长货期的情况将极少发生；
- 明显提高了定制能力。菲宝斯韩国工厂拥有多台现代化、高效率的数控机床，可以提供准确、快速的定制服务；
- 更具市场竞争力。由于菲宝斯上海将不再参与供应链，因此提高的效率和节约的成本可以转化为市场上更具竞争力的价格。

在上海，我们将于 2019 年 10 月 1 日开始采用新的运营模式。最后一批常规菲宝斯上海交货的订单需要在 2019 年 9 月 15 日前发给菲宝斯上海。菲宝斯上海库存里余下的产品，将于 2019 年 10 月底运往韩国。

关于 10 月份发生的变更和新流程的更详细信息，我们将在 2019 年 8 月底前提供给您。我们的销售人员将妥善的与您沟通变更和流程。



中国大陆新供应链模型

2018 年初，我们的欧洲工厂/销售单位已经采用了同样的运营模式，这些改变所带来的结果是非常积极的。上面提到的益处全部在欧洲市场实现，由于在市场上的竞争力更强服务水平更高，我们实现了销售额的增长。

## 投资制造能力升级

在过去的两年里，菲宝斯集团的运营还发生了几个变化。我们将欧洲的运营工作集中在芬兰进行，而不是分散在欧洲的几个国家。我们芬兰 **Lempäälä** 的主要工厂正在进行扩建，建造新设施，安装新机器设备。今年夏天我们安装了新的大型注塑机（1080 吨），并在过去一年中投入使用了多个定制机器人。另外，我们工厂旁边的新仓库正在建设中。这一切都能确保我们为欧洲市场高效、可靠的供应产品。

我们在广州投资了新机器。菲宝斯在广州工厂安装了新的 1000 吨注塑机，以更好地服务于不断扩大的 OEM 客户群，满足他们不断增加的对大型零部件/产品的需求。

我们还完全重建了压铸铝箱体供应链，新供应链将于 10 月 1 日推出，承诺提高可用性以及交付的可靠性。

在我们的韩国工厂，我们投资了 MNX 和 EURONORD 系列的双模具。亚洲市场的高流通产品将在韩国工厂生产。2019 年，我们将投入使用大约 10 个新模具。

小山  
集团副总裁，中国和南亚区  
菲宝斯集团

## CHANGES IN DELIVERY CHAIN

### Dear Business Partners,

Fibox Group has been making several changes in its production capabilities and delivery chains in last two to three years. We have all seen and felt the effects in our deliveries. This far, the changes and upgrades have mainly been made in Europe but now it is time to do similar changes here in Asia region.

The main change for us here in China is that the Asia central warehouse will again be formed in Fibox Korea factory. Now, we are preparing Fibox Korea warehouse to include all necessary products with adequate volumes to serve Asia area, including Mainland China.

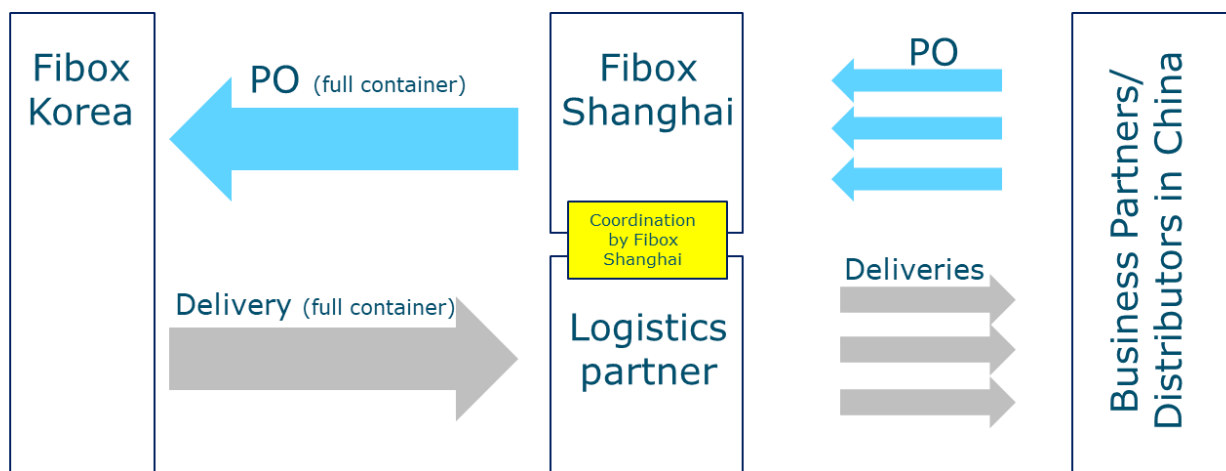
This also means that Fibox Shanghai will not keep any stock of products anymore, but all deliveries will be made directly from Korea factory to your site in China. Fibox Shanghai will still take all your orders, handle group ordering from Korea factory and will take care of the import procedures and deliveries to your site. Main difference for you in this procedure will be increased minimum order value, as minimum shipment batch from Korea to China is one container. Naturally, if you wish to order smaller quantities, you can do that through Fibox distributor network in Mainland China. Please contact Fibox Shanghai salespeople for more information on that.

The main idea behind this change is naturally to improve efficiency and availability and therefore achieve improved competitiveness in the market. The benefits from this arrangement are e.g.:

- Clearly improved availability. Fibox Korea warehouses five times more products than Fibox Shanghai, so "stock out" occasions will be minimal.
- Improved delivery time. Through improved availability, delivery time will be improved as stock outs and long lead time deliveries will be minimal.
- Clearly improved customizing capabilities. Fibox Korea factory operates several modern and efficient CNC machines which enable accurate and fast customizing service.
- More competitiveness in the market. As Fibox Shanghai will not be involved in the supply chain anymore, the efficiency improvements and cost saving can be turned into a more competitive pricing in the market.

In Shanghai we will start following the new operation mode on 1<sup>st</sup> October 2019. Last orders for normal Fibox Shanghai delivery need to be issued to Fibox Shanghai by 15<sup>th</sup> September 2019. The items that are left in Fibox Shanghai stock, will be shipped to Korea at the end of October 2019.

More detailed information about the changes and new procedures taking place in October will be given before end of August 2019. Our sales will be communicating the changes and procedures with you properly.



*New Delivery Chain for Mainland China*

This same operation mode has been taken into use in our European factories/sales units already at the beginning of 2018. Results from these changes have been extremely positive. Above mentioned benefits have all been realized in European market, which has seen increased sales due to better competitiveness and service level in the market.

## **Investments in manufacturing capabilities**

Several other changes in Fibox Group operations have been implemented in past two years. We have concentrated our European operations in Finland instead of operating in several countries in Europe. Our main factory site in Lempäälä Finland is going through an expansion project where new facilities have been built and new machinery has been installed. New, large injection moulding machine (1080t) has been installed this summer and several customizing robots have been taken into use during past year. Also, new warehouse area right next to our factory is being constructed. This all enables efficient and reliable deliveries for European market.

In Guangzhou we are investing in new machinery. Fibox has installed new 1000t injection moulding machine in the factory in order to better serve the enlarging OEM customer base with increasing demand for larger parts/products.

We have also re-created our aluminium enclosure supply chain totally. New supply chain will be introduced on 1<sup>st</sup> October and it promises increased availability and reliable deliveries.

In our Korea factory we are investing in MNX and EURONORD double moulds. High running items in Asian market will be manufactured in Korean factory. During year 2019 around 10 new moulds will be taken into use.

Tuomas Lilleberg  
Vice President, China&South Asia  
Fibox Oy